

MANAGING THOUGHT[®]

PrioriTree™ Exercises from the Award-Winning Book and Audio Book by Mary J. Lore

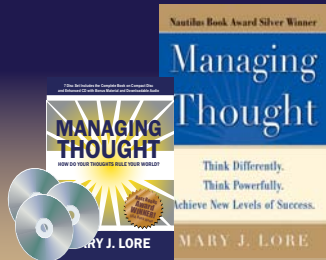
PrioriTree 1 is a short exercise to get you started—to help you understand what truly matters to you. This exercise can serve as the basis for practicing *Managing Thought* as you read the book.

PrioriTree™ 1

What I Really Want

Determining What Is Significant and of Value to Me

1. **Take a deep breath, first exhaling deeply to access your higher awareness.**
2. **Imagine that you are on your deathbed, congratulating yourself on a life well lived. Or think about an area of your work or life that is not working—where you may feel stuck.**
3. **Imagine what your life well lived is like. Or imagine what it could be like if you were unstuck—if what is stuck is working perfectly.**
4. **Write down seven words on the lines above to describe your life well lived, or seven words that describe that area of your work or life as if it is working in the highest of ways.**



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continued

Examples:

For those who feel stuck in general or who are imagining a life well lived, words I have seen people write include:

Happiness, love, relationships, legacy, prosperity, peace, contribution, difference, security, family, abundance, joy, health, vitality, mentor, teacher, service, enlightenment, creativity, freedom, passion, purpose, balance, organized

For those concerned with being overweight, some of the words I have seen people write include:

Healthy, vitality, energetic, active, choices, vibrant, glowing, vacations, attractive, swimsuit, confidence

For those who are dissatisfied in their relationships with their significant others, some words I have seen people write include:

Loving, supportive, communication, trust, openness, romance, intimacy, accepting, embracing, partner, honeymoon, fun, comfort, sanctuary

For those who may be stuck at work, I have seen words such as:

Leader, respect, trust, openness, inspire, capable, execute, learning, satisfaction, growth, profitability, teamwork, fun, organized, planning, communication

5. **Now review your seven words and choose the word that is of most significance to you right now.**
6. **Circle the word.**
7. **Take a moment to reflect. What are you like in the moments of your day? Imagine what you want, not what you don't want.**

For example, let's say that you are imagining being a great leader, a great partner, or a great parent, and your word is *listen*. As you imagine being a great listener, you may find yourself describing it in terms of what you don't want. For example, I don't let myself get distracted by all the things I have to do or I don't keep worrying about how I don't have time for this. As you catch yourself thinking about what you don't want, rephrase your story to describe what you do want. If you aren't





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distracted, what are you like? What do you think, do, and say? If you aren't worrying about the time, what are you thinking, doing, and saying?

Imagine each moment—I am a great listener. I take a deep breath, get into my calm space, and turn my attention to the person. I look into their eyes and smile. I am open and receptive to what they have to say. I ask questions to learn and I repeat back to them what I have heard to gain a clear picture. I ask them how I can be of service to them.

8. **Write down seven words or phrases to describe what you are like at home, at work, and in life when you are living your word. What are you doing? How are you being? And what does this bring you?**

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

9. **Take a moment to reflect. What did you notice?**

Was this easy to do? Was it hard to do? Did you notice that thinking about what you want helps you to formulate a clear picture of the essence of what you want? If not, then branch out even further and write down seven words to describe your seven words until you have that clear picture of what it is like to live your word in the moments of your day. It is when you can imagine what you truly want that you become inspired. It is when you are inspired that you get ideas and take action to fulfill your intention.

10. **Tell your story. Say it out loud and notice how you feel.** To clarify your vision, test the power of what you think you want and to determine if it is true to you, say out loud, in the first person, what you have written in step 8 above. Say it in the present tense using full sentences, as if you are telling someone else about you. What do you notice? Does this feel inspiring? Does it feel good? Powerful?

If you feel blaming, judgmental, forced, or like a victim, or do not feel at peace or inspired as you are saying your story, chances are



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good that what you are saying you want is not right for you. It may be what other people want or what you think you should want.

At this time, it is helpful to quiet yourself and notice the thoughts that come to you. You may have thoughts of how to change what you want or how to change the wording of what you want. In this case, go back and adjust what you have written, say it out loud again, notice, reflect, make adjustments again, and so on.

You may have thoughts of doubt, judgment, or that you are undeserving. In this instance, think about what you could prefer to think. Imagine what you are like when you think this way, say it out loud, notice how you feel, and make adjustments. Continue to peel your onion until you can describe how you are living that is true to your word and you feel powerful, at peace, and inspired.

This simple exercise can be used with anything we are about to do or say. We can write down seven words to describe what is of significance to us in being a parent, a partner, a teacher, a friend, a listener, a mentor, or a leader. We can write down seven words to describe what is of significance to us in a job, a career, parenthood, retirement, a vacation, a home, a relationship, or a marriage. We can write down seven words to describe what matters to us in a tradeshow, presentation, meeting, strategy, or goal.

With practice, before we say or do anything, we find ourselves quickly and naturally thinking about what is of significance to us in this moment. With practice, we automatically ask ourselves what we can say or do in this moment that truly serves our purpose.



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PrioriTree™ 2

Identifying Destructive and Diseased Thoughts

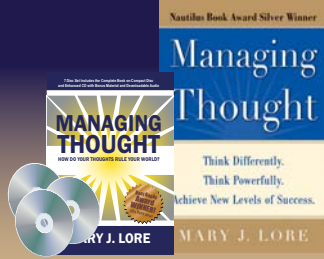
When I have a thought that is not empowering or constructive for me or for the object of the thought, I let it go.

If my thought is totally contrary to what I want (to what matters most for me and others), I let it go.

How can we know whether a thought is destructive or diseased?

These are a few rules of thumb that I use to help make that determination.

1. Does the thought bring me peace or inspire me?
2. Does the thought cause harm to others or to me?
3. Does the thought move me toward or away from what is significant and of value to me and to those involved?



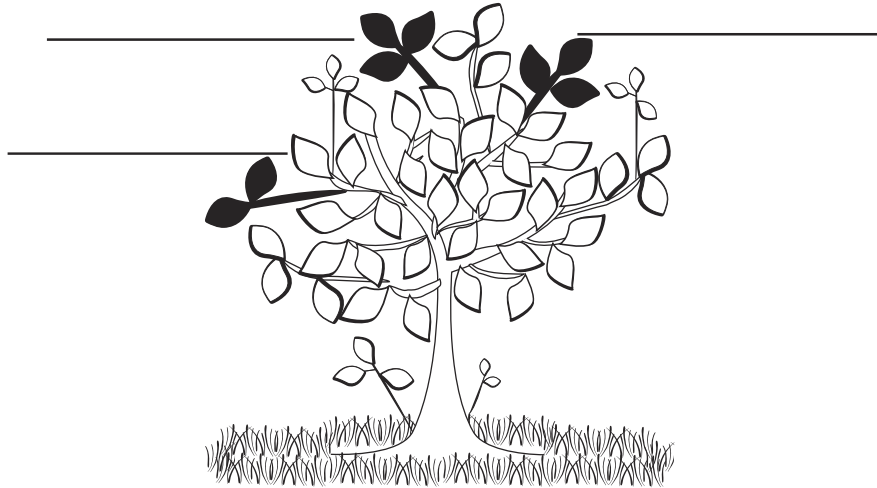
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PrioriTree[™] 2

PrioriTree[™] 2
continued

Destructive and Diseased Thoughts



1. **Using the three rules of thumb for identifying destructive and diseased thoughts, take a few moments to review what you wrote in the Chapter 7 exercise PrioriTree 1—What I Really Want.**
2. **Think about the thoughts you have during the day.** What thoughts do you have that you know are destructive and diseased? What thoughts do you have that are not moving you toward the fulfillment of what is significant and of value to you? What thoughts do you have that are completely contrary to what you want?
3. **On the lines next to the dead and diseased branches above, write three predominant thoughts you have that you know are not constructive or empowering for you, perhaps even contrary to making what you have chosen as significant and of value to you a reality.**
4. **Look at these thoughts.** Without blame or judgment, notice how frequently you have these thoughts. Notice the impact these thoughts have on your creativity, passion, and zest for what you are doing. Notice the decisions you make and the actions you take as a result of these thoughts. Notice the impact on your health and the well-being of yourself and others.





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5. **Can you think of any good reason to hold on to these thoughts? Can you think of thoughts that you prefer to hold on to, that could move you toward what is significant and of value to you?**

6. **Thank your brain for your thoughts.** Acknowledge and experience the joy of your self-awareness and of your ability to choose your own thoughts.

PrioriTree™ 2
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Let's take a few moments to become aware of the beliefs and perceptions we may have that are holding us back from fulfilling what is important to ourselves and to all involved.

Your beliefs have consequences, for better or worse. They are the seeds of your intentions. So it's good to take inventory—to notice and acknowledge your beliefs without blame or judgement. This diminishes their power and releases them.

PrioriTree™ 3

Thoughts that Waste Time, Energy, and Money, and Block the Light (True Reality)

1. **Write down the word that represents what is significant and of value to you from Chapter 7.**

2. **As you write your word and imagine what this word represents as being reality, notice the thoughts that come to you that are telling you how or why this reality may not be possible, or why it may be difficult. Write the limiting beliefs on the lines next to the suckers and crossed branches on PrioriTree 3 above.**
3. **Based on what you learned in Chapters 8 and 9, and in this chapter, write additional predominant thoughts you have that you know are perceptions, beliefs, expectations, or conclusions drawn from prior experiences that are wasting your time, energy, and money, and are contrary to making what is significant and of value to you a reality.**



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PrioriTree™ 3
continued

Examples:

- Thoughts that you are right about something.
 - Thoughts that you feel strongly about something.
 - Thoughts that limit possibilities—can't, won't, must, no way, it'll never, should, always.
 - Limiting beliefs—beliefs about inadequacy, success, power, superiority, or life in general; from an individual, family, organizational, or societal perspective. (You may want to review the lists of limiting beliefs in Chapter 9 to see if any of these ring true or trigger you in any way.)
 - Thoughts where you expect things to happen or people to behave in a certain way.
 - Criticism, blame, or judgment of yourself and others.
 - Conclusions you've drawn from prior experiences that are no longer valid today.
4. **Look at these thoughts.** Without blame or judgment, notice how frequently you have these thoughts. Notice the impact these thoughts have on your creativity, passion, and zest for what you are doing. Notice the decisions you make and the actions you take as a result of these thoughts. Notice the impact on your health and the well-being of yourself and others as a result of these thoughts.
 5. **Can you think of any good reason to hold on to these thoughts?**
 6. **Acknowledge and experience the joy of your self-awareness and your ability to choose your thoughts.**

Taking responsibility for our beliefs is key because every detail of the belief system that we hold has consequences—for better or for worse. Simply bringing the awareness of some of these underlying beliefs to light causes some of them to immediately dissipate.

This is a matter of self-awareness. It's about noticing the beliefs and perceptions we have, and deciding whether or not they are constructive for us or for others, whether or not they bring us peace or inspire us, whether or not they create the reality we wish to create—the character, the circumstances, the destiny, and the success we want.



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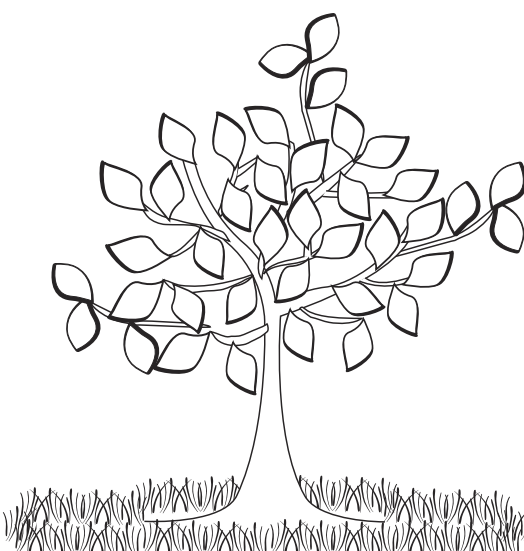
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The following exercise provides the opportunity to practice choosing and writing your intention.

PrioriTree™ 4

Practice: Shaping Thought

Creating and Writing My Intentions



1. **Take a deep breath and exhale deeply to access your higher awareness.**



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PrioriTree™ 4
continued

5. **Review what you've written and make adjustments.**
Have you written what you want (not what you don't want)? Have you written the intention as if it is already happening? Have you stated your intention in its highest way? Have you stated the good that results? Have you included your senses and emotions?

6. **Say it out loud and notice how you feel.**
To test the power of your intention and determine if it is true to you, say it out loud. Straighten your spine, take a deep breath, exhale deeply, and state your intention aloud three times, louder and more powerfully each time. Then state your intention as if you're having a conversation with someone and you're telling that person how it's going. What do you notice? Does this feel inspiring? Does it feel good? Powerful? Can you feel yourself lighten up? Can you feel yourself smiling? Can you feel your eyes light up?

7. **Quiet yourself and notice the thoughts that come to you.**
You may have thoughts of how to change the wording of your intention. In this case, go back and adjust what you have written, say it out loud again, notice, reflect, and make adjustments again until your intention feels powerful and possible. If you have thoughts of doubt, judgment, or non-deserving, create an intention for what you prefer to think. Say it out loud, notice how you feel, and make adjustments. Continue to peel your onion until you can describe how you are living that is true to you and you feel powerful, at peace, and inspired.

By repeating our intentions and taking the time to be quiet each day, we remain connected with our higher awareness.

You'll find that when you state your intention just before sleeping, you wake up with ideas on how to put your intention into action. You may find yourself inspired to take the next step. It's pretty amazing. Try it, and see for yourself.



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When we are continually mindful of our intentions and ask questions that move us another step toward the achievement of our intentions, we achieve significant results.

This exercise provides practice in developing powerful questions.

PrioriTree™ 5

Practice: Shaping Thought

Asking Powerful Questions

- Choose the intention you want to bring to a powerful reality and write it down.** Remember to describe your new reality as if it is already happening in its highest way—as if you are experiencing that reality right now. Describe what your life is like in this new reality: What is your life like? What are you like? What powerful impact do you make on yourself and others when you are living this vision? How do you feel—Physically? Emotionally? Spiritually?



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PrioriTree™ 5
continued

- Review what you've written and write the success factors to achieve this intention. Think for a moment of the success factors for achieving this vision. As an example, for achieving vibrant health, you may feel that the success factors are eating natural whole foods, enjoying regular aerobic exercise, taking time to rejuvenate and relax each day, and being appreciative of yourself. For another example, let's say you have an important meeting with a potential customer. You may feel the success factors are that you have identified the pain of the potential customer, you have successfully related your capabilities and solutions with that pain, you have identified a champion, and you have determined what could cause that customer to choose you.

- Formulate How can I? and What can I do? questions that include your success factors. For the vibrant health example, you might ask, What natural whole food can I eat this week? What day of the week or what meal each day can I eat that's filled with natural whole foods? What aerobic activity can I enjoy today or this week? How can I relax today? How can I relax in this moment? What about me am I thankful for? For the meeting with the potential customer, you might ask yourself, How can I create an atmosphere of trust? What questions can I ask that dig deep and find the pain? What information about us can I share that relates to that pain? How can I find out who the decision maker is? I wonder what their decision matrix entails? How can I prepare for this meeting? How can I be of highest and best service to this potential customer?

- State your questions out loud and notice how you feel as you ask your questions. If you do not feel empowered, if you feel pressured, like a victim, hopeless, judgmental, or blaming, then reformulate your questions.



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PrioriTree™ 5
continued

As we shape our thoughts, we can prepare questions to ask ourselves the first thing in the morning, before a meeting or a conversation, before we do a walk-through of the company, before we open the door when we go home at night, before we react to what someone is saying to us, or at the start of anything new.

Most of us have trained ourselves to ask questions in a way that makes us feel bad. We ask questions in hindsight that bring answers highlighting what we didn't do or what went wrong. They bring about blame, judgement, and defensiveness. They do not inspire us or move us toward the fulfillment of our intention.

When we ask questions in a way that reemphasizes our purpose, intention, and vision, which opens us to the sea of possibilities of fulfilling our intentions, the creative portions of our brains light up. We are open and receptive to learning. Our creative juices begin to flow and we feel great.

When we don't ask questions in this way, we feel bad. We feel like victims; we feel blaming or judgmental of ourselves and of others. We feel hopeless—we are not at peace or inspired.

By retraining ourselves to ask our questions in a way that makes us feel inspired, and by focusing on what is of value to us, we achieve significant results and happiness—a winning combination.



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Prioritree™ 6

is a short exercise to help you test your powerful statement.

Once you have written your powerful statement, test it by reading it aloud. Straighten your spine, exhale deeply, and then repeat the statement three times. Now reread the statement while breathing naturally and smiling.

Notice any thoughts that come to you as you are making the statement—thoughts that represent limiting beliefs or self-defeating statements. For each of these thoughts, think of the thoughts you could prefer to have, and write an additional powerful statement to replace these thoughts.

Again, notice how you feel. You may feel like crying. If you do, allow yourself to cry. A tremendous healing is in place. Then keep repeating the statement until you can do so without crying. Repeat your powerful statement until you can say it while smiling. If you find that you do not feel powerful as you vocalize your statement, then rewrite it until it feels comfortable. If you find that you feel like a victim, or sense that you are in a blaming or judgmental mode as you reread your statement, then rewrite it. If you find you feel burdened or forced; your eyebrows are furrowed, your neck, chest, and gut are tight; or your breaths are short as you reread your statement, rewrite it.

The trick is to relax, invoke the state of wonder, and let it come to you, let it flow. If your intentions are sincere and you are clear on the good that results from the fulfillment of your intentions, you will find that as you repeat your statement, you begin to feel a better way to word your powerful statement. As you progress in the fulfillment of your intention, this is particularly true. This knowing could come right away, in two hours, two days, two weeks, or more. It *will* come to you, and when it does, rewrite your powerful statement.

Be sincere in your intention. Be clear on the good that arises by fulfilling your intention. Say your powerful statement out loud. Breathe. Smile. See how you feel. See what comes to you. Rewrite your powerful statements. Write new powerful statements as you peel your onion.

The following are examples of some powerful statements that I have used.

POWERFUL STATEMENTS

I am happy.
 I am open and receptive. I seek to understand.
 I do my best in everything I do.
 I am thankful for all my blessings, all that I am, and all that I have.
 I am thankful for the contribution of countless others to my livelihood,
 my education, my dwelling, my sustenance, my well-being,
 and my success.
 I serve others to the best of my ability in all I say and do.
 I make the most of my time each and every day.
 I am a wonderful success in all of my undertakings.
 My work is a great contribution to others, and I am richly rewarded.



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PrioriTree™ 6
continued

I accept prosperity in my life and allow myself to have more than I can ever dream possible.

My prosperity prospers others; I send others thoughts of their increased prosperity.

Money flows freely in my life. I always have more money coming in than going out.

My money is a source of good for me and for others.

I attract to me only those things that bless and prosper me.

Energy flows freely in every area of my life. All my energy exchanges are positive.

I create things easily and effortlessly.

I change the world around me by changing myself.

I hold only constructive, powerful, and loving thoughts.

I am true to my word.

I feel strong and powerful as I take consistent action to accomplish my purpose.

I am willing to change and to grow. I am safe to create a new future.

Today is a new and wonderful day. I make the most of every moment.

I release all blame and accept the peace and joy of life.

I feel the joy of life as I use my power to benefit myself and others.

I love and trust the flow and the process of life. I am safe.

I lovingly release the past and turn my attention to this new day.

I love and approve of myself. I am at peace. I am calm. All is well.

I am filled with love, compassion, and forgiveness.

I forgive others. I forgive myself.

I love and enjoy life.

I love myself, my humanity, my divinity, and all my thoughts, feelings, emotions, and fears.

I bring love and a positive attitude to everything I do.

I demonstrate love in every action every day.

I acknowledge how far I've come.

I affirm my commitment to my higher purpose and my world service.

My higher purpose and world service are my highest priority.

I live a life of joy and aliveness, filled with loving relationships, peace, prosperity, abundance, and love.

I am in perfect health and the law of harmony operates in my mind, body, and soul.

I pray for lives of joy and aliveness, filled with loving relationships, peace, prosperity, abundance, love, and perfect health for my family, friends, colleagues, and all people everywhere.

I choose peace.

I choose prosperity.

I choose gratitude.

I choose service.

I choose balance.

I choose joy.

I choose kindness.

I choose openness and receptivity.

I choose creativity.

I choose expansiveness.



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PrioriTree™ 6
continued

I choose love.
 I choose forgiveness.
 I choose compassion.
 I choose greatness.
 I choose leadership.
 I choose truth.
 I choose abundance.
 I choose balance.
 I choose power.
 I now...
 I now practice...
 I wonder what I can...
 I wonder...

Practice makes permanent.

Practicing our powerful statements upon waking and before falling asleep, moves us toward the reality we want.

It is optimal to think, write, or state your powerful statement upon waking or before you fall asleep, when you and your brain are most open and receptive. Most of what we think, say, and do each day is a habit and is performed *unconsciously* and consciously. By repeating our powerful statements when we are open and receptive, we can bring what has become *unconscious* to awareness. By repeating our powerful statements throughout the day when we are in a state of mindfulness, we can rewire our habitual thinking and behavior. By repeating our powerful statements, we keep our powerful statements in focus. We then change what we say, feel, and experience. We make good choices and act and react in a way that moves us toward the reality we want.