



## It's Your Choice by Adrian Law

### Transcription

1

00:00:00,000 --> 00:00:02,150

GOOD MORNING.

2

00:00:02,151 --> 00:00:02,900

HOW ARE YOU DOING?

3

00:00:02,901 --> 00:00:06,760

WELCOME TO A VERY WET AND COLD, CAVES BEACH.

4

00:00:06,761 --> 00:00:08,380

UH, THREE THINGS--

5

00:00:08,381 --> 00:00:08,820

FOUR THINGS,

6

00:00:08,821 --> 00:00:09,480

ACTUALLY, TODAY.

7

00:00:09,481 --> 00:00:12,450

THE FIRST ONE IS A GIFT.

8

00:00:12,460 --> 00:00:13,490

SECONDLY,

9

00:00:13,500 --> 00:00:16,010

IS PROBABLY A BIT OF A REMINDER.

10

00:00:16,270 --> 00:00:17,620

AND THEN TWO LITTLE TIPS.

11

00:00:18,270 --> 00:00:19,840

SO, FIRSTLY,

12

00:00:19,850 --> 00:00:21,250

I DON'T KNOW IF YOU'VE READ MY BOOK.

13

00:00:21,260 --> 00:00:22,740

"I NEED TO CHANGE A COUPLE OF THINGS"

14

00:00:22,741 --> 00:00:24,150

POSITIVE PSYCHOLOGY BOOK.

15

00:00:24,160 --> 00:00:27,540

THE FIRST CHAPTER IN THIS BOOK.

16

00:00:27,550 --> 00:00:29,570

IN FACT, THIS IS GOING TO BE THE GIFT

17

00:00:29,571 --> 00:00:30,540

IF YOU I'M NOT SURE IF YOU'VE READ

18

00:00:30,541 --> 00:00:31,130

IT OR NOT.

19

00:00:31,140 --> 00:00:32,170

BUT IF YOU'D LIKE,

20

00:00:32,180 --> 00:00:34,270

UH, THIS AS A GIFT,

21

00:00:34,280 --> 00:00:35,540

I'LL LET YOU KNOW HOW YOU GET IT.

22

00:00:35,550 --> 00:00:37,200

BUT THE FIRST CHAPTER IN THIS BOOK IS

23

00:00:37,201 --> 00:00:38,970

CALLED "IT'S YOUR CHOICE,"

24

00:00:39,360 --> 00:00:41,330

AND THIS IS THE FIRST POINT OF THE REMINDER.

25

00:00:41,340 --> 00:00:43,640

SO WHEN I TALK ABOUT IT'S YOUR CHOICE,

26

00:00:43,641 --> 00:00:44,420

WHAT DO I MEAN?

27

00:00:44,430 --> 00:00:46,990

WELL, WE CHOOSE A LOT MORE THINGS THAN

28

00:00:46,991 --> 00:00:48,170

MOST PEOPLE REALISE.

29

00:00:48,180 --> 00:00:49,930

YOU CHOOSE WHAT YOU SAY NEXT,

30

00:00:49,940 --> 00:00:51,410

YOU CHOOSE WHAT YOU DO NEXT.

31

00:00:51,420 --> 00:00:53,780

YOU CHOOSE WHAT YOU FOCUS ON.

32

00:00:54,580 --> 00:00:56,080

YOU EVEN CHOOSE YOUR ATTITUDE.

33

00:00:57,160 --> 00:00:57,990

THINK ABOUT THAT.

34

00:00:58,000 --> 00:01:00,180

SO WHAT ARE YOU FOCUSING ON TODAY?

35

00:01:00,190 --> 00:01:00,920

RIGHT NOW,

36

00:01:00,921 --> 00:01:02,040

IT'S MONDAY MORNING.

37

00:01:02,050 --> 00:01:03,120

IT'S WET.

38

00:01:03,121 --> 00:01:03,960

IT'S COLD.

39

00:01:03,970 --> 00:01:06,790

IT'S VERY EASY TO FOCUS ON NEGATIVES.

40

00:01:06,800 --> 00:01:08,840

"CAN'T BELIEVE IT'S MEANT TO BE SPRING"

41

00:01:08,841 --> 00:01:10,410

AND ALL THIS KIND OF STUFF, RIGHT?

42

00:01:10,411 --> 00:01:11,701

WE GET DEPRESSED ABOUT IT,

43

00:01:11,810 --> 00:01:14,250

OR WE COULD CHOOSE TO LOOK AT IT A

44

00:01:14,251 --> 00:01:15,300

DIFFERENT WAY.

45

00:01:15,310 --> 00:01:18,210

IT'S NICE TO GET A LITTLE BIT RUGGED UP.

46

00:01:18,220 --> 00:01:20,680

MAYBE PUT THE HEATING ON ITS 12.5 DEGREES,

47

00:01:20,681 --> 00:01:21,510

ACCORDING TO MY CAR.

48

00:01:21,511 --> 00:01:22,240

IT'S CRAZY.

49

00:01:22,980 --> 00:01:24,500

BUT IT COULD BE A POSITIVE THING.

50

00:01:24,510 --> 00:01:25,700

TONIGHT, WE GET HOME

51

00:01:25,701 --> 00:01:27,540

WE MIGHT HAVE A GLASS OF RED WINE AND

52

00:01:27,541 --> 00:01:29,760

WATCHING A MOVIE OR SOMETHING AND RELAX

53

00:01:29,761 --> 00:01:30,740

WITH OUR LOVED ONES.

54

00:01:30,750 --> 00:01:32,450

SO THERE'S ALWAYS DIFFERENT WAYS TO

55

00:01:32,451 --> 00:01:32,860

LOOK AT IT.

56

00:01:32,861 --> 00:01:35,010

SO HOW ARE YOU LOOKING AT THIS MORNING?

57

00:01:35,011 --> 00:01:36,770

IF IT IS THIS MORNING AS YOU WATCH THIS



58

00:01:36,780 --> 00:01:38,490

WHEN YOU'RE SPEAKING TO YOUR CUSTOMERS WHEN

59

00:01:38,491 --> 00:01:40,000

YOU'RE SPEAKING TO YOUR PROSPECTS,

60

00:01:40,010 --> 00:01:41,720

WHAT ARE YOU FOCUSING ON?

61

00:01:41,721 --> 00:01:43,790

BECAUSE THAT'S YOUR CHOICE.

62

00:01:43,800 --> 00:01:45,460

THE NEXT TWO LITTLE TIDBITS.

63

00:01:45,461 --> 00:01:46,740

THE FIRST ONE,

64

00:01:47,170 --> 00:01:48,610

WHICH IS DEFINITELY YOUR CHOICE,

65

00:01:48,800 --> 00:01:51,350

AND WE SIMPLY FORGET TO DO THIS SOMETIMES.

66

00:01:51,560 --> 00:01:53,193

SMILE.

67

00:01:53,194 --> 00:01:55,999

PLEASE PUT A BIG SMILE ON YOUR FACE.

68

00:01:56,000 --> 00:01:57,150

PEOPLE FEEL IT.

69

00:01:57,160 --> 00:01:58,270

YOU FEEL IT.

70

00:01:58,280 --> 00:02:00,300

SO WHEN YOU PICK UP THE PHONE WHEN YOU

71

00:02:00,301 --> 00:02:02,540

SPEAK TO YOUR CUSTOMERS AND CLIENTS,

72

00:02:02,550 --> 00:02:04,300

JUST PUT A SMILE ON YOUR FACE.

73

00:02:04,301 --> 00:02:06,540

WHAT NOT ENJOY THE PROCESS?

74

00:02:06,550 --> 00:02:08,360

YOU CAN CHOOSE. IT WAS FUNNY,

75

00:02:08,361 --> 00:02:09,090

A FEW DAYS AGO,

76

00:02:09,091 --> 00:02:11,540

I ASKED MY 14 YEAR OLD DAUGHTER NOW

77

00:02:11,550 --> 00:02:14,965

TO ASK FOR HER HELP CLEANING UP AROUND THE POOL.

78

00:02:14,966 --> 00:02:16,490

YOU JUST THOUGHT I ASKED HER FOR

79

00:02:16,491 --> 00:02:19,070

A KIDNEY AND SHE'S DOING SOME

80

00:02:19,080 --> 00:02:21,800

VACUUMING AND WITH A BIG BLOWER THING

81

00:02:22,390 --> 00:02:25,150

AND HER FACE OH, MY GOD.

82

00:02:25,151 --> 00:02:28,479

AND I WAS JUST TRYING TO GET HER TO SMILE,

83

00:02:28,480 --> 00:02:31,510

BECAUSE YOU CAN ENJOY THE MOST MENIAL TASKS.

84

00:02:31,520 --> 00:02:34,750

IF YOU PUT A SMILE ON YOUR FACE IS POINT 1.

85

00:02:34,751 --> 00:02:36,230

HAVE SOME FUN WITH IT.

86

00:02:36,240 --> 00:02:38,110

PEOPLE ARE PEOPLE, RIGHT?

87

00:02:38,111 --> 00:02:39,530

WE'RE IN A PEOPLE BUSINESS,

88

00:02:39,531 --> 00:02:40,050

REMEMBER?

89

00:02:40,065 --> 00:02:41,985

SO WHEN YOU CONNECT WITH PEOPLE,

90

00:02:41,986 --> 00:02:43,385

WHEN YOU PICK UP THE PHONE,

91

00:02:43,395 --> 00:02:45,665

PUT A SMILE ON YOUR FACE FIRST.

92

00:02:45,675 --> 00:02:46,815

ENJOY THE PROCESS.

93

00:02:46,816 --> 00:02:48,605

YOU'LL ACTUALLY GET BETTER RESULTS AS

94

00:02:48,606 --> 00:02:49,365

PART OF IT.

95

00:02:49,375 --> 00:02:50,505

AND THE SECOND LITTLE TIDBIT.

96

00:02:50,506 --> 00:02:52,035

IT IS SOMETHING WE DO NATURALLY.

97

00:02:52,045 --> 00:02:54,595

BUT OFTEN WE FORGET TO DO THIS AND WE

98

00:02:54,596 --> 00:02:55,525

CAN TENSE UP,

99

00:02:55,526 --> 00:02:57,934

IS JUST TO BREATHE.

100

00:02:57,935 --> 00:03:00,045

TAKE YOUR TIME.

101

00:03:00,055 --> 00:03:01,495

IT'S NOT A SPRINT,

102

00:03:01,505 --> 00:03:02,680

IT'S A MARATHON.

103

00:03:02,970 --> 00:03:06,180

AND IF YOU BREATHE AND YOU SMILE AND

104

00:03:06,181 --> 00:03:09,600

YOU CHOOSE TO FOCUS ON CONSTRUCTIVE THINGS,

105

00:03:09,610 --> 00:03:11,910

YOUR TARGETS TAKE CARE OF THEMSELVES.

106

00:03:11,920 --> 00:03:14,160

WHEN YOU BREATHE,

107

00:03:14,170 --> 00:03:16,400

YOU'RE LISTENING MORE LIKELY TO LISTEN

108

00:03:16,401 --> 00:03:17,430

TO YOUR CUSTOMERS.

109

00:03:17,440 --> 00:03:19,460

THEY FEEL MORE UNDERSTOOD.

110

00:03:19,470 --> 00:03:21,580

YOU CAN TAILOR WHAT YOU'RE TALKING ABOUT

111

00:03:21,581 --> 00:03:24,960

SO MUCH EASIER. YOU CAN CLOSE THE SALE

112

00:03:24,961 --> 00:03:27,240

BECAUSE YOU KNOW, THE TIMING IS RIGHT.

113

00:03:27,241 --> 00:03:28,750

WHEN YOU'RE BREATHING,

114

00:03:28,760 --> 00:03:29,960

WHEN YOU'RE LISTENING,

115

00:03:29,970 --> 00:03:32,640

WHEN YOU'RE PUTTING A SMILE ON YOUR FACE



116

00:03:32,650 --> 00:03:35,920

SO THAT'S MY FEW LITTLE TIPS TODAY

117

00:03:35,930 --> 00:03:37,600

IF YOU HAVEN'T READ MY BOOK AND YOU'D

118

00:03:37,601 --> 00:03:38,350

LOVE A COPY,

119

00:03:38,360 --> 00:03:41,410

ALL YOU SIMPLY NEED TO DO IS TO EMAIL ME.

120

00:03:41,411 --> 00:03:44,070

AND JUST VERY BRIEFLY LET ME

121

00:03:44,071 --> 00:03:46,410

KNOW HOW I'VE CURRENTLY HELPED YOU

122

00:03:46,420 --> 00:03:50,120

WITH THE TRAINING SO FAR AND/OR WHAT

123

00:03:50,121 --> 00:03:51,380

YOU'D LIKE HELP WITH.

124

00:03:51,390 --> 00:03:53,520

AND THIS CAN BE COMPLETELY CONFIDENTIAL.

125

00:03:53,530 --> 00:03:56,090

BUT BE AS SPECIFIC AS YOU CAN.

126

00:03:56,100 --> 00:03:59,020

AND I WILL GIFT TO YOU A COPY OF THE BOOK

127

00:03:59,021 --> 00:04:00,250

(THEY SELL FOR 30 BUCKS.)

128

00:04:00,260 --> 00:04:03,410

SO IT'S A REALLY FUN BOOK.

129

00:04:03,420 --> 00:04:05,010

LOTS OF POSITIVE FEEDBACK I'VE GOT

130

00:04:05,011 --> 00:04:06,710

FROM IT. AND IF YOU HAVEN'T READ IT

131

00:04:06,720 --> 00:04:08,850

ALREADY, A COPY OF THIS WILL BE YOURS

132

00:04:08,860 --> 00:04:11,140

IF YOU EMAIL ME WITH WHAT I'VE HELPED

133

00:04:11,141 --> 00:04:14,000

YOU WITH SPECIFICALLY SO FAR AND/OR

134

00:04:14,010 --> 00:04:15,890

WHAT YOU'D LIKE SOME HELP WITH?

135

00:04:15,900 --> 00:04:16,370

ALL RIGHT.

136

00:04:16,380 --> 00:04:17,110

HAVE FUN.

137

00:04:17,120 --> 00:04:17,970

SELL LOTS.

138

00:04:17,980 --> 00:04:18,820

HAVE A GREAT DAY.

139

00:04:18,830 --> 00:04:19,530

HAVE A GREAT WEEK.

140

00:04:19,540 --> 00:04:20,530

I'LL SPEAK TO YOU VERY SOON.

141

00:04:20,540 --> 00:04:21,440

BYE FOR NOW.