



3 Blocks to Success and How to Conquer Them

I was talking to my friend Robert Kiyosaki about leadership. In our discussion, it became clear to me that there are a hundred and one great ideas about what constitutes great leadership. Most of it is obvious.

But what is not obvious, in my experience, is the reason why so few people emerge as great leaders. That so many entrepreneurs are relegated to small games and mediocre results. He and I both agreed that there are three things that block a person's success in business, wealth building and leadership.

Ready for them? Let's see how you stack up.

#1 Block is FEAR.

That should come as no surprise. It stops all sales, relationships, business building and kills confidence. The fear of what? Not necessarily of making mistakes. It is the fear of what happens when you make the mistake. It is the fear of humiliation, ridicule, rejection and simply of being dis-liked. One of the biggest Little Voice issues is the fear of what other people may or may not think about you.

It comes from being embarrassed in school as a kid, from being scorned and teased by other kids, friends, teachers, parents, bosses and others. It stops you from being big, from making a big claim or statement, from taking a stand, from being out front or from being willing to sell your ideas or dreams. The size of your game is directly related to what you are able to confront. And by confront, we mean to be comfortable with. Those who are afraid of confronting problems, other people and challenging issues are mostly afraid of confronting themselves....of looking at the truth about themselves. It is this fear that keeps people small.

#2 Block is FATIGUE.

That's right. For many entrepreneurs, parents and business owners....they simply run out of juice. So much time is spent fighting the battles, overcoming challenges and driving against the odds that after a while you don't have the energy any more to carry forward at a peak performing level. Alan Walter refers to it as the loss of "life force particles." Assuming that you are a being made up of incredible energy, over the course of your life as you face setbacks, tragedies, delays and disappointments, each time you lose a few particles. After a while, if those are not restored, your body weakens, your pace slows and you begin to feel old. It becomes harder and harder to rev up the energy to take on your mission. And to get your dreams it definitely takes energy and endurance..... lots of it. It's like a marathoner whose finish line keeps getting pushed further and further out until you just grow weary. Sound familiar?



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#3 Block is the INABILITY TO WIN.

You heard me. There are some people who just cannot seem to win no matter what they do. Without the right mental and emotional conditioning, it becomes nearly impossible to take it across the line. No matter what resources, opportunities or talent is put in front of them, they somehow find a way to mess it up. They fall into a slump, they panic, they make bad or no decisions, they let their emotions overtake their reasoning....In short their Little Voice gets the best of them and without the skills or processes to master the Little Voice.....they seem to repeatedly snatch defeat right from the jaws of victory.

In my experience, everything that slows your progress is a derivative of these three. So what is the solution?

Well, **#1 Fear**, is simply a matter of recognition and massive repetition and practice. The more times you strike the golf ball, practice the presentation, handle an objection, take on difficult challenges, the higher your level of confidence goes. You have no fear of breathing do you? You have so many reps on that one, you take it for granted. Anchoring your wins, using past successes to propel you through fear in the moment, modeling others who appear stronger than you....these are all techniques for moving fear aside. The Little Voice Mastery program gives you all those tools.

#2 Fatigue is pretty simple. You have train and be in shape to achieve your dreams. I work out at least 5 days a week. I restrict my diet, take healthy supplements and train. It takes lots of energy to run a business, to deal with thousands of people, to be an integral part of your own family and to be a good friend and companion.

Yet physical fatigue also comes from doing things that you are not meant to do. It comes from trying to be someone that you are not. It comes from trying to be 'stoic' about every setback that occurs rather than replenishing the life force particles through counseling, mentoring, coaching and Little Voice mastery.

#3 The inability to win occurs because of a belief that you can or have to do it all on your own. That if you just work a little longer, a little harder and just be persistent enough.....everything will come your way. That conditioning was designed to make you strong, but to keep you small.

You absolutely must have a coach, mentor or teacher that can hold up a mirror so they can show you what is stopping you.....because you probably cannot see it. But with good guidance, coaching and training, you can overcome some of your unobvious-to-you, self-sabotaging Little Voice behaviors. It also takes the support and a cast of many to drive a mission, achieve anything worthwhile, to bring out the best in you and others. You must have a team that can support you and that you can support in order for you to win anything.



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I will challenge by saying....simply become relentless about attacking one of the dangerous three blocks mentioned. If you do, you will see massive change in a very short time. It's funny that attacking one of the three blocks seems to put the other two on the run. But it is not a toe-in-the-water deal. You have to go after the fear or the fatigue or the ability to win with a vengeance. There is a lot at stake in having you be where you are right now. To dislodge that context or that reality take strength, passion and drive. Guess what? It takes a leader.

Be Awesome,

Blair Singer



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