



SUCCESSFUL FAILING

By Gina Mollicone-Long ©2010

Many people like to blame their circumstances, especially when times are tough and things go wrong. Blaming the circumstances might make you feel good in the short term but it ultimately leaves you powerless because you are at the mercy of outside forces. In order to regain control of your outcome you must first learn to regain control of your responses. If you want to see different results in your life then you must make a change on the inside first.

In my books, I write about a process called BE-DO-HAVE. Simply put, this means that our internal states (BE) dictate our behaviours (DO) which lead to our results (HAVE). An internal state is comprised of three components – mental, emotional and physiological. Our internal states are always within our control. We always have the power to choose and direct our mental, emotional and physiological responses in any situation. When we make this choice consciously then we can be deliberate and decisive about our intended result. However, when we allow this choice to become unconscious then we are liable to fall prey to the default negative response of the people around us.

The instinctive response to any failure or challenge is a predictable and hard-wired physiological reaction. It's called your fight-or-flight response. The problem isn't the response itself, the problem is that we tend to overuse this response in situations that don't really warrant it. This inappropriate stress response has detrimental effects on your health and well-being and leads to powerless internal states. Learning how to regain control of your responses is the key to getting powerful results in your life. Your response is always a choice. Whether you know it or not, you make a choice or one is made for you. Either way, a choice is made.

Failure to get an intended result is just a reflection of the fact that your external behaviour and your internal state were not aligned. Failure is feedback, nothing more. It doesn't hold any hidden meaning about your worthiness and doesn't mean that you should give up. It is feedback about what worked and what didn't work. It contains all the necessary information for you to go back and change something on the inside so that you can produce a different outcome. If you can master the art of using failure as feedback, you will find that you can literally direct your life exactly as you want it.

Successful people and great leaders do one thing differently than most people during times of challenge. They think for themselves and choose powerful states of being instead of sinking into the prevailing negative default state of their circumstances and the people around them. When life throws you the next curve ball, will you duck and cover or will you swing for the fence? The choice is yours.



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Gina Mollicone-Long helps people get what they want. She is an international best-selling author, compelling speaker and peak performance specialist with a mission to reveal greatness in individuals, teams and organizations. She is the co-founder and CEO of The Greatness Group, a multi-national corporate team building and training company. Since 1998, she has trained, coached or spoken to tens of thousands of people globally. Her books, *Think or Sink* and *The Secret of Successful Failing* are widely read and enjoyed by people around the world. She can show you exactly how to get out of your own way.

