

# AVERAGE MINDSET

VS.

# ELITE MINDSET

## PEOPLE WITH AN *AVERAGE* MINDSET:

FEEL SORRY FOR THEMSELVES

SEE CONFIDENCE AS A FEELING

MAKE AN EXCUSE

SAY IT'S IMPOSSIBLE

FOCUS ON HOW THEY FEEL

USE THE PHRASE HAVE TO

WEAR THEIR EMOTIONS ON THEIR SLEEVES

SEE FAILURE AS FINAL

FOCUS ON WHAT THEY CAN'T CONTROL

## PEOPLE WITH AN *ELITE* MINDSET:

ARE SO FOCUSED ON OTHERS THAT THEY DON'T HAVE TIME TO FEEL SORRY FOR THEMSELVES

KNOW CONFIDENCE IS AN ACTION

MAKE IT HAPPEN

SAY IT'S GOING TO BE VERY DIFFICULT

FOCUS ON HOW THEY ACT AND WHAT THEY NEED TO DO

USE THE PHRASE GET TO OR WANT TO

NEVER SHOW WEAKNESS AND ARE BIG WITH THEIR BODY LANGUAGE

SEE FAILURE AS POSITIVE FEEDBACK

FOCUS ON WHAT THEY CAN CONTROL

