



Overcoming Unproductive Behaviors to Improve Profits and Performance

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As a Performance and Productivity coach I often hear people say: *“I had this great idea but before I could enact on it someone else did.” Or, “I learned something and I know that if I take action I would benefit greatly, but I just haven’t had the time to do what I need to do, and with time I forget it.”*

As entrepreneurs, it is in our nature to see possibilities, but the main difference between successful and average income earners is the ability to take action even when things are not perfect. And let’s be honest, *when are things ever perfect?* Economies and trends change quickly, and people who see opportunities but hesitate to act on them quickly lose out; not only in profits, but also in that competitors who have productive mindsets will take advantage of the new opportunities and changes to leverage their skills, services, and products leading to an overall increase in their own earnings. All it takes in that one small hesitation to lose valuable ground and momentum!

So, ask yourself right now, and be brutal about the truth: Do you have challenges, problems, and obstacles in your life due to the fact that you procrastinate on taking action? Or do you allow circumstances to get the best of you? How many good ideas, income streams, and market shares have you lost because of your unproductive attitudes and work

habits? Will you admit to yourself that you could move toward the ultimate success you know you want and deserve but instead, you allow the current negative news media to derail your plans? Or do you let shiny objects or fearful attitudes distract you from taking risks and moving forward with your ideas and plans? Are you too scared to fail that you won't even start?

Let's get honest with ourselves and admit we all could make more money, be more productive, improve our performance, and have a lot more time for fun, if we were more conscious of how we use our mental, emotional, physical, spiritual, and financial life energy. To be a real Peak Performer, one of the first things you must do is get real and stop the denial of where you spend those finite resources. You must be mindful that the old saying, "Time is money," is true and you only have 1,440 minutes per day and 168 hours a week to manifest your life the way you want to live it.



You can replace everything except time. If you want to overcome unproductive behaviors, habits, and attitudes that have held you back, you must become brutally aware of how you are using that time and your life energy. Even more importantly, what is the caliber of information you are allowing into your brain to motivate and push you on a daily basis? Is that information giving you a true and accurate idea of what is possible?

Remember this: We all have LIFE GIVING personal habits such as exercising, eating right, and taking time to relax and re-energize our minds and bodies. For business, LIFE GIVING habits would include things such as brainstorming in a coaching group for the knowledge to attract new business, finding better ways to use your resources, marketing that brings you income, acquiring exceptional necessary staff, updating

technology skills, and looking for new avenues to expand your income streams without working harder. In the same way our personal habits may benefit our health, wellness, and increase happiness, life giving habits can breathe new life back in to our business as well!



We also have LIFE REMOVING personal life habits such as working too hard, not taking care of our bodies, not taking time with our loved ones, losing your temper, blaming others, negative thinking, excessive spending, overuse of mindless TV or computer time, procrastination, being late, and various other unwanted habits that detract you from enjoying life.

Other Life Removing business habits would be spending too much time on email, not paying attention to what your staff is doing, thinking the past will equal the future, being closed minded about what is possible, pricing your services or products too low, not creating new products and services, trying to reinvent the wheel, or having unclear boundaries. Are you guilty of any of these?

We all struggle with allowing ourselves to indulge in life removing, negative habits. So, I will let you in on a big secret, **admitting that you have the problem is the first part of the solution.** Seeding your mind with other successful people's wisdom is, without doubt, one of the most important skills of success to overcome any unproductive behaviors or negative attitudes which have prevented you from becoming the creative, solution-oriented person you want to be, earning the money you want to earn, and living the type of lifestyle you want to live.

Start by asking yourself one important question monthly: "What kinds of habits or behaviors do I have right now that serve me and which habits hurt me?" Knowledge is power! When you know what works, you can easily identify what doesn't work. Now that you are aware of what is not serving you, give yourself permission to cut corners and seek out

people or resources that can easily offer you new intelligent and resourceful solutions. Why would you scramble all alone trying to rebuild the wheel, when someone else can offer you the tried-and-true blueprint?

Remember, each one of your habits is either making you money or taking money out of your pocket. Think about it this way: habits are a way of doing something you have comfortably taken for granted. Everything you do becomes a habit. Your successes and failures are built on your daily habits. Our past has reinforced our patterns of behavior, making it more difficult to change, even if we don't like the outcomes. Since we are creatures of habit, and these habits are familiar, easy, and routine, a change of habit creates a disruption of our emotional equilibrium. The new way of doing or thinking alters life's routine. We convince ourselves that it takes too much effort to change and that it is inconvenient because it takes too much energy. Let's face it, no one *enjoys* doing things that are hard and uncomfortable.



You must decide for yourself that you will no longer allow yourself to hang on to old traditions and ignore new ways of thinking. Whether you're trying to lose weight, swear off cigarettes, kick the procrastination habit, or marketing your business in a new way, it doesn't matter because you have the power to make these changes. You only have to decide it is time, and hold yourself accountable to actually ***make the change!***



Psychologists say that the resistance to change lies in the wall of inertia. Personality factors, like old habits and childhood programming, contribute to this resistance to change, and although you've spent your entire life becoming the person you are, you expect to change in a weekend. Face it, that is not going to happen. It takes

anywhere from 21 to 28 *consecutive* days to program your mind to change and you need new resources and support in order to utilize your positive replacements for these old negative and unproductive behaviors and habits.

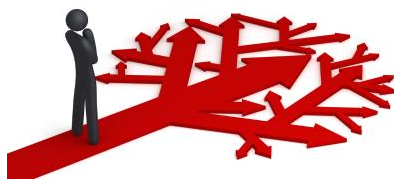
The bottom line is that you need to first come clean with yourself, look in the mirror in your own eyes and admit to yourself that you have been in denial before. You need to give up blaming anyone or anything else! You, and you alone, are 100% responsible for your success.



Which means, you, and you alone, are equally responsible for where you have failed. To be a real Peak Performer, you must give up all excuses you have used in the past and create a plan of action that will move you past any type of unproductive behaviors, thoughts, and attitudes.

Your thoughts, intentions, and actions create your future. YOU are the self-fulfilling prophecies and what YOU focus on, YOU bring into your reality. It's just common sense that you can empower yourself by realizing the power you have to choose a new response to any circumstance and thus, shift and remodel your future to one more favorable. Take responsibility for what you get in life and then you will have the power to alter any circumstance of your future.

It is time to accept that your actions, or lack of actions, have consequences and you must look at how your unproductive behaviors and bad habits have affected your business success, income, peace of



mind, health, and family life. While this may be a difficult idea to accept, remember that in accepting this fact you are also regaining control over your future growth!

If you are still struggling to overcome these obstacles on your own, it is time to seek out additional resources. In the past I have utilized the services and guidance of other trusted and successful entrepreneurs. From personal coaching, seminars, and vision quests, I have taken advantage of any source of learning I could to push me to be my best and more successful self. Now, the student has become the master, and I work to offer the same support and guidance to others.



If you have tried to overcome on your own in the past, but are still not seeing the improvements you need, a powerful resource you may want to invest in is a **VIP Personal Vision Quest** with me. There is nothing like having someone who has run large coaching groups like Peak Performers with Dan Kennedy and Bill Glazer and Renegade Millionaire with Adam Witty to assist you in finding a way through those tough blind spots.

Regularly, folks ask how they can move past the negative habits and Dragons that hold them back. So, like my mentors had done for me in the past, I chose to gather all the information I have shared with personal and business coaching clients and put it into a **VIP DAY** system that will give you the resources you need to make the changes that lead to huge results.

Right now, is your point of power! Give up old traditions that you follow out of habit, where you have surrendered your personal preferences for the kind of life you really want. The truth is that you have within you unlimited potential to make your dreams come true and to create the life you want. All Success has to be created internally before it can be seen externally. You must accept your own personal power to create your life before you can make your vision, hopes and dreams a reality. You must supply yourself with the motivation, passion, and

excitement of what is possible. Without the essential ingredients of feeling powerful, you will not muster the necessary energy to inspire yourself to go for what you want and break free of your old, unproductive behaviors.

By taking responsibility for your thoughts and feelings, you choose to be proactive in life and not just let life happen to you. You do have the power today to transform your life by expanding your boundaries to claim for yourself new territories of the mind and what is possible. No one can truly make you a success at what you want in life—no one but YOU! Invest in yourself and remember that you are a work in progress. Go for it!

Learn more about my VIP Personal Vision Quest Retreats here:
milteer.com/vip-personal-vision-quest-retreat/

Join Lee Milteer on a VIP Personal Vision Quest Retreat!

"I found Lee Milteer, and that proverbial wall was busted down. Her Vision Day and coaching has helped me regain faith in myself and reclaim my power as a professional businesswoman who has much more to accomplish. She has the no holds barred approach that I needed, and my business plan and life plan are back on track. She speaks truth and if you are open to listening, she will give you the straight talk you need to move forward. I have observed her firsthand help men and women in a multitude of diverse business fields solve real problems quickly and progress to the next level in their thinking, habits, and success...."

-Amanda Olsen

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Lee Milteer is a Performance and Productivity Coach and the founder of the Smarts® Coaching Program, and **SUCCESS Smarts® CLUB** for Entrepreneurs. Lee is a Best-Selling Author and Award-Winning Professional Speaker and Business Coach. She has counseled and trained more than a million people throughout her career. You can Book Lee to speak at your virtual or live events or leverage her Intuitive Business Skills to achieve your big Life Goals by signing up for private Business coaching. For more information visit our coaching web page at www.milteer.com, or email assistant@milteer.com. As A bonus to the members—We will happily let you test Drive and get a free month of the Brand-New Millionaire Smarts® CLUB by emailing our office at assistant@milteer.com.