

A Message from Dan Manginelli

It's A New Year! But is it a New You?

We all look forward to the New Year. This is the year that will be more meaningful and magically produce the new you. Many people look forward to the New Year as their time to "start". Start the new diet; start working out; start making those prospecting calls; start doing all the things they have always meant to do but haven't. The biggest questions are what will you do differently this year than you have in years past? What mindset will it take to allow you to succeed in reinventing yourself?

We have all planned and set goals in past years, predicting what our future would look like, but few of us actually change our behavior. Without a change in actions we're sure to repeat the same routine with the same outcome. The number one New Year's resolution is healthier lifestyle and weight loss. I'm sure when you made that resolution you believed you could do it. So what happens? It gets hard. Willpower and self-control is not easy! This year look past the goal and start with the outcome.

This week's challenge is to write the outcome of your goals for the New Year. Write a paragraph about the emotions connected to the outcome. For example, if your goal is to lose 20 pounds, write about what you will look like after you lose the weight. What clothes are you wearing? Are people telling you how good you look? What is your confidence level in your new bathing suit? How does that make you feel? What are you excited about? How happy does it make you? Now do this exercise with each goal that you REALLY want to achieve.

This may be different than what you have done in years past, but unless you have reached all of your goals in the past, it's time to try a different approach. Change your mindset from focusing on the hard work and effort it will take to achieve the goal and focus instead on the rewards of realizing the goal. If you are looking to become a new you this year, "shake it up" and challenge yourself to do things differently. As Einstein said, "The definition of insanity is doing the same thing over and over and expecting different results."

This week take the sane route by taking this challenge and make this week and this year count!

Sincerely,

Daniel Manginelli - Founder/Owner
[Manginelli Group](#)



You can get more information about me at [ManginelliGroup.com](#) and for more motivation, you can purchase my book "Wake Up! Jumpstart The Life You've Always Had In Mind". See the link below.

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