



Featuring

Chris M. Sprague
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The Secret Blueprint to More (____*) *You fill in the blank

Learn How to Help Your Employees Break Through & Eliminate the Hidden Barriers to Success.

Presented by Chris M. Sprague, Founder and CEO The Chris M. Sprague Team (including Sangnite, INC. and Sangnite, LLC) and Founding Partner & Independent Coach, Teacher & Public Speaker with the John Maxwell Team



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Overview

- Who is Chris and why can he help you
- ACT CP Process
- Hidden Barrier To More (_____*) #1: Being Incongruent / Incongruous
- Hidden Barrier To More (_____*) #2: Anticipating The Result
- Hidden Barrier To More (_____*) #3: Giving An Overly Explanatory Explanation
- How To Think Differently: Pre-work: Understand Yourself
- How To Think Differently #1: Do It Twice
- How To Think Differently #2: Create The Right Inner Circle
- How To Think Differently #3: Record Your Thoughts



The Skinny on Chris

Here I am sharing the stage with Dr. John C. Maxwell!

Chris' background

- Author, Public Speaker and Thought Leader
- Creator: The Secret Blueprint to More (_____*) - The Key to Your Success (<http://TheSecretBlueprintToMore.com>)
- Featured on television for the ability to lose 70 pounds in 5 months.
- Featured on radio for his practices of breaking through your barriers and mastering your mindset
- Featured a sales multiplying tool titled: Ready...Fire...Aim – How to Fix Your Sales Cycle
- Shared the stage with John C. Maxwell, Paul Martinelli and Christian Simpson just to name a few
- Featured in 'A Minute With Maxwell' on being Empowering.
- Founding Partner and Independent, Certified Jon Maxwell Coach, Teacher and Public Speaker
- Member of the Business & Entrepreneur Network (<http://BENresults.com>)

ACT CP Process

- ACT CP process is a way of getting the most out of every seminar or class.
 - Apply
 - Change
 - Teach
 - Categorize
 - Prioritize

General Intro

- Everyone has one or more roadblocks to success.
- Many people don't realize some of these roadblocks exist.
- Usually people only see the end result of the roadblocks.
- Many successful people could skyrocket their success by eliminating their unseen barriers.
- One key is for you to master your mindset.
- When you change the way you think about things, the things you think about change.
- Many people say, "Forget about the hidden barriers, it is the ones I already know about that need to be fixed."
- I agree that the visible barriers need to be resolved. However, most of them are a direct result of hidden barriers and without eliminating the hidden barriers you might as well be beating your head against a brick wall.

Hidden Barrier To More (____*) #1: Being Incongruent / Incongruous

- Incongruent means something that is not compatible with what is correct.
- Incongruous means inconsistent or not harmonious in character.
- Most people are doing it without realizing it.
- Many people say one thing while their subconscious is thinking another.
- This should not be confused with being two-faced - consciously thinking one thing and saying another.
- When you are subconsciously incongruous, your body gives off signals that betray you - micro-expressions.

Overcoming Barrier #1: Understand and Accept Yourself

- In simplest terms, you need to understand yourself, accept who you are and accept your strengths and weaknesses.
- Ask yourself these questions:
 - *Do you really know who you are?*
 - *Do you really know how others see you?*
 - *How can you find out the answers to these two key questions?*
- There are many personality and strengths-based assessments out there – however, two come highly recommended.

Hidden Barrier To More (____*) #2: Anticipating The Result

- It's human nature.
- It's all because your ancestors needed to anticipate the result of every situation in order to stay alive.
- The good news for most of us is that we are not in life and death situations on a regular basis.
- However, things like paying the mortgage, putting the children through school or completing that much needed home repair sometimes tricks your brain into acting the same way.
- Anything in your life that causes stress can and usually does initiate the fight-or-flight response.

Overcoming Barrier #2: Transform Your Thinking

- To permanently overcome the hidden barrier of anticipating the results or the outcome you must *in no uncertain terms* transform your thinking and shift your mindset.
- Three methods specifically designed to transform your thinking around the concept of anticipating the results are...
 - You talk about getting the opposite result.
 - You attach yourself to the process and not the outcome.
 - You use the Penalty Jar.
- These three methods will start you down the path of transforming your thinking and get you over the biggest obstacles when it comes to anticipating your results.

Hidden Barrier To More (____*) #3: Giving An Overly Explanatory Explanation

- Explaining things you do not need to explain.
- Explaining explains things before being asked for an explanation.
- Using one hundred words to explain something that could be explained in fifty or less.
- People do this for a number of reasons.
- The speakers reasons do not always translate well to the listener.
- Most people like to be in control of most situations.
- Need to be aware of the listener's wants and needs.

Overcoming Barrier #3: Write Out the Details

- This method is going to sound counterintuitive to many people.
- The reason this method works is because you cannot change any habit, thought or way of doing something without accepting that you are doing it and allowing it to be *ok* with your brain.
- If you try and force a change on yourself, your brain will automatically reject it.
- If you give yourself permission to be a certain way and then find ways to nudge your brain in the direction you want it to go, success is sure to follow.

How To Think Differently: Pre-work: Understand Yourself

Understand your current strengths and weaknesses and understand how they affect your mindset.

How To Think Differently #1: Do It Twice

- Warning – this method may initially feel strange and counter-intuitive.
- Great example – the book the presentation is based on.
- You may need to do things in a *comfortable* way and then re-do them.

How To Think Differently #2: Create The Right Inner Circle

- An inner circle is a group of 5 people who are the closest to you in various areas of your life.
- You can and should create multiple inner circles.
- The concept of creating the right inner circle may sound like an easy one however it must be done in a certain way to ensure success.
- The right people are crucial to this process.

How To Think Differently #3: Record Your Thoughts

- Get a hand-held recorder.
- Start off by recording what you feel comfortable recording.
- It may be only a few words and just enough to jog your memory later on.
- It may be more complete thoughts, the same as if you were talking to someone.
- You may record your side of the conversation when you talk to people.

Summary and more info

- ACT CP Process
- 3 of the 9 Hidden Barriers To More (____*)
 - Being Incongruent / Incongruous
 - Anticipating The Result
 - Giving An Overly Explanatory Explanation
- 3 of the 6 ways To Think Differently
 - Do It Twice
 - Create The Right Inner Circle
 - Record Your Thoughts
- *The Secret Blueprint to More* (____*) available on Amazon.com. Visit <http://TheSecretBlueprintToMore.com/book> for more info and to get to Amazon to purchase the book.
- Co-author opportunities available for future editions of *The Secret Blueprint To More* (____*). Visit <http://TheSecretBlueprintToMore.com/shareyourexperience/> for more info.
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