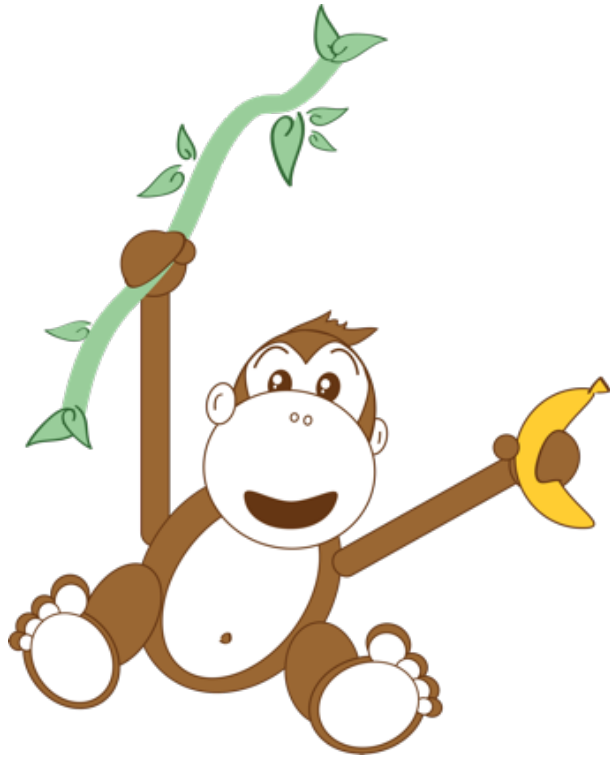


# Is Monkey Messing With You?



Today we're going to have a quick review about monkey mind... what it is and isn't, when it shows up, what your defaults are, and then we'll look specifically at how it messes with you with regard to lead generation.

**So first, a review...**

# Monkey Mind



Monkey Mind is a Buddhist term we will be using frequently in coaching. It describes the inner dialogue we all experience that is full of criticism, judgments, self doubt, and “what ifs.”

We want to recognize Monkey Mind when it surfaces and learn how to disengage with it as soon as possible. So let’s look more closely at Monkey Mind so we are familiar with how it works and how it shows up in our lives.

# Monkey Mind Chatter

Monkey Mind chatters loudly when we want to change the status quo—even if the status quo is something we long to leave behind. It doesn't like change, it doesn't like to take risks, and it doesn't appreciate any steps we take toward the Border, into new territory. Monkey Mind chatter gets stirred up when we try to analyze it, suppress it, or argue with it. To quiet the chatter we turn our attention away from the chatter. We let it move into the background so Monkey Mind won't hinder us. The noise of the chatter won't go away, but it won't be aimed in our direction.

Successful people have learned to recognize that they will always have fears, doubts, and worries when they begin to take action. It is inevitable on this hero's journey.



They see that Monkey Mind is not relevant to achieving their dreams in life.

They focus instead on energizing their goals.

**So when and where does monkey show up?**

# The Playing Field

## Physical Reality

- ✓ **Things take energy** (money, time, physical vitality, creativity, enjoyment, relationship)
- ✓ **Things are always changing**
- ✓ **Things are unpredictable**



## Visionary Reality

- ✓ Energy is high
- ✓ Easy to get excited & inspired
- ✓ Easy to mistake inspiration for action

Ideas, Dreams,  
& Visions

# The Truth About Monkey Mind

It's important to underscore that Monkey Mind is inevitable as you take action on your most precious ideas, dreams, and vision. Monkey Mind is not an invalidation of you or your goal. On the contrary...

**the fact that you're experiencing Monkey Mind says that you are truly up to something BIG.**



So when you think about following up on a lead... what usual self-limiting conversations surface— all the reasons why not to?

Let's look at your top three monkey mind symptoms...

How are they showing up as you think about picking up the phone, sending that email or text, going for the “no”?

# Monkey Mind Symptoms

Fragmentation  
Being Paranoid  
Scarcity Thoughts  
Either/or Thinking  
Qualifying Statements  
Complaining/Petulance  
Being a Victim or Martyr  
Taking Things Personally  
Talking of The Past or Future as if it is the Present



Excuses  
Defensive  
Deflection  
Solidifying  
Bargaining  
Resignation  
Comparison  
Being Vague  
Justification  
Impulsiveness  
Rationalization



# Questions?

