

OCT 2022 | ISSUE 4

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# STEP UP SERIES

Strategies, Tactics, Evaluations,  
Principles to Upskill & Progress

Weekly Business  
Newsletter



By Shanker Viswanath

## Improving Performance through Positive Thinking & Behavior

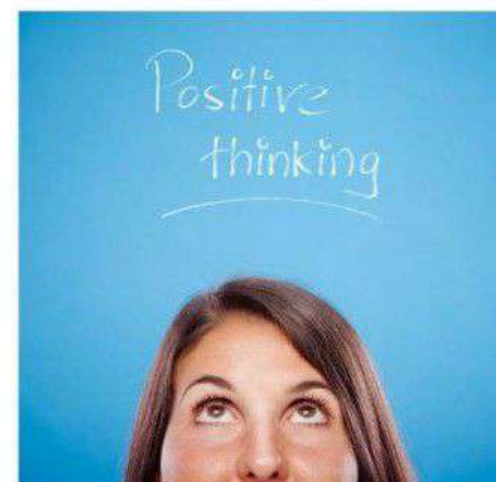
Positive thinking is making a conscious effort to think with an attitude that helps you to generate positive outcomes.

Positive behavior is purposely acting with enthusiasm.

Research has proven that **Positive Thinking** has a powerful impact on personal performance, confidence and even health.

**Positive Thinking** causes the brain to generate matching, positive chemical and physical responses, such as increased mental alertness and physical energy, improved respiration and blood circulation, etc.

**Positive Behavior** actually boosts your ability to project enthusiasm, energy, confidence, and perform better.



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Negative thinking on the other hand has a direct impact on one's energy, creativity, and erodes one's self-confidence.

**“Believing in negative thoughts is the single greatest obstruction to success.”**

Charles F. Glassman

**Negative Thinking** causes the brain to stimulate matching negative chemical and physical responses, such as increased blood pressure, reduced mental alertness, anxiety, decreased physical energy, and flight or fight reactions and responses.

These responses decrease one's energy, creativity, and simultaneously erode one's self-confidence.

This directly affects one's performance.



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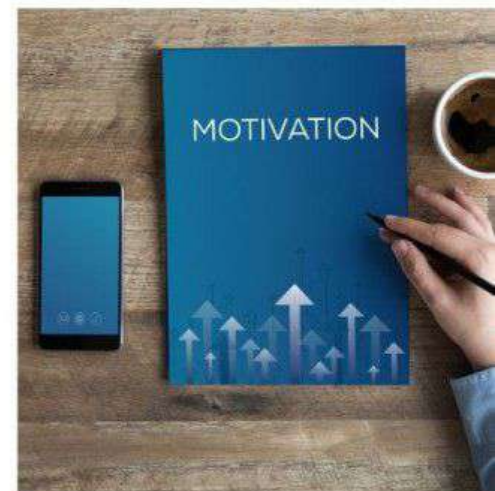
Here are 4 simple yet effective ways to form the habit of positive thinking and behavior to boost your success.

## Motivate Yourself Daily

**Think** of yourself as being **successful**, and expect positive outcomes for everything you attempt.

## Energy & Enthusiasm

**Customers like** to work with **entrepreneurs** who project a positive energy and enthusiasm. Develop the habit of speaking, moving and acting with these qualities.



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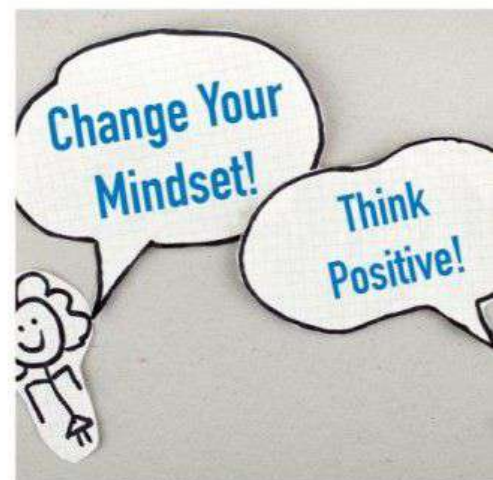
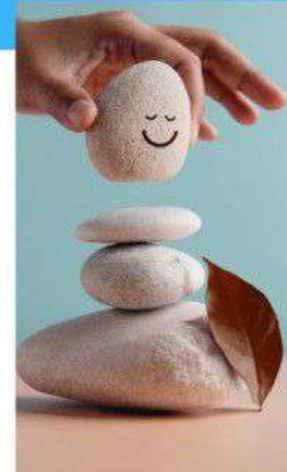
“Be the reason someone smiles. Be the reason someone feels loved and believes in the goodness in people.”

**Roy T. Bennett**

## Practise Positive Mindset

Entrepreneurs who **practise enthusiasm and positive behavior** generate a positive chemistry that rubs off on their customers and their team members too.

Many client engagement decisions are largely influenced by this positive energy. **This single habit will help you to STEP UP** and reach your peak potential as an entrepreneur.



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If you do have to focus on the past, then focus on your past successes to remind yourself of your abilities, and it will help you to attain your goals.

## Focus on the Present

Remember, that well and truly, there is only "**The Present Moment**". Focus on what best you can do to **offer massive value** to your clients "**Now**", neither in the past nor the future.

What appears to be your past now was your present at some point in time and what appears to be future now will be your present at some point in time.

**Do Your Best Right Now.** That is the only thing you must focus on.

