



Master Your  
**MINDSET**



[www.talkingwithteri.com](http://www.talkingwithteri.com)

[teri@talkingwithteri.com](mailto:teri@talkingwithteri.com)

720.338.9628



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## Meet Teri

Hello, I'm Teri Karjala. Women entrepreneurs hire me to ignite their magic within. You see, most are consumed by fear, worry, doubt, and held back by unconscious limiting beliefs. Without even knowing it, they're addicted to self-sabotage and lack the tools to get back on track.

So I help them unleash their greatest transformation by releasing the blocks that hold them back to catapult their business, generate more money, more clients, more freedom... with a lot less effort.



### Summary:

- Transformational Life Strategist.
- Owner of Creative Counseling Center, LLC and Talking With Teri, LLC.
- Coach with Forbes Coaching Council.
- Premier Success Coach with the largest international women's organization.
- Certified Canfield Trainer in The Success Principles.
- National and International Speaker
- Recipient of various awards including Business Women of the Year.
- Amazon Best-selling author of *Be The Magic of You: Tools to Transform Your Life* with a foreword written by Jack Canfield.
- Creator of Daily Intentions Planner
- Featured expert on various radio, podcasts, and television including WB2 Everyday Show.
- Featured expert on various internet and social media platforms.

# MASTER YOUR MINDSET

## BIGGEST CHALLENGE

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When we are stuck in a mediocre life, it may feel like a colossal barricade standing between us and the life of our dreams.

The one thing that stands in the way of our extraordinary life is OURSELVES.

We find ourselves sabotaging our good intentions, standing firmly in our way. One of the biggest challenges I see people face in life or business is our MINDSET. In the following few pages, we will briefly explore our mindset, including self-sabotage and self-doubt.

Over the years, I have often spoken about getting stuck in the “muck.”



We live in a world that makes it easy to live trapped in this state of mind. The muck is more than just the negative self-talk we tell ourselves. It's *a state of being* that disempowers us, fills us with self-doubt, worry, and fear, and leaves us feeling insecure, out-of-sync, and stripped from our ability to create and generate the great stuff in life.

When in the muck, we can have an overwhelming feeling of hopelessness from knowing that we're not living our lives to our fullest potential, and we beat ourselves up for one thing or another, consumed with apprehension and not sure where we are going or if we do have an idea, we're not sure we have the energy to get there.

Living in the muck is when everything seems forced or just plain difficult. We have all been in this place at one time or another, and what we tell ourselves traps us there even longer.

We have all experienced those days when everything goes our way, we feel on top of the world, and in the flow, life is easy, and we know we are in alignment with our highest purpose. We call this living extraordinary or “your zone of brilliance.”

I use to think, that living in our zone of brilliance was the most crucial part of this chart. Over time, I have discovered that the most important part is understanding these intersectional points (see the image above). Instead, it is about understanding how we “lose it” and how we “gain it.” The power lies in returning ourselves to our pure positive energy, where we align. We can make some choices.

**The more you practice the tools the more you will find  
You are shifting to a place where ease, joy, and glory live.**



# MASTER YOUR MINDSET

## WHY YOU GET YOURSELF IN THE WAY

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Where does our head trash come from? Head trash is picked up along our life path. Some is intentionally passed on, and some is unintentionally passed on. Our brains have had years of "imprinting" from our billions and billions of experiences. You have picked up these messages from your family of origin, friends, teachers or professors, colleagues, neighbors, etc. As a result, the brain and body live in the past, and the event alters our state of being and our perception of reality. We no longer have the same personality. These beliefs and perceptions then become part of the state of being in which we currently live.

According to the National Science Foundation, we have anywhere from twelve thousand to fifty thousand thoughts daily. Some estimates run as high as sixty thousand daily (one thought every second). In Dr. Dispenza's book, *You Are the Placebo*; he states that 90 percent of our thoughts are those we had the day before, replicating the same choices, behaviors, and experiences as the day before.

Let's take the example of the iceberg (see diagram below). We know that 10 percent of the iceberg is visual to the eye; however, the majority of the mass of the iceberg is located below the water's surface. When we compare this to our brains, we find that 90 percent of who we are is subconscious or unconscious, which means your conscious mind consists of the remaining 10 percent. Which do you suppose is the stronger of the two? You got it—the subconscious or unconscious part of our mind. It indeed dominates the rest of the mind, so 90 percent is working against the other 10 percent. The challenge for most people is shifting to a positive mindset when they are still being bombarded with the 90 percent negative subconscious mind that has been programmed for the past thirty years. It is challenging to create a new story when we still live in our past stories.

Dr. Dispenza states, "The brain processes four hundred billion bits of information a second. But we are *only* aware of two thousand of them." Psychological researchers state that 80 percent of those thoughts are negative. A positive mental attitude plays a massive part in allowing us to reach our goals and achieve overall happiness. Which one would you say is stronger, the two thousand conscious thoughts or the forty-eight thousand negative thoughts? These thoughts are the information on that we base our choices. Our thoughts are hugely responsible for the choices we make every day.

Adverse events have a more significant impact on our brains because they are associated with the perceived threat. Try this: think back to the past week or so. What challenging or negative thing happened to you or was said to you? What is something exceptional or positive that has happened to you or was said to you? Which one was easier to retrieve and recall? If you are like most people, the negative experience was easier to recall, as it has more charge to it. It is easy to get stuck in the negative cycle that has significant power over us. That is why it is even more important to constantly counteract and deactivate it, giving it less potency over us. Most of the time, negativity becomes so ingrained you may not even notice it.

# MASTER YOUR MINDSET

## TOOL: CANCEL NEGATIVITY

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There is a part of the brain called the Reticular Activation System (RAS)...it is constantly scanning our environment to find "evidence." What happens with negative thoughts is we start to find negative "evidence," and what happens is we begin to spiral out of control. Over time these thoughts can form a belief system. Belief systems can be boiled down to "I'm not blank enough. I'm not good enough, I'm not smart enough, I'm not pretty enough", ect. So one of the ways that we can combat this is using this tool that I'm about to share with you.

This tool that I'm about to share does two things

1. Brings awareness to the quality of your thoughts
2. Cancels out the negative thought

**"Interesting point of view that I have this interesting point of view." (Say this 3x each time)**

This tool is to be used for: negative thoughts, judgments (self/others), and conclusions/outcomes.

Now, if you want to add more to it, end by saying, **"What else is possible?"** This will open you back up to all the possibilities again.

I often get asked how often I should do this in a day. I half-jokingly say 10,000. Think about it we have 58 THOUSAND subconscious thoughts a DAY! The next time you are aware of a negative thought, use this tool to cancel it.

But seriously-try, it 50 times in a day and notice the shifts. Whenever I have learned a new tool, I do it in excess to see the results NOW! Here's the thing. These tools work if you use them. They do not work if you don't use them!

The best way to use this tool is to teach it to your significant other, spouse, children, neighbor, etc. Because it allows you to anchor it in. I also recommend coming up with a code word to use, like: Purple elephant, so you can cancel it out as you catch each other talking to yourself or others in a negative way. We are dealing with the subconscious mind, after all.

It is truly astonishing to watch people transform their lives with this little tool.

When we catch ourselves in the act of negativity, we now have the tools to shift it. That's when we become VERY powerful beings.

Each of us has this ability, and now you have a new tool. If you want to know more about this tool, it's in my book, along with over 70+ more tools.



# MASTER YOUR MINDSET

## SELF SABOTAGE

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Our mindset has a direct impact on sabotaging our success. In speaking around the country to audiences small and large, I often get told how people knowingly and unknowingly have become addicted to sabotaging their success.

We procrastinate, self-medicate, avoid, distract, and get into arguments with friends, family, and colleagues. We've all got life targets we're super serious about reaching: getting that promotion at work; starting the business we've been running in our imagination since childhood; saving up to buy a house; losing weight, etc. But then, when it comes time to rock that big, important work assignment, we find ourselves scrolling through our Facebook news feed or ordering Pad Thai when we have the ingredients to prepare a fresh, healthy salad at home. This repeatedly happens, leading us to the same question we always ask: why do I do this to myself?

The answer is simple: self-sabotage. And it comes in the form of procrastination, avoiding, resisting, running away from, self-medication, emotional eating, and conflict with friends and family. At the moment, these actions feel small and insignificant. It's just one meal, one beer, and one hour. But, in time, these actions add up, digging us deeper and deeper into a pit of self-defeat, of which it gets harder and harder to climb out.

So, why do we self-sabotage?

Self-sabotage is a learned behavior that comes not from fear of success but from a lack of self-worth. It happens when we dumb it down or dim our light or try to protect ourselves from failure, heartbreak, or getting hurt. We betray ourselves and what we know that we can create. Every time we sabotage our targets, we dig a ditch of defeat that gets deeper and deeper. Eventually, we're stuck in that ditch, with walls too steep to scale.



# MASTER YOUR MINDSET

## SELF SABOTAGE

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Here are a few reasons we accidentally-on-purpose do this to ourselves:

**1. Self-Worth.** We don't believe we deserve happiness, success, or the fulfilling, extraordinary life that's absolutely within our reach. When we believe we are worthless, inadequate, or undeserving of great things, we subconsciously try to align our actions with our beliefs and values. Self-sabotage keeps our realities in line with what we believe about ourselves.

**2. Consistency.** We're so used to disappointment and worthlessness that we sabotage to keep things consistent and comfortable in our lives.

**3. Control.** We know what happens when we fail. But we are scared of what happens when we succeed and the unknown of getting there. What if we can't control the twists and turns that lead to an extraordinary life? Spiraling out of control is a scary possibility—we sabotage things to protect ourselves and fail on our terms.

**4. Imposter Syndrome.** As the bar of our lives increases, we feel we're not qualified or deserve to be doing these amazing things – accepting a promotion at work, graduating with an advanced degree, etc. Do we believe others will think, "Who does she think she is? So, we procrastinate and divert until we've successfully sabotaged our position on top of the world. Success draws attention, and attention might reveal that we're total frauds who don't deserve the success we've achieved. At times, it feels better to scroll through Twitter than go above and beyond to do big things at work, right?

**5. Excuses.** If we don't put our total effort into something, we have an instant excuse for falling short. If we give it our all – at work, in a relationship, at school – and still fail, we must take full blame for the failure.

**6. Failure is familiar.** Especially for those who have spent their lives being neglected, ignored, abused, or exploited, it feels safe and familiar to remain in a position of insignificance. Instability and chaos are our old friends, and we come to enjoy the warm, fuzzy feeling we get by inciting drama in our lives.

**7. We love excuses.** Failing when we've given it our all doesn't leave us with a handy excuse for why we didn't succeed. "I didn't try hard anyway."

**8. We're bored and want a little drama in our lives.** Picking a fight is a surefire way to spice up the day-to-day.

**9. It gets unknowingly reinforced.** Typically, when there is an unconscious benefit, we repeat the behaviors to get whatever reward for us, even if we don't necessarily understand it.



# MASTER YOUR MINDSET

## TOOL: CLEAR SELF SABOTAGE

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When we have the tools to support our personal growth, it allows us to release the blocks holding us back in our personal or professional lives. I've included some tools here to help us take responsibility for our life and fully own our happiness.

### Clearing Exercise

I was taught this exercise, designed to keep people out of self-sabotaging tendencies, by an energy coach. Over the years, it has become one of my favorite exercises for clearing out self-sabotage, and I still use it daily. When we're living in the unconscious mindset and allowing our past to control our lives, we are not living to our fullest potential. We sabotage our success on every level.

There are two prerequisites for you:

- 1) No stink eye when I describe this, now "What?" and no skipping this section—*don't do that!* This is great stuff!
- 2) Try it for one week, at least ten times each day, before you judge it.  
\*The following page will unpack this tool in more detail.

Here's the exercise that will help support you in living more consciously.

**Step 1.** Tap the side of your hand, also known as the karate chop point, 15 times.

**Step 2.** Bring your right hand to your collarbone and rub with your thumb and first two fingers; place your left hand-index finger in your belly button and rub just for a few seconds.

**Step 3.** Bring your left hand to your collarbone and rub with your thumb and first two fingers; place your right hand-index finger in your belly button and rub just for a few seconds.

**Step 4.** Tap under your nose 50 times.

**Step 5.** Tap under your lower lip 50 times.

This is ONE ROUND.

I encourage people to do two or three rounds until we notice a shift that allows us to know that we are out of self-sabotage. I do these back to back until I notice the energy shift. The energy shift might be different for each person. I yawn. Others have reported feeling lighter, and their voice becomes clearer; they sigh and feel calmer. Some people burp! All of these responses are considered normal; they are the body's way of releasing.

I recommend doing this exercise about ten times a day. During times of transition or change, I do more, sometimes twenty or more rounds. The increase is because, if you are anything like me, changes in our lives can quickly take us back to our "maybe not so great" default mode that we were programmed for.

# MASTER YOUR MINDSET

## TOOL: CLEAR SELF SABOTAGE-EXPLAINED

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### CLEARING EXERCISE-EXPLAINED

#### 1. Tap side of hand (known as the karate chop point) 15 times.

- Psychological reversals
- When a person is stressed, meridians can become stagnant or even reversed. This creates and is also the result of profound dissonance in a person's mind-body-spirit system.
- Often a sign of paralyzing conflict held deep within.

#### 2. Bring right hand to collar bone (with thumb and first 2 fingers-AKA K27 points) and rub; left hand-index finger in belly button. Rub for a few seconds.

##### K27/Belly button (switch)

###### K27 Point

- Balances the energy
- "Tonic master points" effective in calming the psychological states of tension, stress, anxiety, worry, depression.

###### Belly Button

- Energetic gate to your second brain, the gut.
- 100 million neurons in the gut which link directly to the brain "that gut feeling"
- Releases energetic tension
- Improves mood, energy, and control of emotions
- Increase blood circulation
- Promotes inner peace

#### 3. Bring left hand to collar bone (with thumb and first 2 fingers) and rub; hand hand-index finger in belly button. Rub for a few seconds.

#### 4. Tap under nose (governing vessel) 50 times.

- Yin/Yang-Balance through the body.
- Activates the meridian that flows over the head and down the back of your body.
- Starts at the lip-goes back to the tailbone

#### 5. Tap under lower lip (central vessel) 50 times.

- Yin/Yang
- Activates the meridian from the chin to the pubic bone.
- Central and governing vessel meridians create front and back duality=facilitates the yin/yang balance.
- Controls the Qi of the body



# MASTER YOUR MINDSET

## SELF DOUBT

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I see far too often how our self-doubt clouds our mindset and creates inaction. So often, once we have gained clarity about what we are here to do, we get knocked off our high by prescribing the IMPOSTER SYNDROME.

Imposter Syndrome is the internal experience of believing you are not competent as others. We think that everyone knows what we know. According to the International Journal of Behavioral Science, 70% of people experience imposter feelings. We create a powerful story that doubts our abilities, and we find ourselves unfairly comparing ourselves to others, to which we fall victim to our own worst selves.

We all have moments of doubt. Which is entirely normal, but it is essential not to have that doubt impact our choices. Self-doubt can stop people from pursuing their dreams if not managed or eliminated. It can become such a habit that shifting it can be terrifying since it is being unconsciously reinforced.

As entrepreneurs are often the very people that are in charge of blazing new trails and new ways of doing things. The interesting piece is that when we have a sense of belonging, it fosters confidence. The more people look and sound like us, the more we feel confident. The opposite is true. The fewer people that look and sound like us impact our confidence negatively.

We have been chosen for this path that we are on. NO ONE will ever be just like us. Own our brilliance and the message that we have to share with this world in a much more profound way.

I want to commiserate with our pain right now, but the truth of the matter is we were born to STAND OUT, my friend. We are the trailblazers.

Believe it or not, many celebrities have publicly acknowledged their challenges with living the "Imposter Syndrome."

Some of them include:

Tom Hanks	Natalie Portman
Tina Fey	Serene Williams
Lady Gaga	Maya Angelou
David Bowie	Sheryl Sandberg



# MASTER YOUR MINDSET

## TOOL: TRANSFORM SELF DOUBT

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### Steps to Master Your Mindset with Self Doubt:

**Name it.** What happens when we try to hide it and stuff it down? We unconsciously give it more attention and, thus, more power. Say hello to it. When we do this, we remove the power it once had over us.

**Create a new script.** We have a script that gets triggered, and then we initiate the RAS in the brain that is off to find the “evidence” of “I’m not good enough.” Cancel out the old and create the new.

Example: I may not know everything, but there are people I can help that I am 1000 steps ahead of.

**Start an “Evidence” journal.** Document all the positive evidence that things are shifting and showing up differently in your life. This will support creating your **new script**.

**Repeat** the following anytime we find ourselves getting caught up in the story.

“Everything is the opposite as it appears to be, and nothing is the opposite of what it appears to be.” Say this three times in a row.





# UNLOCKING YOUR HAPPINESS

## KEYS TO YOUR SUCCESS:

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I have given you the tools to transform your life. NOW, it is up to you to create the change you desire.

Keys **REQUIRED** to create your success story:

1. **Be CONSISTENT:** Shifting our mindset requires us to become aware of the negative mind chatter holding us back. The more you become aware of the limiting thoughts, the more you can cancel with ease.
2. **Create a HABIT:** Developing a habit is critical in creating your success story. Design a routine that serves you now! Once you know where you are going, it is easy to create a path to get you there. I created the Daily Intentions Planner for that exact reason to generate more with ease.

**Get Your Copy here:** <https://talkingwithteri.com/product/daily-intentions-planner/>

3. **Go on a MEDIA DIET:** One of the powerful ways we impact our mindset negatively is the osmosis process via the News. Let's be honest the News is a business, and its product is FEAR. When we fall into the media trap, our brain follows suit, and we can't help finding all the "evidence" to support what we see.
4. **Get ACCOUNTABILITY:** Anytime we start something new, we must be held accountable for our actions. Seek out an accountability partner to report to, hold us accountable, and motivate us to keep moving forward.

We are potent beings. When we clear out the blocks holding us back, we free ourselves to catapult our business to generate more clients, more money, more freedom, and, most importantly, MORE IMPACT! Sound good?

## So, what's next?...Getting started!

# UNLOCKING YOUR HAPPINESS

## WHAT'S NEXT

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## Let Us Help YOU Master Your MINDSET!

**Book a DISCOVERY Session NOW!**

**Go to: <https://talkingwithteri.as.me/gift>**

As you can see, we are just touching the tip of the ice-berg. Any of the deeper Rooted unconscious and subconscious aspects that impacting your life and your business will need to be addressed to allow you to fully step into your **extraordinary!**

**Schedule a call now. It's Free.**

We can help you release the blocks that Are holding you back personally and professionally and get you on the path to success.

If you want to simply get in touch with us Call the office at 720.338.9628.

We look forward to helping you step into your zone of brilliance!





# Talking *with* Teri

LIVE EXTRAORDINARY

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