

Begin with The End in Mind!

by Karen Leffler

New Beginnings – *I love them* whether they be personal, professional or simply the dawn of each new day. As an entrepreneur for over 30 years and a professional public speaker, people often ask me, “What is the key to your success?” My answer is, “*I Begin with the end in mind!*” It sounds simple. And it is when you visualize the end as already having been accomplished. Athletes do it all the time. They visualize each play, each maneuver in detail, as though they were living it. The subconscious mind does not know the difference and it believes that it is actually happening. It is powerful. Once you own the feeling, the universe moves to help you create it.

I experienced this profoundly in my life when, at the age of 47, I decided to overcome my fear of public speaking. The fear had controlled my life. It sabotaged promotions in the corporate world and limited opportunities as an entrepreneur. I joined Toastmasters and in the process of overcoming my fear of speaking I learned how to change my thinking. I visualized myself in front of hundreds of excited, smiling people giving me a standing ovation and wanting more. The shift in thinking occurred over time. It began with, *I can be a good speaker*. It changed to, *I will be a good speaker* then eventually it became, *I am a good speaker, NOW*. As my thought changed I began to own the feeling. That was 10-years ago. I have since successfully spoken in front of groups of 5 to 5000 people.

I have also envisioned myself luxuriating in tropical paradises as an incentive winner and traveling, all expenses paid, to exotic places like Singapore, Bangkok, Vienna and the Mediterranean. I have visualized myself walking across a stage and being recognized for High Sales and also as a top leader and recipient of the President’s Award. Each one of these pictures became a reality.

What do you want to begin? Is it a new exercise program? See yourself fit and healthy – vibrant with life. Own this vision of your body and your actions will follow. Do you dream of running a marathon? See yourself crossing the finish line and feel the pride and exhilaration of it! Are you beginning a new career? Picture yourself reaping financial rewards and loving what you do, everyday! Do you want to begin a community project or help a Non-Profit? See the goals accomplished, and feel the enthusiasm and joy of having made a difference.

In business, picture yourself where you’d like to be in 6 months, a year, or 10 years from now. Be specific: How much are you earning? What kind of business are you in? Who are you working with? What qualities do they possess? Are you the CEO of a large corporation or sole proprietor? Are you working out of your home, telecommuting, or in an office decorated to reflect your passion, your purpose and the mission of your company? Is your business life balanced with fun, exciting, abundant and healthy relationships and activities? Who are you with? What are you doing? Picture the details. Have fun with the process – it is your life you are creating!

Start today. Set an intention for one thing: laughter, flexibility, compassion, balance, communication, purpose, openness, play, creativity.... Begin with the end in mind. Think it! Visualize it! Feel it! Expect it! Make it a daily practice and you can transform your life

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Karen Leffler is an award winning Speaker. She is passionate about *“Empowering Others to Live The Life They Choose”*. To book Karen as a speaker for your company or organization, contact her at (925) 687-5893, by email at karen@karenleffler.com, or through her website at www.karenleffler.com.

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