To greatly increase the probability that what you say to others and to yourself gets you what you want, remember this cardinal principle which governs our thoughts:

The mind moves you and your listener in the direction of the dominant thought regardless of whether it is stated in the positive or the negative.

Instead of Saying...	**More Effective to Say...**
When speaking with children:	
"Don't fall."	"Walk carefully, hold the rail."
"Don't lie to me."	"Tell me the truth, now."
"Don't hit your little sister."	"Keep your hands to yourself."
"You're not dumb."	"You're smart and capable."
"You're gonna fall and break your neck."	"Hold on tightly, maintain your balance."
When speaking to others and to yourself:	
"Don't forget to."	"Remember to....."
"Don't hesitate to call."	"Call when you need me."
"You can't miss it."	"You will see it on your right..."
"Don't give me a hard time."	"Thanks for cooperating."
"You will not fail."	"You'll succeed!"
"Don't be nervous."	"Remain calm and relaxed."
"I'm really poor at."	"Inch by inch everything's a cinch!"
For those dieting:	
"I hope I don't eat that chocolate cake."	"I am healthy, I am thin."
"I gain weight just looking at food."	"Everything I eat turns to health and beauty."

Language is not only the vehicle of thought, it is the driver. **L. Wittgenstein**
You've got to name it to claim it. **Phillip McGraw**

©1994 Clifton Mitchell, Ph.D., Mind Management Seminars, 3328 Berkshire Circle, Johnson City, TN 37604 (423) 854-9211; (423) 439-4197; cliftmitch@comcast.net; Website: www.cliftonmitchell.com