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'Lead the Pack' Sales Training

Mental Flossing

Mental baggage is old beliefs and perceptions that are no longer accurate or current that we carry from the past and interject into current and future events and relationships. These are self-limiting beliefs that get in our way. Things we can't let go of, unjustified needs, and "stuff" we carry around continually. Everyone has a personal history. In fact, most of us are rather proud of it – both the positive and the not-so-positive aspects. We celebrate it, bemoan it, fret over it, exaggerate it, and in general, hold on to it for dear life. Our personal history is also a lot of baggage that we lug around from moment to moment and relationship to relationship and job to job. While we say it defines who we are, it really only defines who we were – and not too accurately. Therefore, it bounds and limits who we want to become. What self-limiting baggage do you need to discard?

"The unexamined life is not worth living" - Socrates

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