

ELEVATE YOUR THINKING

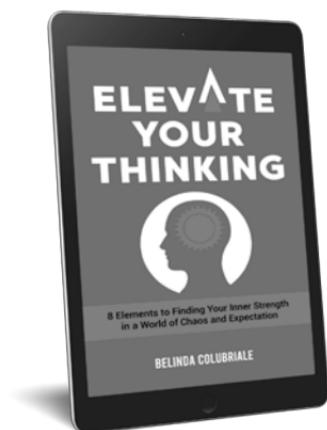
*8 Elements to Finding
Your Inner Strength
in a World of Chaos
and Expectation*

Belinda Colubriale

Download Your Free Workbook Now!

As a gift to my readers and to help you get the most out of this book, I encourage you to download a FREE workbook.

This will allow you the time to stop, think, reflect, and implement what you are learning.



Go to

www.belindacolubriale.com.au/EYTworkbook

to download your FREE workbook today!

Also, feel free to go to my website and see the other options that are available to you at:

www.belindacolubriale.com.au

Dedication

*To my husband, Vince,
for your loyalty, support, and love
over the past 14 years.*

*The real voyage of discovery consists not in
seeking new landscapes, but in having new
eyes.*

—Marcel Proust

Contents

Introduction

ix

Section I: Creating the Life You Want

*1: Life Is Created Through a Series of Dots That
Combine to Make Your Line*

1

2: Seek Clarity

15

Section II: The Pinwheel

*3: The Strength of the Pinwheel Lies in the Axle
and in the Stick That Supports It*

27

*4: Building Your Inner Strength Through the
Primary Elements*

37

*5: Finding the Power Within Through the
Secondary Elements*

49

6: The Pinwheel and Its Blades

61

Section III: Choose Who Surrounds You

7: Creating Your Winning Team

71

*8: Be the Person Who Chooses the Glass to Be
Half Full*

83

Section IV: Gathering Momentum

9: Pinwheel Example One: Health and Wellbeing

97

10: Pinwheel Example Two: Wealth Creation

107

11: Your End Destination

121

Next Steps

129

Introduction

Life is lived in the extra beats we hold as time unfolds. Soon, the two beats become four, the four become eight, etc. and eventually we would have experienced and mastered the art of life.

—Brendan Burchard

INTRODUCTION

Growing up can be exhausting and overwhelming. I know I have been the overwhelmed and exhausted adult many times in the past. Many times in my life, I felt drained. I did not have enough hours in the day to do what I wanted to do; as for what I did do, I never felt that I was doing it to my full capability. I had all these great ideas, but I felt I had no time to implement them, let alone do them well.

With four young children keeping me busy, and by trying to fill their love tanks, the juggling of all the areas of my life became too much, including running my business, as well as maintaining my health and wellbeing.

I was struggling to do it all, and I knew something needed to change.

I needed to find a way to be better. I needed to find within me an inner strength and build and maintain habits that I felt would be important. I needed to find essential elements to help me achieve my best.

These elements needed to be important in not only moving me forward but in allowing me to thrive. I wanted to find ways to manage all the areas in my life, and I needed to do it better than I ever had before.

Finding the balance was hard. I needed more sleep, but then if I slept, I would lose the time I required to do other things. I wanted to become healthier, but sometimes I would opt for the quick meals to get us by, as this was easier. I wanted to grow my business, but the more time spent on that meant less time with my family. I felt like I was beginning to fail

ELEVATE YOUR THINKING

at everything, and I needed to find a way to change.

You might be feeling the same. You may have gotten that job promotion, so you get more money, but now you are finding you see your family less. The result, you feel agitated and overwhelmed, and so the cycle continues. You may assume it's normal because many others that you speak to feel the same way.

I'm here to tell you that it may be the norm in society to feel this way, but it doesn't have to be your normal. Life keeps getting busier and busier, but you can manage all the different areas, and you can manage them well and thrive, no matter how busy you are. In this book, I will set out a plan for you on how to do so moving forward.

I'm here to tell you that there is a way. What if I told you that by mapping out the different areas of your life into sections and seeing where improvements can be made, you could have it all? Would that sound like something you would be interested in? And, the great news is that it's simple in theory and just takes a bit of practice.

All you need to do is change your mindset to make the shift. This book will give you the elements needed to help. Make your core strong, meaning build on your inner strength and who you are deep within, and you can begin to focus on the other areas of your life. And the best part is, you can do it successfully.

I was the person who was overwhelmed, fatigued, and unmotivated at times. I was trying to do my best in all areas of my life, but my best was falling way short of

INTRODUCTION

the mark, and way short of the standard that I set for myself.

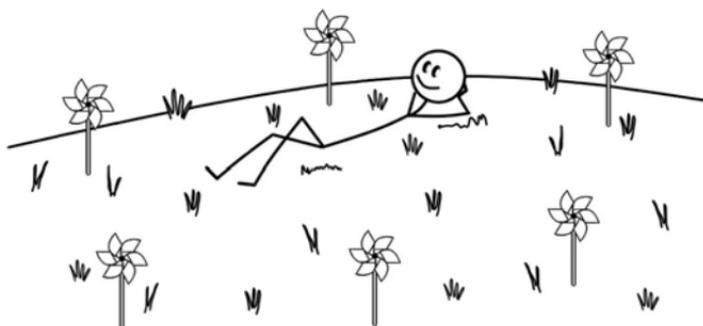
I wanted to be at my best for my husband and my kids, but my tank was running on empty. I knew I had to change what I was doing, and I had to change it fast. I wanted to change not only how I was showing up in the world, but I also wanted to raise the bar in my life.

So, I set out to make some fundamental changes, and I have never felt as good as I do now. Room for improvement? Sure. I never want to stop growing, but I am on my way to becoming my best self. I am the busiest that I have ever been, yet I have a plan to manage the different areas in my life and manage them well.

Though busy, I have created a busy life that I feel is also productive and fulfilling. I have found my groove where all the different areas of my life come together in unison to create my best life, and I have done this by simply elevating my thinking.

Imagine yourself lying on the grass. Around you are a bunch of pinwheels. These individual pinwheels represent different areas of your life, and their respective sizes depend on the importance of these areas. The larger ones are the areas most important to you.

ELEVATE YOUR THINKING



These areas could include health, mindfulness, wealth, family, and the list goes on. The main thing is that they are unique to you. Taking this one step further and imagine the pinwheels are spinning at different velocities. Some spin faster than others. The faster ones are the ones that you can manage more efficiently. The ones that need work may be moving more slowly.

These slow pinwheels represent work that you have delayed or aspects of life where you aren't even sure how to get these blades moving. Then finally, others have stopped and need attention. These pinwheels, when combined, make up your life, and when you can start increasing the rate at which they spin, you begin to realise that you are living the life you desire.

The good news is that although the blades on each pinwheel are specific to the areas of your life that are important to you, the strength of these pinwheels lies in the axle and then in the stick that is implanted into the ground. This axle allows those pinwheels to spin. If you build a strong foundation, your life will begin to

INTRODUCTION

transform. This transformation will be in ways that you never imagined possible.

I know this works because I can tell you the difference between how I felt in the past and how I feel now. For me, these pinwheels will only continue to spin faster and faster until eventually, with little effort, they will spin themselves, and then, the extra things you do in your life are the icing on the cake.

I now feel I have an abundance of time for what is important to me. I am the most energised I have ever been, and I feel fulfilled. I am a better wife and parent, all because I manage things more efficiently, by building on a strong base. I focus on what is important; I say no to what doesn't serve, and I have a goal, a destination of where and who I want to be, and a vision of a star that is now within my reach.

If you feel that you lack time, if you feel exhausted, if you feel the pinwheels in your life aren't spinning and your axle is not strong, then this book is for you.

If you feel unsure within yourself, if you lack the key elements to be at your best, then please continue reading on. There is no time like the present.

If you want to take back control of your life, raise the bar, and make a difference, then let's do so together.

Before you get started, please download the workbook at the link below to help you along the way, and together, we can build a personalised plan tailored for you.

www.elevateyourthinking.com.au/EYWorkbook

ELEVATE YOUR THINKING

SECTION I:

*Creating the
Life You Want*

Chapter 1

Life Is Created Through a Series of Dots That Combine to Make Your Line

*The 3 C's of Life: Choices, Chances, Changes.
You must make a choice to take a chance, or
your life will never change.*

—Zig Ziglar

LIFE IS CREATED THROUGH A SERIES OF DOTS

As soon as I was old enough to work, that's what I did. My first job was as a waitress at a reception centre. I worked there for four years. This job, at times, was exhausting. The hours were long, and the way you were treated was average. Yet, I learnt some of my most important life lessons here and lessons that would help me in my future. It was a blessing in disguise.

On a professional level, I learnt best practices on treating staff when I was in future leadership roles. Why? Because the head chef, the person in charge, was always belittling her staff. She was on a major ego trip, and she could not manage her stress levels. She exerted her authority through her negative actions, and she terrified most of the younger staff, especially the newer ones.

On a seven- to eight- hour shift, dinner breaks were usually no longer than fifteen minutes. You ate while standing up, and usually with minimal chatter amongst the staff. As soon as you finished eating, you would be back out on the floor, picking up the next course's dinner dishes. So, most of us took our time eating, as we knew we were heading straight back outside.

Throughout my time at this reception centre, a few managers came and went. Some because they could not deal with the head chef and some for other reasons. One day another new manager came in. He tried to make some changes to modernise the workplace.

He was younger than the previous managers, and he would not put up with the head chef's constant antics and belittling of staff. They often argued, and, as a

ELEVATE YOUR THINKING

result, he didn't last too long either. But, during this time, he took me under his wing.

Eventually, more opportunities became available to me. Soon, I was not only waitressing at night, but I was also called in to help this new manager set up event functions. These events included weddings, engagements, special gala nights, pension days, and more, and I loved doing this. I loved the longer shifts; I loved the sudden diversity that it taught me, and I also loved the associated increase in pay.

I was working about twenty hours a week on the weekends. Often when we got paid, this manager would also put some extra money into my envelope. Although the days were often long, I will never forget the feeling of being appreciated. I was about sixteen years old.

Throughout my time at this reception centre, I was aware that I was learning different skills that I would carry forward through life. I was learning how to speak to different generations of people, both young and old. I was learning about good work ethics and how to take on extra responsibilities. I was also becoming more efficient in managing my time, balancing school, work, and sport.

I was learning that although most people are appreciative of being served, some are rude, arrogant, and ignorant. This new knowledge also served me well as I would take this into the future and start to find my voice around these types of individuals.

When this manager who had helped me grow and learn resigned, I asked him for a reference. I had no intention of leaving at the time, but I was also unsure of who the

LIFE IS CREATED THROUGH A SERIES OF DOTS

next manager would be. I was not ignorant of the fact that in one way or another, I would be starting again, so this reference would help me in my future. It turns out the reference that he gave me helped me secure my next job.

This new job would come a year or so later. I had applied to work at one of the major department stores in Melbourne. I thought the chances of getting the job were slim, but regardless, I sent my resume in. I remember sitting in at the group interview feeling intimidated and completely out of my comfort zone.

Everyone was older than me and seemed to have more life experience and confidence. At one point, we had to go around a circle and answer questions. I found this to be daunting, and I felt awkward. During the interview, we learned of all the different departments within this store that were hiring.

I remember thinking that the only value I felt I could offer was setting up tables and serving food to people. I thought to myself, "Who would hire someone with only that skill?"

The moment that changed my level of insecurity was when I saw that one of the job vacancies on this list was in the restaurant. The restaurant was hiring staff. Now that was a position I could apply for.

Our job, the job of those getting interviewed, was to list in order of preference which sector we wanted to work in, and the reason why that department should employ us.

Here is where the opportunity came for me; it was a lightbulb moment for this

ELEVATE YOUR THINKING

young kid. Was the restaurant my top choice? No, but I knew it was this specific department that would give me the best chance of securing the job, and then from there, once I had proven myself, I could transfer into another area.

Further increasing my chances, I was also pretty confident that few others would apply for a job in this area, which, in turn, eliminated much of the competition.

I put down the restaurant as my number one choice. I detailed my reasons and the experience I had in this area. I got the job, and the rest was history. Ironically, I stayed in this position for a couple of years and never ended up changing departments. I enjoyed the work, the environment, and the flexibility that came with the job.

What am I trying to say here? I believe that without writing down my preference to work in the restaurant, I would not have gotten the job at this department store. The other individuals in the interview were more experienced, more knowledgeable, and were much older than I was. Yet, I saw an opportunity, and so I went for it. I had nothing to lose.

To get to where you want to be, you need to step up and be the one to create the opportunity and build the momentum in your life. You need to elevate your thinking to get it to the next level to see opportunities that are outside of the box. More about this in the next chapter. The opportunities you think of as dots eventually combine to make a line, which becomes your line in life.

I stayed in this role for a couple of years, and while I was there, I began

LIFE IS CREATED THROUGH A SERIES OF DOTS

studying a Bachelor of Vision Science degree at The University of Melbourne. My ultimate goal was to transfer into Optometry.

I loved my job working in the restaurant. I knew where I had come from and how we were treated there, so I appreciated good management, and looking back, it was the overall experience that I loved. I could not pinpoint just one specific area.

I liked meeting different customers from all walks of life. I enjoyed serving these individuals, and I appreciated the diversity it brought. I liked the staff members I worked with.

I also enjoyed knowing that when customers returned repeatedly, I had built a relationship with them, and I knew what their orders would be. I enjoyed knowing how much or how little sugar they wanted in their tea or coffee. I even enjoyed playing practical jokes on my co-workers, and to this day, that has not changed. There was a familiarity that came with this job, and as a result, I never wanted to change departments.

Yet, after a few years, I wanted more. I got to the stage again, where I was dreaming of the next big thing. What could I move onto, where could my future take me, how could I be better, more efficient, happier? I always felt I had something to prove, more so to myself than to others. So, while still studying at university, I got a job in the optical industry, and this industry would become my career for the next twenty years.

Having had six eye operations myself to try and correct a squint, I had always had

ELEVATE YOUR THINKING

a passion for optics, and I, for years, had been interested in exploring this further. I was sure that my path included me working hard to get good grades so that I could transfer into Optometry.

While I was studying and working, my auntie passed away from cancer. She was only thirty-eight years old, and we were extremely close. I could not concentrate on my studies. My motivation and my drive had gone, and so I decided to defer for a semester. I believed this would allow me time to clear my head, work more, and put some money aside.

I took six months off, and I did not intend to waste it. I planned on working my butt off. I found myself a morning job at a cafe where I would work five-thirty to eight-thirty every morning Monday to Friday. Then I would go home, shower, then go to work at my optics job for the whole day and do close to full-time hours there. I did this for a few months and then left the morning job as I was getting too tired.

I also figured that there must be an easier and smarter way to make money. I was grateful for understanding the value of hard work and the value of the dollar.

The time away from university and studying also taught me that becoming an optometrist was not my destined path. I liked being at the front of the shop; I enjoyed the retail side of optics, rather than being in a room testing eyes. I appreciated the interaction with the customers.

Interestingly, the part I most enjoyed was pushing myself to reach sales targets. In fact, I was so fascinated and obsessed with it that it became a passion of mine.

LIFE IS CREATED THROUGH A SERIES OF DOTS

How could I sell something, to the best of my ability, that I believed a customer needed? How could I put my own spin on what I was taught? How could I pass on the benefits of lens options that the optometrist had recommended? If the optometrist had not recommended a lens option, how could I incorporate this into a conversation? How could I recommend to a customer what I believe they needed without sounding like a typical salesperson? How could I be the person with the highest average order value in my store? How could I, the young kid, prove herself to her team of seniors? I was passionate about finding the answers to all of these questions. This drove me; it inspired me to want to do better, and to be fair, it consumed a lot of my thoughts over that period of time.

In this knowledgeable team that I was lucky to be part of, I felt I had something to prove, and I knew that I could add value to their already successful store.

Over the next few years, I would move around different stores all within the same company. I then worked my way up to being an assistant manager and then a manager. Sometimes I would apply for these jobs, and other times, I would be asked to move and take the position. At times I did not want to move; I had made friends where I was and I was comfortable, but I took the positions knowing that they were leading me to a future of more opportunities. These were all connecting dots that were creating my line in life.

Another life changing opportunity happened in 2006 when I went overseas and met my now husband on a Contiki tour. He was from Sydney, and I was from Melbourne.

ELEVATE YOUR THINKING

Looking back, I still find it pretty incredible that out of all the tours and all the places in the world one could travel, we each made a choice that caused our paths to align, and our journey together began.

On our trip, we spoke of our plans for a future together. It was a whirlwind romance. We had only known each other for eighteen days, and here we were planning the years that were ahead of us.

To me meeting my husband was another point that changed my life. He calmed and grounded me. I had never previously met a man like him. I felt I had a clear direction in my life, and we had a clear path for our future.

We balanced each other out. I could be hot headed; he was patient. I aimed for the stars, even sometimes stars we could not reach yet; he gently brought me back down to earth. On the flip side, he hesitated to take larger risks, but these were risks that I encouraged. Ultimately, no matter what happened, we always supported each other in pursuing our dreams and moving our future forward.

While we lived in different states, we would see each other twice a month. We would take it in turns to fly up or down on a Friday night and return on a Sunday night. At times this became exhausting, but it was well worth the effort.

At the same time, I had started a marketing degree. The idea of marketing intrigued me. I thought marketers got paid lots of money for coming up with random ideas, so I enrolled in a night school course. The course was okay, but I didn't love it. It wasn't the course for me.

LIFE IS CREATED THROUGH A SERIES OF DOTS

One night around eight o'clock, it was dark, and when I got to my car, I realised someone had broken into it. The fault was mine, I had left a bag on the passenger seat, and it was gone. I didn't even realise the car had been broken into until I got in and saw shattered glass everywhere. I was petrified, and I quit my course.

Around this time, we each purchased our first investment property. I had read a couple of investment books, and I wanted to get into the market. I had only nine thousand dollars in my account, so my options were limited, but I bought a house with what I could afford, and he did the same. It didn't matter where we bought; the important thing to us was that we were in the market. These opportunities helped us move our life forward.

Whilst continuing to fly back and forth, I applied for and received a job to be the manager of a small bayside optical store. For me, at the age of twenty-three, I thought I had reached my peak. I had always wanted to work and manage this particular store. I knew I could make a difference in their sales, and I loved the shopping strip that this store was located on. Life was great. I could even walk to the beach during my lunch break.

In summer, the store was busy and had a great vibe, but in winter, few people came through the doors, and I began to feel bored. Again, I knew what I was doing wasn't enough to keep me engaged. Once more, I was in search of a better, brighter, more rewarding opportunity.

A life changing moment came one day when I went to get the store's mail. In the

ELEVATE YOUR THINKING

letterbox was a letter from a company that was entering the optical market in Australia. They were trying to get partners to buy into their franchise or joint venture models.

I still believe today that had I not gone to the mail on that particular day, my life would have been different. I would have missed this opportunity, and this letter may have never reached me. I believed that all my previous jobs and experiences, all the separate dots, came together, leading to this moment. All the chances I had taken pointed me to this opportunity, and it was not to be missed.

With the letter in hand, I made the call to enquire about this company. Soon after, I embarked on a journey where I participated in numerous interviews and a mock exam. I received an offer to be a partner in three stores and was asked to choose which one I would prefer. Because I'd experienced work in both small and large stores, I knew that the smaller stores were not an option for me.

I knew that it would not be long before I felt bored at a small store, and I wanted this opportunity to be long term. I decided to go for the dual store scenario, two shops, in one shopping centre but on opposite sides. The workload seemed enormous. I had never been challenged in my working life in this way before, and that excited me.

These stores were located in an area that I knew I wanted to reside near one day, so the commute after having kids would not be too long. In this way, this choice of stores would allow extra flexibility.

LIFE IS CREATED THROUGH A SERIES OF DOTS

I met my potential new optometrist partner. He was a year older than me, and the excitement from him was the same, although he was more cautious about making a move. The plan was to have two partners working, and then once the stores got busy enough, a third partner would be introduced. Flashing forward, two years later, we had a third partner join us.

At the time I was exploring the franchise option, my future husband moved down to Melbourne. To accept this new franchise opportunity and ensure our life together would align, I had to ask him if he was sure about staying in Melbourne. This city offered me a career I wanted, and if I was to take on this opportunity, this would be our home.

He loved the city, he was happy in his current role at work, and he had no issues in staying, so I bought shares into these two stores and the company, and the rest is history.

Initially, the stores required lots of hard work; we were building a global brand in a new country. However, at the same time, it was an amazing opportunity for someone as young as I was to be given an extraordinary chance while having the backing of a great company that encouraged their partners.

Being young, driven, and feeling I had nothing to lose, I took the chance and jumped straight in. For me, the potential reward far outweighed the initial risk.

I absolutely believe that if I weren't so quick to jump in and make this change in my career, the stores would have gone to someone older and more experienced. The

ELEVATE YOUR THINKING

only way I could prove myself was to work my butt off to make the stores successful.

A few years later, I got married. Life was good. There were challenges, sure, but the hardest year was yet to come.

LIFE IS CREATED THROUGH A SERIES OF DOTS

Elevate Your Thinking Key Messages

- *Life is about building momentum, so be aware of opportunities as they arise*
- *Every opportunity is a dot, and many dots make up your line, which directs you through life*
- *Look at past learnings; notice where you held back and where you took a chance, and see where you can apply successful past practices into your future*

Workbook Questions:

1. *List the three main turning points in your life that lead you to where you are now.*
2. *Looking back, were you consciously aware of how important these moments were?*

Have You Enjoyed What You've Read So Far?

If you'd like to read further, please visit Amazon at this link:

<https://www.amazon.com.au/dp/B08PG642LX/>

About the Author

Meet Belinda, a Certified High Performance Coach and the author and founder of Elevate Your Thinking. She has been leading and developing individuals and teams for over 16 years.

Belinda is a wife and mother of four children. After the birth of her twins, Belinda suffered postnatal depression and sought to seek to strengthen her thinking by working with a mindset coach.

Witnessing the change in herself, she is now a huge advocate of personal development. She believes that with simple mindset changes, nothing is unattainable. She knows that with the right guidance, everyone is capable of fulfilling their full potential no matter where their starting point is.

By building on your inner strengths and creating a strong mental and emotional core, Belinda believes that you can continue to gather momentum and improve, and that's why her passion lies in helping others to feel the same.

She has a proven step by step framework that helps her clients reach their full potential so that they not only learn to survive but thrive.

She finds peace in her early morning routines, and she believes that with a healthy mindset, you can create your optimal life.

LIFE IS CREATED THROUGH A SERIES OF DOTS

Belinda believes that laughter is the best medicine and that it's important not to take yourself too seriously.