

# **Your High Performance Mindset:**

10 Ways to Build the Mindset that  
Will Skyrocket Your Performance



**Ava Diamond**

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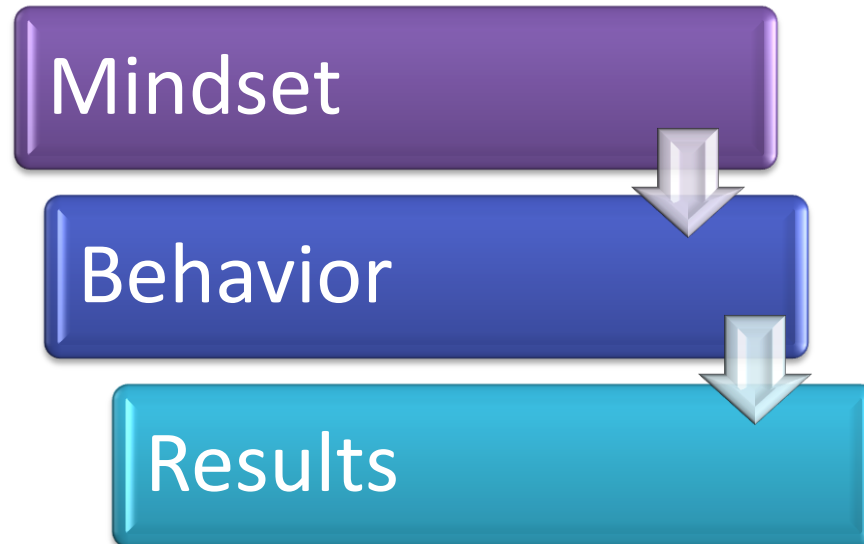
# What is Mindset?

Most simply, your mindset is **the way you think about things**. It's your **mental attitude**, the **way you approach your life**.

It's made up of **your thoughts, your beliefs and your values**. It **determines your outlook** on the situations you encounter.

To a large extent, your **mindset drives your behavior**, and your **behavior drives your results**.

**All true change and performance improvement takes place first at the level of mindset.**



#1

# Take 100% Responsibility

Your current life is made up of all of the choices you have made up until this point. Your future will be determined by three things: your thoughts/mindset, your words, and your actions.

**Taking 100% responsibility for your life means taking charge of Your own destiny and making things happen. It's making your own decisions. It's taking risks. It's being accountable.**

In the context of high performance, it's **not blaming circumstances or other people** for things not going your way.

When things go wrong (and they will!), **it's looking at the best way to respond** ("response-ability") that will take you toward your goal.

**Taking 100% responsibility for your life is a key component of a high performance mindset.**



#2

# No Excuses!

If you're making excuses, there's a really good chance you don't want your goal badly enough yet.

Because if you really wanted it, if you were fully committed to it, **you'd be looking for another way to make it happen, rather than looking for excuses about why it didn't happen.**

A high performance mindset **focuses on getting results. Period.**

**When one way doesn't work, you find another path.** When you hit the inevitable obstacles along the way, you're **focused on overcoming the obstacles instead of making excuses about why you didn't.**

**A high performance mindset is a "no excuses" mindset.**

YOU CAN HAVE  
**RESULTS**  
- OR -  
**EXCUSES**  
NOT BOTH.

# #3

## Commit to Daily Improvement

Several years ago, Alan Weiss, author of *Million Dollar Consulting*, spoke at my chapter of the National Speakers Association. In his talk, he talked about what he called the 1% solution. He said **that if you improve by 1% each day, in 70 days, you are twice as good.** So I got to wondering—**what if you improved every day for a year? How much better would you be then?**

I'm no math whiz, so I called my cousin Stan, the financial genius. I said, "Stan, you know about compound interest...can you figure out compound effort?" Stan did the math, and told me that if **someone did 1% better 365 days in a row, they'd be 37.4 times better!**

This really is astounding! **37 times better in one year!** This is the power of compounding.

**Decide to have an "I will improve every day" mindset. Let that drive your behavior.**

**Do the things that will help you get better:** invite feedback, go after bigger challenges, be willing to learn from your mistakes so you don't repeat them, get help from colleagues and mentors, practice new skills.

**Having a high performance mindset means committing to daily improvement. Improving just a little bit each day will bring you massive results in a year's time.**



**ONEPERCENT**

#4

# Get Out of Your Comfort Zone!



**Nothing innovative ever happens in your comfort zone!**

It takes **stepping out beyond what is known**, trying new things, taking risks, and having a mindset that is open to adventure.

I like to call the area outside your comfort zone your “**learning zone**”.

**It's here that the magic happens**, it's here where creativity reigns, it's here where your **performance goes beyond where it has ever been**.

A high performance mindset requires you to be willing to **push yourself outside of your comfort zone**, and to be in the space where amazing things can happen.

#5

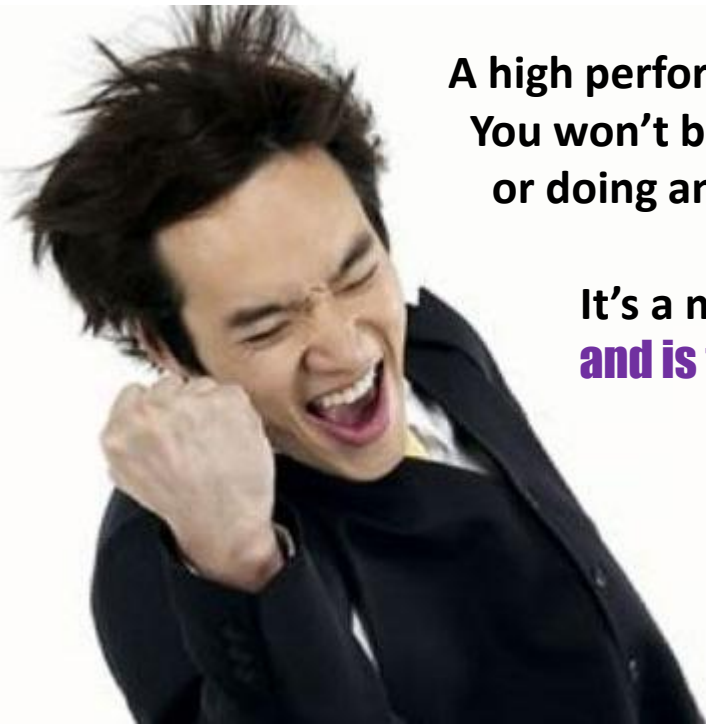
# Bring it!

**High performers bring their best to everything they do.** They realize that the way they do their job, the way they raise their children, the way they play on their sports team is a **reflection of what they think and believe about themselves.**

They have **pride in their performance**, and are focused on the results they've committed to. They give it their all, they don't hold back, and are proud of what they're doing and how they're doing it.

A high performance mindset will inspire you to **"bring it" every time.** You won't be satisfied with slacking off, making a half-hearted effort, or doing anything but your absolute best in all you do.

It's a mindset that **drives for excellence, doesn't give up, and is focused on achieving results.**

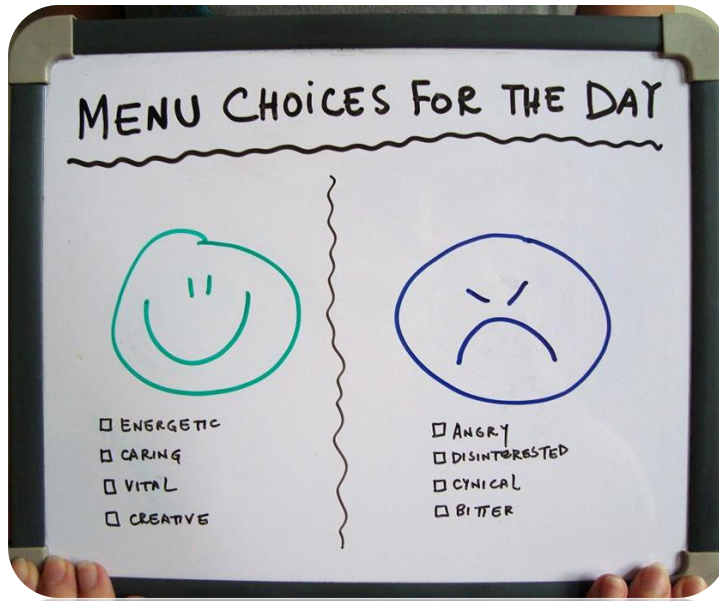




# Choose Your Attitude

The Merriam-Webster dictionary defines **attitude** as “the way you think and feel about someone or something.” And **often, we forget we have a choice.**

We hear people say things like, “She made me so mad,” or “He has totally frustrated me”. But the truth is, no matter what the set of circumstances, no matter what the situation, we have a choice. **We can choose how we think about it, how we feel about it, what we say about it, and what we do about it.**



**Often, it doesn't feel like that.** It feels like we have no control over our attitude or emotions.

But we do. We have a choice. We can ask ourselves, **“What is the most empowering way for me to think about this? What is the most powerful action I can take?”**

**Choosing your attitude at any given moment** is an important component of a high performance mindset.

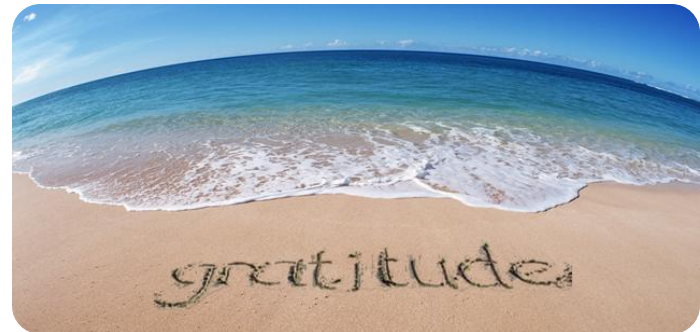


# Unconditional Gratitude

“Unconditional” means “without limits” or “absolute.” **Gratitude without limits is an attitude of your mind and your heart.**

People who live in a state of gratitude have developed the ability to **give thanks for everything that happens in their lives.**

They have learned that **every experience teaches them something** and causes them **to grow**. They know that they are **moving toward something bigger and better** and becoming more in the process.



Your **positive outlook attracts new opportunities and new possibilities** to you. You live in a state of **positive expectancy**.

When you have a **mindset of unconditional gratitude**, your **performance increases**, your **business and personal relationships get better**, and you live a **happier life**.

# Persistence

When the going gets tough, people with **high performance mindsets** stay the course. They focus on **staying motivated, developing the skills to deal with the situation, and to staying committed.**

**They don't lose confidence. They don't lose focus. They don't give up.**

**They stick with it** even though it's difficult. They press on even when they feel like quitting. They **stay focused on the result they're after.**

So how does your high performance mindset keep you moving forward?

When you have a **compelling vision**, it will **pull you toward the future** and **inspire you to continue taking action.** When you are committed to your goals, you know that taking **daily focused action is the path to success.**

*"The most essential factor is persistence—the determination never to let your energy or enthusiasm to be dampened by the discouragement that must inevitably come."* James Whitcomb Riley



# No Complaining!

**The thoughts we think translate into the words we speak.** And **one of the worst habits we can get into is complaining.** Generally when we complain about something, we're whining to a friend or colleague-- someone else who has **no power to change or fix the situation.**

We think it's going to make us feel better to complain, but it generally not only makes us (and whoever we're complaining to) feel worse.

A better plan is to **ask for what we want from someone who has the power to say "yes."** This approach is the **"take 100% responsibility"** approach, and has the greatest chance of a positive resolution.

**What about venting? Is that ever appropriate?** Venting can be useful when you get with a trusted person, tell them that you need to **vent for a few minutes**, and then you'd like their help in **brainstorming some possible solutions.**

A high performance mindset will cause you to work on **eliminating complaining and focusing on finding solutions.**



#10

# Celebrate Your Successes

It's so easy once you've hit a goal to keep going, to go on to the next thing, to not **take the time to stop and savor your achievement.**

It's important to stop. It's important to look at what you've accomplished it. And it's important to **celebrate your success. Every single time. The big things and the small things.**



It's **critical for your high performance mindset. It builds confidence, it builds momentum, and it keeps you focused** on continued high performance.

Wondering what to celebrate? Write down **10 things you're proud of** that you've accomplished in the last month. **Big or small, write them down.**

If you've not celebrated every one of them, **start now.**  
Promise yourself you'll **celebrate every single success moving forward.**

# **Your High Performance Mindset:**

## **10 Ways to Build the Mindset that Will Skyrocket Your Performance**

**Take 100% responsibility**

**No excuses!**

**Commit to daily improvement**

**Get out of your comfort zone**

**Bring it!**

**Choose your attitude**

**Unconditional gratitude**

**Persistence**

**No complaining!**

**Celebrate your successes**

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