

# EXPLORE YOUR ENTHUSIASM

## EPISODE 175: ARE YOU LIMITING YOURSELF?

### I'M NOT THE KIND OF PERSON WHO....

- ★ makes a lot of money
- ★ has a super successful business
- ★ would ever be good at sales
- ★ could ever be self-promotional

How many times have you caught yourself saying a version of this: "I'm not the kind of person who..." I know I do it all the time, and my recent experience is the inspiration behind this episode. We'll talk about why it's true that you really aren't that kind of person and how to become the kind of person who reaches your goals and lives your dream. It all comes down to the habits you have now and the habits you can create.

Each week we talk about the honest truth of having a creative business and what's holding you back from yours.

This week, I had an experience where I did something I usually never do, something I really didn't think I was good at doing. I talked to a total stranger, an Uber driver, for about 5 minutes and she became a really excited customer.

And then three days later, I found myself texting a friend who was encouraging me to talk to a stranger about what I do (when I was sitting around stuck at the airport), "Oh, I'm not the kind of person who could ever do that." They sent me a "no more excuses" gif and I woke the next morning to realize... it's just my perception and my beliefs.

My belief is that I'm not the kind of person who talks to strangers easily (introvert!). I perceive that because it's what I'm looking for. The story of "not being good at talking to strangers" is a filter I view the world through and so I keep seeing more examples of that being true. And most shockingly I DO NOT see examples of it not being true, even when it's right in front of me.

This isn't just me; in the book [How Emotions are Made](#), the author, a clinical psychologist, explains how every perception in our world is processed in our brain. And to save time and energy, our brain doesn't just perceive what's there, but predicts what's next. If it didn't, we'd have to think SO HARD about what we're seeing and experiencing. Our brain saves on time and energy by comparing the current moment with past moments and predicting what's next.

Think of road signs, for example. If you drive down the same road every day, you can "read" the road signs really easily from far away, because your brain is predicting what it's going to say. But if you're in a new town, or new country, you have to get right up to the sign and actually read it, before you know what it says, because you can't predict it correctly.

But it's not just visual data we predict, it's also emotional data and experimental data. So if everytime you go to pet a dog, it bites you, your brain predicts that the next time you go to pet a dog, it'll bite you.

Your brain's unconscious predictions are filtering your experience. You simply can't take in all the data available for you, so your brain pays attention to what either proves or disproves its predictions. And it weighs more heavily the things that will make us unsafe (this is called the negativity bias). It's not conscious.

### **Predictions are quick to be made and slow to be corrected.**

So let's go back to my story about talking confidently to strangers and making a sale. Even though I JUST had an experience that disproved my brain's predictions about how well a convo with strangers would go, my brain ignored that and instead drew from the VAST well of my experiences being a complete doofus talking to strangers.

### **So when you say, I'm not the kind of person who...**

You're right. There have been many many moments where you haven't been that kind of person. Your brain is pulling from that well of experiences. But then by reinforcing this belief by continuing to say it and look for more examples that prove yourself right, you're ensuring you WILL NEVER BE that kind of person who does {whatever}.

The predictions are unconscious, but what you choose to say and reinforce and tell others and find more proof for often does come to the conscious level.

**BUT YOU CAN CHANGE THIS.**

I actually wrote about this [4 years ago](#) - I had never ever ever been the kind of person who was athletic or worked out or even thought about losing weight. Until I was. Until I had a really good reason and motivation and I just made the decision. I realized through the process of running a few 5ks and a 10k that the idea of "not the kind of person who runs" was limiting me. It was just a belief based on past experience of not-running, but it wasn't definitive of what I would be able to do.

### So how do you become the kind of person who is successful or does work out?

1. Recognize that you're constantly predicting and then reinforcing those predictions based on your past experiences, even if they are totally unrelated to your current moment.
2. Challenge those beliefs about who you are by asking, "IS this ALWAYS true? When is it not true?"
3. You are your habits. You are whatever kind of person who habitually does what you do. So if you run, you're a runner. If you write, you're a writer. If you regularly sell your work, you're a salesperson and a business owner. To become the kind of person who - whatever - you need to do the habits of that kind of person.

The roman poet Ovid said, "nothing is stronger than habit," so instead of trying to break habits, let's work on replacing them. Once you have the habits, they'll keep you being that kind of person.

Ex. eating less meat, more veggies

Ex. talking to people vs not talking to people

### What habits will make you the kind of person who... {fill in the blank with what you want}?

I'm sure that you already know, and you could list some habits right now. So get out your pen and paper and write down 5-10 habits that people who ARE what you wanna BE probably do.

Next week we'll talk about the habits that everyone I've ever met who reaches their goals has.

But this week, I want to end with you thinking about three questions:

- ★ When do I say "I'm not the kind of person who...."?
- ★ Is that ALWAYS true?
- ★ What are the habits that would make me the kind of person who....?

I'd love to see your answers! Just tag your photo #exploreyoureenthusiasm on Instagram!

Thanks for listening and have an enthusiastic day.