



## **Limiting Beliefs Exercise**

One of the biggest hurdles many people have when it comes to Networking is getting over their own beliefs about networking.

Specifically their own ***Limiting Beliefs***.

The purpose of this exercise is first of all to recognise those limiting beliefs, recognise that they are getting in our way, then remove them by turning them into empowering self beliefs.

### **Step 1: Make A List Of Your Beliefs**

Take a notepad or some paper (or use the next page) and write down everything, every belief you have about and around the subject of networking, communication and relationships in general.

For example:

- *I believe successful people generally have great networks.*
- *I believe I am a good/bad communicator.*
- *I believe offline networking is easier than online networking.*
- *I believe I don't have the right skills to be an effective networker.*
- *I believe there's no point in going to networking events because I am not a good networker.*

.....

**Note:** These are just random examples, please don't just copy any of those above, write ***your own beliefs*** in ***your own words***.

Go on, just write down every belief you can think of on the subject of networking, communication and relationships in general.

When you have filled in at least a full page, return to each belief and identify those which have stopped you from doing something you really wanted to do.

These are your **limiting beliefs**.





**Step 2: What Do These 'Limiting Beliefs' Mean?**

Write down what your limiting beliefs have stopped you from doing.

Pick the limiting belief that has the most influence over you.

Write down the answers to these questions:

1. Have you always had this belief?
2. Where does this belief come from?
3. What evidence do you have that it is true?
4. What evidence do you have that this belief is not necessarily true?
5. Could this belief be absurd in a way? How?

Pick another belief that's also stopping you. Go through the same questions.

Limiting Belief:

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1. Have you always had this belief?

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2. Where does this belief come from?

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3. What evidence do you have that it is true?

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4. What evidence do you have that this belief is not necessarily true?

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5. Could this belief be absurd in a way? How?

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### **Step 3: Now Turn Your Limiting Beliefs Into Positive Self Belief**

Once you've identified your main limiting beliefs and have recognized how negative they are for you, write down what these beliefs would need to be for you to be able to get the results you want.

*I believe I am a bad communicator.*

**could become:**

*I believe I communicate well when I am comfortable so I need to find ways to make myself comfortable more often if I want to be a better communicator.*

*I believe offline networking is easier than online networking.*

**could become:**

*I believe online networking is different to offline networking so I should learn more about what can be done to learn more about the differences and how to network online as effectively as I do offline.*

*I believe I don't have the right skills to be an effective networker.*

**could become:**

*I believe I can learn how to be a more effective networker.*

*I believe there's no point in going to networking events because I am not a good networker.*

**could become:**

*I feel uncomfortable going to networking events because I'm not used to them, but I can do more to build my networking skills and this will help me to feel more comfortable at such events so that they can be more useful to me in the future when I need them.*

Reading these examples, it might seem easy enough to do but, it might not be the case for you and your limiting beliefs, especially if you've believed these things all your life.



**Step 3: Now Turn Your Limiting Beliefs Into Positive Self Belief**

Limiting Belief:

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Positive Self-Belief:

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Limiting Belief:

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Positive Self-Belief:

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**Step 3: Now Turn Your Limiting Beliefs Into Positive Self Belief**

Limiting Belief:

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Positive Self-Belief:

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Limiting Belief:

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Positive Self-Belief:

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**Step 3: Now Turn Your Limiting Beliefs Into Positive Self Belief**

Limiting Belief:

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Positive Self-Belief:

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Limiting Belief:

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Positive Self-Belief:

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