The 5-Step Mental Toughness Routine

The Road to Remarkable Success Takes Just 5 Minutes a Day!

Scientifically based secrets for supercharging Advisor performance from Dr. Jack Singer

Welcome to the 5-Step Mental Toughness Routine!

We all know that in the world of sports, the most gifted athletes are not always the most successful. It is those who develop the “Mindset of a Champion” who are the most successful.

Certainly, for financial services professionals the same philosophy holds true. Having talent, product knowledge and a top-notch sales skillset does not guarantee sales and prospecting success. Top selling performance is not a function of knowledge and skills alone. The key ingredient, usually missing in financial services professionals' training, is MINDSET.

Adversity goes with the territory in the financial services industry. How one handles adversity, including economic crises, turbulent markets, toxic clients, new fiduciary and compliance demands, prospecting, etc., is a function of the advisor’s MINDSET.

Have you ever wondered why some advisors get burned out by the challenges of their career while others thrive and maintain control over their destiny? The answer is expectations, and they are a critical ingredient of ones’ MINDSET. Much research in the burgeoning field of “Positive Psychology” shows that having an optimistic mindset predicts sales productivity in many industries, including finance and insurance.

For example, studies conducted by two insurance companies found that sales professionals with an optimistic mindset sold 35% more insurance than those with a pessimistic mindset, when knowledge and experience levels for both sets of professionals were the same.

The Mindset of a Champion embraces Mental Toughness Skills at its foundation. With practice, this routine can become a very effective habit that can be used regularly to build resilience to the many challenges you face daily and allow you to develop the MINDSET that will bring you success.

The 5-Step Mental Toughness Routine

Kick Start and Control Your Day by Developing a Champion's Mindset in just 3 to 5 minutes!

#1 Breathe Deeply

A. Take a slow, deep breath, in through your nose (4 seconds)

B. Hold it (4 seconds)

C. Fully exhale out of your mouth (7 seconds)

#2 Say Aloud a Performance Statement for the Day

A performance statement is a skill you want to remember to use during the day.

(Example: " I will listen to my clients and understand their needs before responding with suggestions.")

#3 Your Personal Highlight Reel

Close you eyes and recall the most productive, positive day in your career.

Visualize the specifics, as if you were there today, and keep visualizing having another day just like that.

#4 Repeat your Identity Statement

Remind yourself of the special, positive, advising skills you bring to your clients.

(Example: "I am proud of the hundreds of clients and their families who I have helped feel safe and secure over the years with my advice and counsel and I will continue to help new clients. I don't have to be perfect to be very successful in my career!")

#5 Breathe Deeply

A. Take a slow, deep breath, in through your nose (4 seconds)

B. Hold it (4 seconds)

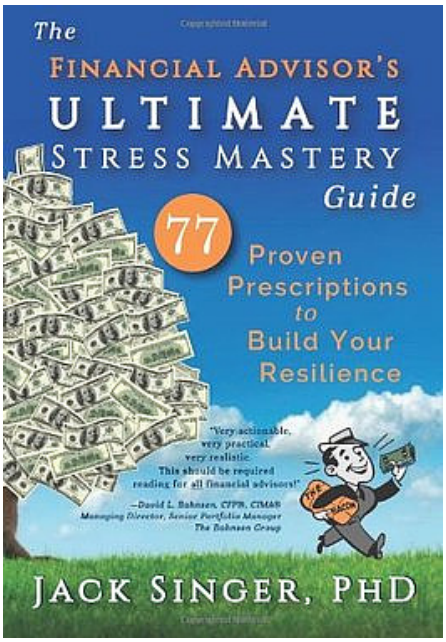
C. Fully exhale out of your mouth (7 seconds)

About Dr. Jack Singer

Jack Singer, Ph.D., is a nationally-renowned psychologist, professional speaker, author, trainer, mentor and consultant to financial advisor organizations. He enjoys utilizing cutting-edge research in the fields of Positive Psychology, Resiliency, and Neuroplasticity, combined with humor and audience engagement to deliver results-driven inspiration and techniques to ensure that all audience members leave your event energized, entertained, inspired and supercharged to fulfill their career aspirations.

Do you think your financial advisors or insurance agents would benefit from the ***5-Step Mental Toughness Routine***? If you would like to distribute it across your organization to help increase production, simply request a free distribution license by emailing me at **drjack@advisingtheadvisors.com.**

Get A Free Chapter of Dr. Jack Singer's New Book!



Want another great resource to help you on the journey to becoming a Financial Advisor champion?

Get a free chapter of my new book, ***The Financial Advisor's Ultimate Stress Mastery Guide***. It's packed with 77 proven prescriptions to build your resiliency and help you to:

- ✓ Take Charge of your health and wellbeing
- ✓ Understand how to identify and control your reactions to stress
- ✓ Build your resistance and SKYROCKET your success

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