

"The moment one definitely commits oneself, then Providence moves too. All sorts of things occur to help one that would never otherwise have occurred."

GOAL SETTING IS WORTHLESS
GOAL ACHIEVEMENT IS PRICELESS



The IWCA logo features a globe with the letters 'IWCA' and a checkmark. Below it is a banner with the text 'International Window Cleaning Association' and several small images of window cleaning equipment and workers.

- ❑ Kolan J. Hairston
- ❑ Atlanta, GA.
- ❑ Last of 4 Children
- ❑ Left at 17 to go to school
- ❑ Unremarkable early years



The IWCA logo features a globe with the letters 'IWCA' and a checkmark. Below it is a banner with the text 'International Window Cleaning Association' and several small images of window cleaning equipment and workers.

- ❑ Auburn University
 - School of Engineering
 - D1 Football
 - Flight School
- ❑ United States Marine Corps
 - Commissioned Officer
 - Flight School
 - F/A 18 Pilot



The slide features a blue background with a faint map of the United States. At the bottom, there is a banner with the IWCA logo on the left and a collage of images related to window cleaning on the right.

- ❑ What ultimately impedes us?
- ❑ Why do we miss the mark?
- ❑ First we must ask: WHO is responsible?
- ❑ Change.



The slide features a blue background with a faint map of the United States. At the bottom, there is a banner with the IWCA logo on the left and a collage of images related to window cleaning on the right.

Objectives

- ❑ Make the world a better place.
- ❑ Help change/improve/revolutionize our industry.
- ❑ Give food for thought.
- ❑ Disclaimer



The slide features a blue background with a faint map of the United States. At the bottom, there is a banner with the IWCA logo on the left and a collage of images related to window cleaning on the right.

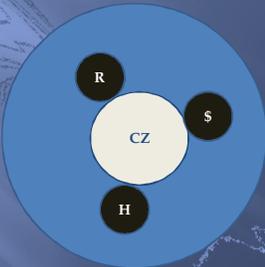
Order of Battle

- ▣ Intro
- ▣ Box you are locked in
- ▣ YOU
- ▣ Universe
- ▣ Fundamentals of Goals & Goal Setting
- ▣ Final Points & Take Aways



The slide features a blue background with a faint map of the United States. At the bottom, there is a banner with the IWCA logo and the text "International Window Cleaning Association" alongside images of window cleaning equipment.

Comfort Zone



A diagram showing a large blue circle labeled "CZ" (Comfort Zone) in the center. Inside this circle are three smaller black circles labeled "R", "S", and "H".



The slide features a blue background with a faint map of the United States. At the bottom, there is a banner with the IWCA logo and the text "International Window Cleaning Association" alongside images of window cleaning equipment.

- ▣ Resolution
 - ▣ The act or result of resolving something; a thing determined upon; decision as to a future action; a resolute quality of mind.
- ▣ Why resolutions don't work.



The slide features a blue background with a faint map of the United States. At the bottom, there is a banner with the IWCA logo and the text "International Window Cleaning Association" alongside images of window cleaning equipment.

Your Billion (+) Dollar Asset

- ❑ Your Powerful Brain (You are smarter than you think)
 - 98% Learned in the last 8 Years
 - 80% Pre 1990 found to be false
 - MRI PET SPECT MEG machines Brain Scan Imagery
 - Medical breakthroughs



Brain Research Facts

- ❑ Weighs only 3 lbs
- ❑ Uses 20% of Oxygen, 25% of blood
- ❑ Uses 30% of Water, 40% of nutrients
- ❑ 5% Dehydration=30% less efficient
- ❑ 10% Dehydration= 50% less efficient
- ❑ 100,000 miles of Blood vessels
- ❑ CANNOT store energy
- ❑ Worlds Telephone system complexity-in one cell

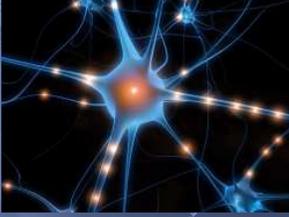


- ❑ You were NOT born hard-wired!
- ❑ Einstein, Edison and YOU!
- ❑ Your Powerful Brain
 - 100,000,000,000 Neurons
 - 1 Million support cells (Glia)
 - 100 Trillion DSP connections
 - Genius ability
 - Capable of 10,000 Trillion operations per second



Brain Plasticity

- ▣ Your Thoughts ARE Real!



Conscious Mind

- ▣ 17% of brain mass
- ▣ 2 – 4% of processing (actual perceptions and behavior)
- ▣ Looks for patterns and images that are familiar. Rejects those that aren't.
- ▣ This is the part of you that thinks and reasons. Your free will lies here. This is the part of your mind that will decide the changes required to live the type of life you want to experience



- ▣ The conscious mind can accept or reject any idea.
- ▣ No person or circumstance can cause you to think about thoughts or ideas you do not choose.
- ▣ The thoughts you CONSISTENTLY choose and impress from your conscious mind to your non-conscious mind will determine the results of your life.



Non-Conscious Mind

- ❑ Is 83% of our brain mass
- ❑ Controls 96-98% of processing (perception and behavior)
- ❑ Averages 10 billion actions per second
- ❑ Sees in pictures and patterns
- ❑ Cannot distinguish truth from lie
- ❑ Cannot distinguish real from imagined
- ❑ Believes as totally true, every picture/image that you send it!



The Three Power Functions of Your Non-Conscious Mind

- ❑ Your personal operating system
- ❑ Stores beliefs, memories and habits
- ❑ Connects you to the field of infinite intelligence.
- ❑ Also known as the emotional and spiritual mind



Three Important Systems to Know

- ❑ Reticular Activation System
- ❑ Psycho Cybernetic Mechanism
- ❑ The Amygdala



❑ NOT about 'Positive' Thinking

- Remember: 'Imagination will ALWAYS carry the day'



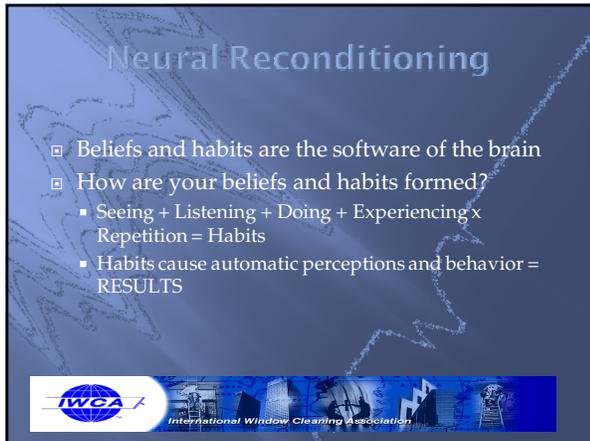
 International Window Cleaning Association

Neural Reconditioning

❑ Beliefs and habits are the software of the brain

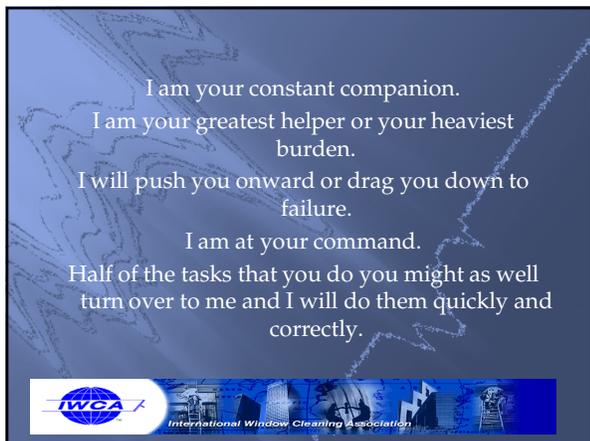
❑ How are your beliefs and habits formed?

- Seeing + Listening + Doing + Experiencing x Repetition = Habits
- Habits cause automatic perceptions and behavior = RESULTS



 International Window Cleaning Association

I am your constant companion.
I am your greatest helper or your heaviest burden.
I will push you onward or drag you down to failure.
I am at your command.
Half of the tasks that you do you might as well turn over to me and I will do them quickly and correctly.



 International Window Cleaning Association

I am easily managed, you must merely be firm with me.
Show me exactly how you want something to be done;
after a few lessons I will do it automatically.
I am the servant of all great people and alas of all failures as well.
Those who are great I have made great,
Those who are failures I have made failures.



The IWCA logo is a blue globe with the letters 'IWCA' in white. To its right is a horizontal banner with a blue background, featuring several small white icons: a window, a person cleaning a window, a person climbing a ladder, and a person cleaning a wall.

I am not a machine, but I work with all the precision of a machine, plus the intelligence of a person.
Now you may run me for profit or you may run me for ruin.
It makes no difference to me.
Take me, train me, be firm with me,
And I will lay the world at your feet.
Be easy with me and I will destroy you.
Who am I?



The IWCA logo is a blue globe with the letters 'IWCA' in white. To its right is a horizontal banner with a blue background, featuring several small white icons: a window, a person cleaning a window, a person climbing a ladder, and a person cleaning a wall.

I am called Habit.



The IWCA logo is a blue globe with the letters 'IWCA' in white. To its right is a horizontal banner with a blue background, featuring several small white icons: a window, a person cleaning a window, a person climbing a ladder, and a person cleaning a wall.

How to Recondition Your Mind

- ❑ Create a powerful physical and mental vision.
- ❑ Choose powerful new declarations and affirmations that support your vision.
- ❑ Create neural imprinting material.
- ❑ Daily effort – ideally first thing /last thing at night.
- ❑ Visualization
- ❑ Neurotechnology



The Universe We Live In

As a man who has devoted his whole life to the most clear headed science, to the study of matter I can tell as the result of my research about atoms this much. There is no matter as such. All matter originates and exists only by virtue of a force which brings the particle of an atom to vibration and holds this most minute solar system of the atom together.

We must assume behind this force the existence on a conscious and intelligent mind.

This mind is the matrix of all matter.

Max Planck, Nobel Prize Winning Laureate



7 Laws

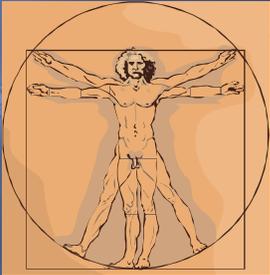
The Great Law

- ❑ The Law of Perpetual Transmutation of Energy
- ❑ The Law of Vibration and Attraction
- ❑ The Law of Polarity
- ❑ The Law of Rhythm
- ❑ The Law of Relativity
- ❑ The Law of Cause and Effect
- ❑ The Law of Gender/Creation



YOU

- ❑ Spiritual
- ❑ Mental
- ❑ Emotional
- ❑ Physical



Law of Attraction

- ❑ How attractive are you?
- ❑ Evaluate the physical:
 - Dress
 - Habits
 - Mannerisms
 - Style



- ❑ Are you Purposeful?
 - Do you do it for more than you?
- ❑ Are you congruent? Do you walk your talk?
- ❑ Are you present? Are you in the game?
- ❑ Are you optimistic, inspiring and visionary?
- ❑ Do you demonstrate charisma, passion and certainty?
- ❑ Are you flexible and willing?
- ❑ Are you willing to be malleable?
- ❑ Are you a YES!?



- ❑ Do you show up with good communication skills, leadership, and laughter?
- ❑ Do you practice absolute honesty, integrity, and ethics?
- ❑ Do you have self esteem?
- ❑ Do you constantly work on your character?
- ❑ Love!?



The slide features a dark blue background with a faint, light-colored map of the United States. At the bottom, there is a banner with the IWCA logo on the left and a collage of images related to window cleaning on the right.

Goal Achievement

Success formula

- ❑ Set a goal
- ❑ Create a plan
- ❑ Put plan into action
- ❑ Evaluate feedback
- ❑ Adjust plan/action as necessary
- ❑ Continue re-evaluation as required until goal is attained



The slide features a dark blue background with a faint, light-colored map of the United States. At the bottom, there is a banner with the IWCA logo on the left and a collage of images related to window cleaning on the right.

Sand vs. Concrete

- ❑ Plans in concrete and goal in sand
- ❑ Failure formula
- ❑ Plans in sand and goal in concrete



The slide features a dark blue background with a faint, light-colored map of the United States. At the bottom, there is a banner with the IWCA logo on the left and a collage of images related to window cleaning on the right.

Few Points About Goals

- ❑ Why?
- ❑ Primary vs. Secondary Goals
- ❑ WMM?
- ❑ Must connect your circumstances to you?
- ❑ Must be yours.
- ❑ Science and Art.



The slide features a dark blue background with a faint, stylized map of the United States. At the bottom, there is a banner with the IWCA logo on the left and a collage of images related to window cleaning on the right.

Best

- ❑ Mother/Father/Preacher/Teacher
- ❑ Confidence
- ❑ Certainty
- ❑ Preparedness
- ❑ Desire
 - Higher Purpose
 - Clarity of vision



The slide features a dark blue background with a faint, stylized map of the United States. At the bottom, there is a banner with the IWCA logo on the left and a collage of images related to window cleaning on the right.

- ❑ Still, quiet place
 - How may I serve?
 - Be quiet
 - Trust



The slide features a dark blue background with a faint, stylized map of the United States. At the bottom, there is a banner with the IWCA logo on the left and a collage of images related to window cleaning on the right.

Resources

- ▣ Holy Bible
- ▣ Think and Grow Rich
 - Napoleon Hill
- ▣ Key to Yourself
 - Venice Bloodworth



The banner at the bottom of the slide features the IWCA logo on the left, which includes a globe and the letters 'IWCA'. To the right of the logo is a collage of images showing window cleaning activities, including a person cleaning a window, a building facade, and a person climbing a ladder.
