



Rose Coaching
Time Management
Stress Management
Work/Life Balance Strategies

Transforming the life you have into the life you want
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Thought Substitution for general happiness

Law of Attraction: “Without exception that which you give thought to is that which you begin to invite into your experience”. Abraham Hicks.

In essence, we attract what we think about. Therefore, if I am focused certain negative thoughts, I attract environments and circumstances that match. Here’s a simple “Thinking Differently Cheat Sheet” that may help change the way we look at things toward the positive.

Two words I particularly want to mention are: NO and BUT.

The moment we utter “NO”, we communicate rejection, defensiveness and resistance. No matter what follows “NO”, the receiver has essentially “tuned out”. Any positive sentiment following “NO” falls on deaf ears. Find a different way to convey the essence of your message without “NO” – and you’ll get a more positive response.

Take the following examples:

- No, I don’t want do to that, because
- No, I don’t like the way that looks, because
- No, I haven’t done that yet because
- No, I can’t loan you any money because.....

Any excuse after the “NO” is at best superfluous, at worst a lie. Their intent is perhaps to make the “NO” more acceptable. But, more often then not, people are not really interested in “Why” they aren’t getting what they want. They just want what they want.

Same examples, reworded slightly:

Yes, that project sounds interesting. Part A and B fall directly into my overall goals. I would like to participate in A and B. I think Jamie would be a great fit for Part C.

It’s a nice color. I like this color and the way this other shirt fits. Is there a shirt that combines the two?

I’ve completed A and B. I’ve contacted Mr. Jones for Part C. His part will be completed on Wednesday.

**Yes, I can see you’re in dire straits. I have some ideas on how to pick up some extra cash. Let’s investigate selling your extra car and truck. I have connections that might give you a regular job with regular income. Getting a roommate will also increase your income.

**Special advice: Please avoid lending money to any friend or family member. It really does destroy a friendship. Even if you firmly believe your friendship is “different” and will survive this very awkward situation....why risk your friendship like that. If you can afford to “freely gift” the money with no resentment, do that. Best recommendation is to help them brainstorm on how they can do it themselves. Empowering them to create their own income stream and change their spending habits is much more helpful, in the long run, then continue to enable them on their current dependent path.

Any positive sentiment followed by a “BUT” is also lost. The “BUT” normally turns us into the negative direction.

Take the following examples:

- Great work on that science project, but the math grades could be better.
- I like the dress, but you need to do something about the hair.
- I want a new car, but I can’t afford it.
- My passion is music, but I’m too old to start a new career.

Same examples, reworded slightly:

- Great work on that science project AND the math grades are looking up. Good stuff.
- I like the dress. What do you think about going “all out”, and getting our hair and make-up done to match?
- I want a new car AND I’m looking forward to having the funds to afford it.
- My passion is music AND I’m looking into ways to incorporate music more into my everyday life.

Bottom line: With a little practice and exercise we can reduce our “buts”.

Below are more examples of “reworded phrases” that lean us toward a better feeling moment.

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Awkward feeling situations	Turning it around to a better feeling moment.
NO	Yes, I can see how that would interest many people. For a number of reasons, I’m focusing on some other things right now. I really appreciate you telling me about this and when I cross paths with someone that may be interested in helping you with that, though; I’ll reach out to them and let them know about you and your vision.
ALWAYS, NEVER	More likely than not; 9 out of 10 times; it’s been my experience
No, I can’t dance the next number with you. Ask me later.	Yes. I would love to dance with you. Let’s dance the very next number. Don’t wander off.
DEMAND, CONTROL,	My overall vision is XYZ and I realize that there are multiple (even unlimited) ways to accomplish the essence of that vision. Just because individuals cannot support this particular, specific detail task – doesn’t not mean they will not contribute in a different (perhaps even larger) way. My overall vision is for people of like-minds to get onboard in their own way, to support this high-level plan. I know that a

	<p>“single task” isn’t my goal. It’s just a tool to accomplish my goal. And there’s lots of other tools at my and their disposal. To limit and demand that they use my single tool to accomplish my vision is short-sighted on my part.</p>
No, I don’t want to do that.	I prefer to do this. This fits better with my overall goals.
I don’t like ABC	I prefer XYZ
I NEED this	It would be nice to
I EXPECT EVERYONE TO....	I do not understand everyone’s specific situations. Nor do I need to. I know that when I clearly articulate my general vision, like-minded individuals surround and support me. When I’m aligned with my vision, things come very easily for me.
You NEED TO DO THIS	I would love to work with someone that wants to do this with me. I want to that playmate to be having as much fun on this as I am.
You could do that BUT it’s a lot harder that way.	Yes, that’s doable. To be successful we would need X, Y, Z. Is this still the way you want to do it?
This is FACT.	It’s been my experience.....
You’re WRONG about that	What’s been helpful to me is
This is how it’s done....	This way has been very successful for me. And I realize that there are lots of other ways to accomplish the essence of this task. What has been successful for you?
That WON’T work...	That solution may work in many cases. Let’s figure out how it would work in this situation.
You’re wrong. It’s always been done this way.	I’ve just experienced it differently. Tell me more about your experiences.
He’s arrogant and rude. He’s a big talker but he never does what he says he’s going to do.	He has some great attributes. He’s very charismatic and a master salesman. I admire how he can collect sales leads. Maybe I need two people? Maybe I’m also looking for someone that can close the sale and follow-through on the delivery. I’m looking forward to a well-rounded team.
I’m depressed.	I’m in a temporary slump. Things cycle and this will also change soon.
I want to do this BUT I don’t have the skills.	“Quick learner” is a relative term. I’ve always been a “quick enough” learner. It will be fun learning a new skill that will take me closer to my goal.
I’ve always messed up before. I’ve never been able to accomplish this before.	I’ve learned and experienced a lot in the last few years. I’m not the same person today. Just because I didn’t seem successful in the past, doesn’t mean that the “ME” today won’t succeed. And just because “it seemed” that I wasn’t successful in the past, doesn’t mean anything. I was just in my data gathering mode – collecting more data and experiences to become the unique person I am today.

<p>I was taught that this is wrong. And this is the right way.</p>	<p>I allow people to think the way they want to think, and I can think the way I want to think. I'm not interested in persuading anyone to my way of thinking. I'm happy to share my thoughts with leading-edge thinkers, but I am not interested in defending my beliefs. As long as I am having fun discussing various topics, I am in spirit. When it becomes uncomfortable, I know I am taking things too seriously. And there's no need – because everyone's beliefs are valid for them. There's a perfect match for everyone.</p>
<p>I made a mistake.</p>	<p>Mistakes are indicators that I'm trying new things; I'm developing, growing and evolving. If I never make mistakes, then I'm stagnant. Mistakes are just signs that I am extending beyond my comfort zone. I'm "stretching the envelope" and "thinking outside of the box". I'm looking forward to many new mistakes as I explore this new career.</p>
<p>I need to control this situation.</p>	<p>I cannot control what people say or do. I cannot control external conditions. And the nice thing is that I do not need to. I am competent and talented. I can handle anything that comes my way.</p>
<p>I don't want to make the wrong decision.</p>	<p>Decisions can neither be right or wrong. They only lead to results. And there are only two results: One that takes you closer to your goal, and one that gives you additional information that will eventually take you closer to your goal. By avoiding making a decision, we slow our progress to our goal. By making a decision, we're always making progress.</p>
<p>I'm stuck.</p>	<p>Everything is constantly changing. Therefore, I cannot be "stuck". I only feel "stuck" because I'm thinking the same thing and the same way. When I think the same way, things continually change to the same thing. Change my thoughts, and I'll change my results.</p>
<p>They are stressing me out. They are making me mad. They are keeping me down and out.</p>	<p>I have total control over my actions and reactions. So, what is it that I am thinking about their action – that is making me upset. How can I think about this situation differently to turn my results around?</p>
<p>People are constantly bugging and interrupting me.</p>	<p>I'm seen as an expert in this area. So its natural people will seek me out for my skill. I like it when people come to me for advice and suggestions. I know don't have to actually do the work for them. I know I have total control over my calendar and what I want to work on.</p>