

AMBITION

Workbook and Checklist Series Part 1

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What Is Ambition

- ✓ Ambition is our desire to receive recognition and importance within various facets of our lives
- ✓ Ambition may manifest itself in the way we behave and can motivate us to do things others might never accomplish in their lifetime
- ✓ Ambition is not greed. What separates greed from ambition is the idea that enthusiasm for success allows us to flourish and that there is enough for everyone
- ✓ Ambition motivates us to change our current state of existence and push for something more significant
- ✓ Ambition is not aspiration. Aspiration is a journey we take when we are looking to achieve a specific goal. Ambition, on the other hand, is a trait. It is a behavior that recycles repeatedly, challenging us to continuously set and achieve new goals
- ✓ Ambition is not competition with others, but rather stretching ourselves

Why Ambition Is Key to Achieving Anything

- ✓ Provides focus and creates opportunity
- ✓ Boosts confidence and strength
- ✓ Keeps you in competition with yourself and accountable to yourself
- ✓ You attract other ambitious people
- ✓ It makes you a better decision-maker
- ✓ Ambition is humbling as you learn to appreciate the effort put out by yourself and others
- ✓ Sets the right mindset to achieve anything

Self-Assessment: Key Traits of Ambitious People

Check all the traits that apply to you

Sacrifice

- Ambitious people have very few qualms about sacrificing some aspect of their lives to achieve their goals if they are confident it will get them what they want in the future.

Mindset

- Ambitious people have a positive mindset. A positive mindset allows for a positive emotional and mental attitude thereby yielding positive results as well as:
 - Focus on the positive
 - Find humor in a crazy situation
 - Consistently translate failures into successes
 - Sidestep negative thoughts and negative talk for positivity
 - Live in the now
 - Optimism
 - Resilience
 - Acknowledgment of the good and the bad
 - Integrity
- Ambitious people see and seize opportunity. They are often looking for the next thing they can do to change the state of the world.

Set Goals and Achieve Them

- Ambitious people are goal setters and goal getters. They have the acronym SMART goals branded in their minds, and they are always working towards the next big thing.

Risk Takers

- Ambitious people are risk takers.
- Where other people might turn away and stay within their comfort zone, ambitious individuals operate with a distinct level of drive and are rarely reluctant to confront their fear and head-on. They move forward even when they are afraid!

Courageous and Deliberate

- In addition to being risk takers, ambitious people are bold, and deliberate in all that they do.
- Everything they do has a purpose.

Self-Regulation

- Ambitious people are self-regulating.
- Behaviorally, they act in their long-term best interest, in line with their deepest values.
- Emotionally, they can calm themselves down when upset and cheer themselves up when they feel down.
- They are in control of their emotions and how they respond to various feelings, including anger.
- They do not act like victims, but take responsibility for their thoughts, actions and behaviors.

Positive Self-Esteem

- High self esteem
- Ability to receive criticism and use it to find ways to improve their potential.
- Learn from victories and learn from mistakes
- Individuals with high self-esteem are likely to strive for big things because they genuinely believe they can accomplish them.

Open Mind

- Ambitious people embrace new ways of thinking and adapt it to meet their needs.
- Open-minded people view situations and events differently than most.
- Open-minded individuals may not engage in a debate in the same way as someone who has already established an opinion. Instead, he/she might choose to listen to all views on a matter then leverage the additional information.
- Open-minded individuals are willing to be wrong and listen to others. They are okay with not being the expert and welcome others to weigh in and provide their thoughts.
- Ambitious people have an open mind, which makes for an increased ability to compromise.
- Ambitious people have excellent communication skills.
- Ambitious people know when to ask questions, and they know when it is time to be quiet and listen to what others are saying.
- While perceptive and flexible, they are never acquiescent, their wheels are always turning.

Stay In Competition With Self

- Ambitious people only compete with themselves. They are not looking for ways to “one-up” their coworker, peers or frenemies!
- Ambitious people strive and search for ways to be their best selves. They seek stretch opportunities and measure themselves against their last most significant accomplishment.
- Ambitious people are resilient and readily bounce back after a failure.

Accountable

- Ambitious people take responsibility and are accountable for their actions.
- Ambitious people do not shy away from disaster.
- Ambitious people clean up their mess.

Emotional Wellness

- Ambitious people have high emotional intelligence and are emotionally healthy.
- High levels of self-care and self-management.
- Ability to participate in decision-making activities without the confusion of other influences

Network with Other Ambitious People

- Ambitious people tend to surround themselves with like-minded people.
- They get their energy from interacting with people who understand what it means to experience successes and failures, and from self-reflection

Self-Assessment: Signs You May Need to Build Ambition

Consider the following and check those that apply to you

- Feeling That You Have No Purpose**
- Often you Do Not Finish What You Start**
- Negative Attitude**
 - A negative attitude includes not participating in things that are challenging.
 - You feel that others may view you as untrustworthy, irresponsible and unaccountable, which further diminishes your perception of self
 - Negative thinking/pessimism about world events, relationships etc.
- Lack of Awareness**
 - Self-awareness feeds our conscious and feeds our willpower and willingness to do things that are challenging.
 - When there is a lack of awareness, it creates a gateway to negative thoughts and feelings.
- Inability to Commit**
 - Our interest in or willingness to commit to people or job duties diminishes in the face of low ambition.
 - When our commitment is high, we are likely to give our all but as commitment wains, so does our confidence and willingness to meet a specific target or goal.
- Procrastination**
 - Always/often putting things off.
- Low Self-Esteem**

Low self-esteem can trigger other symptoms such as:

 - Negative thoughts

- Not feeling good enough (don't worry, you are not alone on this)
- Feeling incapable
- Lack of pride in your appearance ie: personal grooming
- Unhealthy lifestyle choices ie: drugs, alcohol dependence
- Social withdrawal or isolation
- Low self-confidence or self worth
- Fear

Improve Your Self-Esteem

- ✓ Your self-esteem, self-awareness, and self-confidence are all related. Combined, they can make or break your ambitious efforts.
- ✓ Practice mindfulness: mindfulness meditation helps to promote self-awareness, improving our capacity to be assertive and engaged in the here and now. YouTube is a great resource.
- ✓ Help others: Sometimes volunteering your time or acting as a caregiver to others helps us to appreciate who we are and what we have.
- ✓ Learn to live in the now: The choice to live in the now will enable you to appreciate your surroundings and to make decisions. Louise Hay teaches “The Point of Power is Always in the Present Moment”
- ✓ Celebrate positive moments: Celebrate your successes no matter how small.
- ✓ Use positive affirmations: Do not minimize this exercise or chose generic affirmations. Choose statements that are relevant, believable and applicable to your end goal.
- ✓ Affirmations are personal, positive and present tense. Ie: I am a wonderful bookkeeper and my clients are happy to pay me what I am worth. I always have more than enough clients.
- ✓ Accept positive feedback: Use this positive feedback to fuel your ambition. Treat it as your reward.
- ✓ See a life-coach who can help you build your self-worth, strengths, and work towards your goals with clarity. (If you need help finding one, I have a list of coaches that I refer people to. Please contact me at victoria@thetraining.ca)

Learn to Stay Calm

Learn to identify the things that are within your control and those that are not.
Let them go.

In My Control:

Out Of My Control:

Learn to Recognize Negative Thinkers

You must prepare yourself for negative thinkers and talkers who will try to deter you from being overly enthusiastic about your goals. Ignore their reactions and negative energy. You may even need to consider removing these people from your inner circle, or at minimum avoid sharing your goals and dreams with them.

Negative people generally possess the following characteristics:

- Pessimists** - Keep an eye out for those individuals who cannot recognize that the cup is half full. Pessimists can weigh you down and distract you from positive thoughts. They will often see the worst in every scenario and convince you that the worst is about to happen.
- Complainers** - Complainers, whiners, Debbie-downers...these folks are loud and have a mentality that everything is wrong with the world and no one understands them or what they are trying to do with their life. Do not not to allow these folks to fill your ear with their gripes. Negativity is contagious.
- No Sense of Purpose** - Some people lack purpose or drive and will not understand your endless sense of determination.
- Critics** - Negative people are often the most prominent critics. They can find fault in just about anything, and they will find fault in what you are trying to do. Take caution not to give any energy or to participate in the drama these individuals will bring to the table.

List all the people in your life whom you feel negatively impact you and why:

Set SMART Goals

Goals should be SMART, and you should establish a frequency in which you evaluate and update those goals.

Specific: Goals must be specific or simple, sensible and significant. Your goals should clearly describe what it is you are planning to do.

Measurable: Your goals should be measurable, meaningful and motivating. Goals must have a tangible quality.

Achievable: The goal you set must be attainable or within reach. If you set the bar too high, you may increase the risk for failure. Keep in mind that you should have the knowledge, skills, and ability to knock that goal out of the park.

Realistic and Results-Focused: Keep your goals grounded in reality. Your goals should align with specific outcomes and not necessarily the work you will do to get there. This requirement means that the goal we choose must be somewhat in step with the reality of our lives. Yes, you can set goals that challenge you to grow, as long as they have a realistic base and you truly believe that somehow, someday they are achievable.

Time: You must attach a timeframe to your goal. Timeframes prompt us to move with a purpose towards achieving results. Without the 'when' goals are left open with no specific outcome.

Remember to make the time to evaluate and reflect on your goals. Permit yourself to make adjustments as you conquer your goals. As you complete each one, celebrate your successes no matter how big or small.

Usually it is only the timeline that needs adjusting, but if the goal itself is no longer relevant, give yourself permission to let it go. Be careful to ask yourself if it is fear, and if it is, keep moving forward, eyes on the prize!

Embrace Creativity

- ✓ Do not fall victim to believing that to be ambitious you have to work within the confines of some expectation.
- ✓ Ambitious people think outside of the box to achieve their goals. Be prepared to encounter rejection and be ready to try something else when things are not working. (This does not mean change the goal, it means change the strategy.)

Build A Comfort Level for Self-Sufficiency

- ✓ Ditch the excuses and do not participate in the blame game when things go wrong.
- ✓ Be humble and acknowledge your errors.
- ✓ Trust that your ambition will pull you out of the temporary hole and move you towards success.

Be Mindful

- ✓ Be mindful and self-aware.
- ✓ Live in the now. (I know that I have mentioned this three times, but it is an important part!)
- ✓ Do not relive past failures or lament about past mistakes. Instead, use every minute that you have at this time leverage lessons learned to garner a positive outcome.

Do Not Quit

- ✓ Ambition will undoubtedly cast you into situations that are uncomfortable and daunting. Voices in your head will call to you to throw in the towel and give up. Do not walk away. Ignore those voices in your head (also known as your ego) and do not give in to your fear of failure. Trust your talent and swim in the opportunity test your strengths and abilities.

- ✓ Create personal positive affirmations for yourself, as they apply to you and repeat them daily

Passion

- ✓ Ambitious people always have passion about whatever it is they are doing. Keep an eye out for opportunities to improve what you are doing or ways to improve upon yourself.
- ✓ Know your 'why.'

Compete with Yourself

Competition is healthy and competing with yourself is also beneficial for your mental wellness. Be sure to avoid comparison with others because that is a self-sabatoging behaviour.

Competing with yourself is all about pushing yourself to do work harder –but in a good way.

Competition with self changes the pace of things. Make sure to write down and track the lessons that you learn along the way.

Establish Your Baseline

To compete with yourself, you have to know what your foundation or starting point is and build from there. Once you know your baseline, you can establish goals that encourage you to exceed expectations:

Ignore The Noise

- ✓ Don't worry about what others are doing, stay focused on yourself and your performance and strive to improve it.

Ditch The Fear

This piece of advice yet another repetitive theme throughout the road to ambition. Competition with self requires that we ditch the fear and thoughts about failure.

You must plan to leap out of that proverbial comfort zone and prepare to crash multiple times as growth happens! Don't worry, it is actually very enlightening once you accept that it is part of the process.

List 5 things you can do to practice overcoming your fears (ie: public speaking, fear of rejection, fear of failure.) **Get specific.**

I hope you have enjoyed this workbook. Part 2 of the 3 part series is "Overcoming Challenges." Contact me directly for your copy!

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