

Fix the inside you to improve the outside you

Examine these three areas of your life to ensure they aren't holding you back

We are always aspiring to get or have what the other person has, whether that's material things like a bigger home or newer car, or maybe it's a better relationship with our spouse or significant other. Maybe it's eating healthier or getting in shape. We read the how-to book and/or take a class. Sometimes we hire a trainer/coach to help us. Most of the time we don't reach the outcome we desire. We get frustrated, give up and wonder what went wrong. We think to ourselves, "I know how to get it," but it didn't happen. Did I miss a step or was it something or someone who kept me from reaching my goal?

There are a tremendous number of resources that give us the nuts and bolts on how to get what we want. It is harder to understand what's keeping us from getting what we want. Why did I fail at getting what I want? I would like you to hear ATI Head Coach, Mike Haley, explain some of his ideas of why that is:

This is not the typical article talking auto shop. I'm talking about the inner working of you and what makes you do what you do. Let's call this the "inside you." The part of you that thinks, has fears, likes and dislikes. The part that has desires and dreams and makes up your personality. This inside you is what causes you to do or not do. If the "inside you" is not healthy, mature and complete, this could be causing internal conflict, which results in external conflict. Would you agree most people have stresses and are struggling with relationships or goals in their life? When

the inside you is not healthy, you are unable to help yourself or the people around you. If you are going to fix external relationships and stay on course with getting what you want, you need to fix the inside you first.

Let's start with the first thing when it comes to obtaining goals. Having a strong foundation is key. You need to know where you are starting from. Think of it like a GPS. The only way it can take you to where you want to go is to know where you currently are. You also need to start from the right place. What I mean by the right place is within you. You have to be on a solid foundation. If not, you will become frustrated, unsettled and probably begin putting band aids over bullet holes. Now the question becomes where do I start to look on the inside?

WHEN YOU LOOK AT WHY YOU CAN'T ACHIEVE YOUR GOALS, IT'S BECAUSE YOU ARE LISTENING TO THE WRONG VOICES.

There are three areas of the inside you that I feel hold you back, and I would like to discuss them.

Carrying hurts from the past

Some of us do a great job suppressing them and forgetting about them and don't even realize it's there. You remember the infidelity. You remember the friend who was disloyal to you. or when the customer took advantage of you or when your employee let you down. You keep a deep insecurity. Fearful the

worst is always going to happen, you stay guarded, not letting anyone into the "inside you." In many cases, you're not even aware of your insecurities because you have carried these hurts for so long. Or you will heighten expectations. There is a saying: "all frustrations stem from unmet expectations." You keep a deep insecurity.

Discontent in the present

We are told "never be satisfied with nothing." We need to get bigger, stronger and shinier. As soon as you get it, that thing becomes obsolete so now you need to get a new something. This keeps us unsettled and causes us to look over the fence at what others have. That's why the car you have is not good enough. The home you have is not big enough. Your business is not what you want it to be. It can even go deeper in that the relationships you are in don't satisfy you anymore. The friends you have aren't doing it for you, so you want new friends. This wanting and needing goes on and on. You end up cultivating a restlessness that is toxic. You're never content and never satisfied and so never become steadfast. This discontent also causes insecurities with the people around you. They don't know what you're going to do and when you're going to do it. Are you going to stop talking to a friend? Are you going to ask for that separation/divorce? Will you change the way you approach your business?

It could be anxiety about the future

You're fearful that your business or re-

relationships will never get better. You're never going to get out of debt. Your employees will never change. You are convinced the best is behind you and the worst is in front of you. This gives you anxiety and you become a control freak. You try to control everything. You try to control your family, friends and employees. You white-knuckle everything. That only ends up taxing and pushing people away. It's not a free environment, and it's a one-way relationship.

These are the things inside you that cause it not to work on the outside you. Are these three voice examples currently inside you and are they the voices you are listening to daily? You invite them to have a seat at your inside table. The voices end up determining your choices. The voices you listen to the most determine the direction you will go. For some of us, hurts from the past are always invited to sit at our table. They remind you about the time you got burnt or when you were let down. They remind you of the reason you were left vulnerable and how you can never let your guard down.

For others it's inviting discontent to have a seat at your table. That voice is always telling you the grass is greener on the other side. It's time to move on; it's time to scratch that itch. For some of us it's giving in to listening to anxiety. You live in fear and insecurity and you're full of anxiousness. So, you try to control everything. You're always listening to the voice of anxiety.

When you look at why you can't achieve your goals it's because you are listening to the wrong voices. When you see people who are obtaining their goals, they are always happy and in healthy relationships. It's not because they are lucky or listened to Tony Robbins that morning. I truly believe it's because they have pushed the wrong voices out and invited the right voices to the table. Some of you are probably

asking "So, who do I invite to sit down at my table?" I would suggest you invite faith, hope and passion.

As we determine what we truly want we then need to change who has a reservation at our table. You need to no longer allow hurts from the past to have a seat at your table. No longer will discontent have a seat at your table. No more can anxiety about the future have a seat at your table. If you don't change the reservations at your table, no one else will. It must come from within you.

You need to decide that you will no longer allow hurt to have a seat at your table. You realize you don't have to dwell about what happened in the past and the pain it has caused. You need to remove hurt and invite faith to come sit at the table. Decide that you will listen to faith/hope and try to see the end from the beginning — that you truly believe good things come to people who let go of what people have done to you in the past and forgive. Tell discontent that it no longer has a seat at my table. You are being replaced with hope. You're hopeful of what the future can bring and what is possible with steadfast work.

Anxiety, you are no longer invited to my table. You are being replaced with passion/love. We are no longer going to live fear-stricken lives. With passion/love we will have the strength and energy to see what we want to

the end. Passion/love will drive out anxiety. Getting what you want won't work with toxic thinking. To live high, you must dig low. Everything we build starts with our foundation. For some of us the foundation is the voices we listen to daily.

I hope this article gives you some insight into why you are not getting what you want. I challenge you to become aware of the inside voices and to remove the voices that are keeping you from getting what you truly want. Start to invite the inside voices that reinforce and drive you to all your wants and dreams.

If you would like a document to help give you a visual aid of what voices are currently at your table and the voices you would like to invite to sit at your table, for a limited time you can simply go to www.ationlinetraining.com/2019-01. 



CHRIS "CHUBBY" FREDERICK is the CEO and founder of the Automotive Training Institute. ATI's 130 full-time associates train and coach more than 1,500

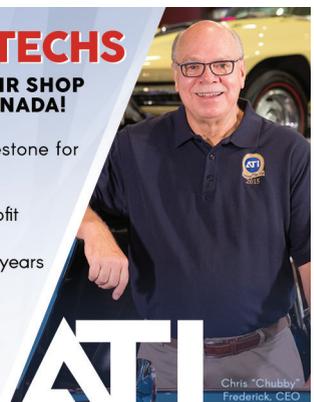
shop owners every week across North America to drive profits and dreams home to their families. Our full-time coaches have helped our members earn over 1 BILLION DOLLARS in a return on their coaching investment since ATI was founded. This month's article was written with the help of ATI Head Coach Mike Haley. chubby@autotraining.net

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