

# SHIFT

**6** helpful ways to inspire  
yourself throughout the day

in association with  
**HOULT**  
Contractors

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# Hoult

**Terrains for Tomorrow**

Metal & Sand ● Earthworks ● Driveways ● Carparks ● Demolition  
Tree Removal ● Section Clearing ● Machine Hire



## **Exploring New Horizons**

At Hoult, the region's most consistent and efficient provider of contracting solutions, we understand the need for improvement and motivation. The ongoing quest to move ahead involves risk, drive and commitment - qualities we bring to the Hoult brand each and everyday. This eBook was designed to provide inspiration to help you realise your potential.

To your success,

**Brent (Fred) Hoult, Owner, Hoult Contractors**





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## **Compose A Vision**

Visualise what you wish to be or achieve; then live that vision as if it were true now. This process eliminates the fear of a new challenge, increases motivation and allows your subconscious mind to go to work on realising your vision, leading to planning and further action, one step at a time.

*"A goal without an action plan is a daydream." -Nathaniel Branden*





## **Depart Your Comfort Zone**

We are encouraged, day in and day out, to seek comfort. What really transforms and motivates us, though, are challenges. And each challenge will, over time, increase levels of skill and accomplishment. One helpful way to gauge and solve a challenge is to make use of the equation  $E + R = O$  (Event + Response = Outcome). Put another way, if you don't like your outcomes, change your response to the initiating events. So, for instance, if a lack of sales (the event) is bringing in less revenue (the outcome), you need to alter your marketing strategy (the response).



## **Unlock Your Potential**

Rebuild your thought processes by finding inspiration from others who have gone before you. We live in an age of increased opportunity, and help is everywhere - even as close as your smartphone. Seek out resources such as the Kindle Reader, for example; then search the Kindle Store to discover a myriad of self-improvement and motivational titles by noted authors like Steve Chandler, Jack Canfield and others.

*"Keep doing what you've always done, and you'll keep getting the same results you've always got."*  
-Jack Canfield





## **Stay On Course**

Go beyond mere goals and set power goals. A simply-stated goal is something you wish to achieve. A power goal is the bigger picture - it's the dream that drives you. This drive, in turn, will inspire you to plan. The habit of planning is one of the foremost keys to success. Indeed, one hour of planning can save three hours of execution. Keep in mind, also, that most crises are a result of a failure to plan. Get ahead and speed up your planning time by using popular techniques like mind-mapping or handy apps such as Evernote.



## **Acquire The Lamp**

Become a modern-day Aladdin and dare to acquire the confidence and willingness to ask. By overcoming stumbling blocks like erroneous beliefs, fears, possible humiliation, pride and issues of self esteem, you can ask for almost anything - from a hug all the way to investment capital. You'll consequently enjoy the benefits of better business and personal relationships. Asking can take many forms - ask for cooperation, ask for time, ask for understanding. The best part is that asking improves your chance of receiving by 200 percent.

*"If you don't ask, you don't get." -Ghandi*





## **Reinvent Yourself**

Personality, it's said, is nothing more than a self-invented cocoon. And as an actor changes personality for a movie role, you too can breakthrough and discover greater potential. One way to breakthrough is to notice the difference in mindset between a "victim" and an "owner." Victims are those who often see power as residing outside and beyond their control and are stricken with pessimistic views of the world, themselves and others. Owners, by contrast, take full responsibility for their attitudes to life; they continually reinvent themselves to live fuller lives independent of outside influences.

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