

When I first started out in sports massage, I met an inspired man.

A gentleman at a disabled sports club had been released from hospital care six months prior to me meeting him. He'd joined the club to help him to walk again, through access to sports massage and social support.

He was in his 60s and had had a stroke some time previously. The medics had said he'd not walk again, yet now he was, through sheer determination and the support of the club. He'd walk a mile a day and it took him about an hour and a quarter!

My particular challenge was to help release the tension in his right arm – there was no reason for the arm to be in tension because of the stroke.

Week in week out we worked on it, he and I, for month after month. My little massage skills and his determination and good humour. In the face of discomfort or setbacks, he kept going, taking on the little exercises I showed him that supplemented the 30 minutes a week with me.

The funny thing was that over six months his arm went from a tense position, with his hand by his neck, to him being able to support his hand in his trouser pocket.

It was funny because we were so focused, and the changes so gradual that we only noticed it when someone in the club remarked on how good he looked.

After six months I left the area. The great thing for me was that he was now able to work on his arm and hand himself, and he was seeing even more progress. A true inspiration.

His goal was to run that mile, and I'm sure he will have achieved that by now.

What made the difference between this man and all those other people who might give up and accept their fate? What made him so remarkable?

His beliefs.

His never-ending belief in himself and in what he would achieve, and in his ability to translate that belief into action.

Such belief was founded on a clear purpose – for him it was to run that mile, not just a shuffling run, a proper jog. Every action he took effectively moved him inch by inch closer to his goal, because he believed he was already there.

His quiet, passionate conviction to succeed kept him going, against many peoples' expectations.

As Karim Hajee states so well: "Remarkable human beings and successful people always get up after setbacks, they persist, they believe in themselves and they believe in their ability."

Other people are just the same – people like Sir Steve Redgrave competing, and winning at

Olympic level even after diabetes was diagnosed, Lance Armstrong and Bob Champion coming back to top their respective fields after cancer.

You too can choose to start having such success, to overcome the frustrations and shine through.

How?

By believing in yourself.

People create their own realities through the beliefs they hold, and through the habits and filters those beliefs breed. The beliefs form from thoughts and are acted on by your subconscious.

Your subconscious will attract the situations, people, events and opportunities that will ultimately create what you believe.

So if you hate long work hours, you will focus and attract situations for you to have long hours. If you believe it's difficult to engage your team, guess what, you'll find it difficult to engage them. Your subconscious will create what you believe, no matter what that belief is.

Your subconscious is not choosy about what it does, that's for your conscious mind and thoughts to define.

What you **believe** is what you get! If you believe the worst, it will come to pass in some form because you'll be looking for it. Even if, as with most people, you have a glimmer of hope deep inside, and the situation isn't as bad as you'd thought, you'll still try to rationalise the bad bits rather than celebrate the good...because that's how **you** think about that situation.

Believing something is an active statement. It is trusting that what you want can and will happen. There is not a single doubt that it will happen - you completely trust and know that it will. Just as I am believing that as you have read this far, you will logically continue to the end. The fact remains that helping people change their beliefs and identity is the **strongest** way to leverage performance change.

Beliefs determine behaviour. Beliefs evolve as we experience life, some are reinforced, some change. If we actively want to change a belief there are many techniques to help us to do so.

What next?

Believe that you are success-full.

Begin to believe in yourself and in your clear goals.

Create your beliefs so that they direct your subconscious mind to successful outcomes.

Focus on taking the path that will get you where you want to be.

Be determined and consistent in your application.

Often we compromise or take the easy path that inevitably avoids our dreams, our vision. We've succumbed to the problems of the present and the low expectations around us.

You have the ability to learn from such situations, and to adapt and persist toward your goals.

What are your current beliefs? Throw away and replace those that hold you back.

The changes of mind, from hope to belief, and from negative to positive, will mark you out on an amazing journey of success.

Remember – the gentleman I had the pleasure of working with had been told he would never walk again. He believed he would, and he did.

It's up to you now.

Believe in yourself.

You can do it!

All the best,
David

