

## **Chapter Eight – Excerpt**

### **Chapter 8 – The Pathogen Problem**

#### **Defeating What's Been Eating You**

“Within you right now is the power to do things you never dreamed possible.

This power becomes available to you just as soon as you can change your beliefs.” Maxwell Maltz

“Self-image sets the boundaries of individual accomplishment” Maxwell Maltz

“Attitude is a deep-seated, chosen belief, either positive or negative that sets in motion corresponding behavior, generally resulting in a self-fulfilling prophecy.” Michael Q. Pink

Pests consume us from the outside in, but pathogens are the unseen things that eat us from the inside out. The big question in this chapter is, “What’s eating you”? Ignoring disease whether physical or mental does not make it go away... it allows it to grow unimpeded. Not all disease is deadly, but all disease robs you of vitality and life. In business that means lost profits, maybe a lost business and even lost dreams. Pathogens are those inner demons we struggle with that war against our soul and cut into our quality of life, our sense of well

being and our desire to achieve. They consist of the lies we believe, the things we fear, the pain we carry and the image we see.

The attitude we carry in life is largely shaped by these four things, but the best news you will ever hear on this subject is also the most difficult... Your attitude is always a choice! Once you accept responsibility for your attitude, life gets a whole lot better. You have little control over what comes at you in life, but you have full control on how you respond to it. Responding in a positive way improves not only the quality of the moment but also the actual outcomes you eventually experience. Let's take a look at the four attitude shapers that try to override your will...

### **The lies we believe**

All of us believe lies. If we knew which of the things we believed that were in fact false, we would stop believing them – or so you would hope. There are lies about ourselves, our worth, our potential, our problems, our past, etc that we believe, but are not true. What's so insidious about the lies, besides the fact that we can't see them, is that they are deeply embedded in our heart. At an intellectual level we may well disavow those lies and say we don't believe them and be sincere, but if you want to know what you really believe, pay attention to what you do. It's the action that tells the story. Sometimes the lie is so deeply embedded it has become part of us and we don't realize it.

