



The ultimate secret to making your dreams come true.

5 things that keep you from achieving your dreams in your personal and professional life.

An eBook by Umesh Soman

International Master Trainer & Transformer of lives



zingformation

What's in this eBook

1. What's your dream life? *Say it out loud.*
2. Living the life of your dreams is not easy. *We all know and agree, right?*
3. Have you ever faced rejection in life?
4. 5 tips to maintain work-life balance
5. 5 reasons why you are yet to get the kind of success you want
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Let me start this eBook by asking you a question.

What's your dream life like?

Why just think about it? Say it out loud. Seriously. You'll see how it makes a difference.

Say this out loud.

My dream life is like _____.

You might feel silly for doing this. But as we proceed into this eBook, you'll understand how much of a difference it makes.

Here's your last chance to say it out loud, if you have yet to.

My dream life is like _____.

Well done.

Fulfilling all your dreams is a serious matter. We all know and agree. Right?

The biggest task is striking a balance between your personal and professional life.

Failure in your professional life effects your personal relationships. Just like an unhappy personal life can hamper your professional growth.

Has this ever happened to you? If you are a professional in a job

You apply for as many jobs as you can and hope to hear back from at least one.

A week or two later, you receive an email from your dream company saying that they want to set up an interview.

You're overjoyed and over the moon.



You invest time to prepare for the meeting. You do very well in the first 3 rounds. Hope swells high.

You get the call to the final round. Yippee! You're nearly there.

Then you get a regret letter.

Or, you've worked very hard for a project at work. You're certain that your manager has noticed and appreciated all the efforts you've put in.

You're excited and very sure that this will finally get you the much-deserved promotion and a pay raise.

You get called for your performance review. But it's not what you had expected.

You wonder what went wrong. This has happened to you a few times.

If you are business person

As an entrepreneur, you approach new clients for business.

You work very, very hard on your pitch.

You are pleased to hear that you're one of the 3 firms shortlisted for the project from about 10 that the company has met. Wow!

Then you wait patiently for days.



In eager anticipation of the call that brings the project and the much needed monies in its wake.

After all, the new office needs some good furniture. Some new hires. More business for sure... this project will make that true.

Then you hear that the business has gone to someone else. You keep wondering what happened?

Take another scenario: For years now one client has accounted for 50% of your business. It takes care of all your expenses - the car, the club, the tours, and some.

One day, out of the blue, the client calls you and tells you that he is moving on. You are shattered.

You have to work harder for less now. You need 5 new clients to make up for this loss. You wonder what to do.

Relatable?

What if I told you: I probably know why you missed the job, or that project you bid for, or the major client that you lost?

As you proceed with this eBook, you'll understand it, too.

Personal

Like I said earlier, if you are distressed with your personal life, it is sure to affect your professional life, too.

Think about it.

If you've had a fight with your spouse in the morning, do you think you'll have a good day at work?

Or, if your boss constantly keeps finding mistakes with your work at office, do you think you can be happy at home?

Or, To strike a healthy work-life balance, here are 5 tips you can use.

1. Spend some time alone - To reflect on life
2. Go on a family vacation - To free your mind from work
3. Set a place and time for work - And stick to it.
4. Exercise regularly - Because health is wealth
5. Forgive yourself for your failures - Be kind to yourself

Now let's talk about what's keeping you from your dreams.

There are 5 things you need to be aware of that come in the way of you landing your dream job.

1. You Fear Change

Fear of the unknown is an obstacle that holds you back. You may think you are ready for change, but there's also a part of you that wants to stay the same.

The familiarity and predictability of your current position may be comforting which makes it difficult for you to leave your comfort zone.

Finding a job, and hunting for new customers would require you to step out of your shell. If your unconscious mind wants to stay in the comfort zone, it will come up with the following questions

- What if I fail?
- What if I lose projects that I bid for?
- What if the major client that I rely on pulls out?
- What if I go broke?
- What if I regret it?

And so you might decide that it's the wrong time or come up with some other excuse to justify your fear.

2. You don't have time

Time, or the lack of time, is also an obstacle to finding your dreams. You may be occupied with other responsibilities which causes you to overlook your growth.

You may be over-burdened, and over-loaded with others' needs and demands which in turn causes you to sideline your own requirements.

“ Whatever your reasons, you must make time for yourself and get clear on where to direct your energy and time.

Unless used wisely, time will become your enemy.

Why sacrifice your dreams and abilities? Use your time wisely so that you can take time out and look for better options to grow. All the time.

2. You fear failure

Some say that this is the most common fear of them all. Fear manifests itself in many forms. Fear often paralyzes.

But the wise mind can distinguish these as mere thoughts. Why let these fears get the better of you?

If you think about it, fear in this context at least is 'pre-action' to a situation which is formed by your pattern of thinking.

The way you think will form your fears. You may have the fear of :

1. Losing a job
2. Losing a project, or a major client
3. Making the wrong choices
4. Worried and anxious about how things are going to shape up at the new place, in a new project, or with a new client

But be clear that these are **merely thoughts**. So be strong and boldly take brave decisions.

Avoid becoming a slave to any kind of fear and be sure of embracing success.

4. You care about what will people say

Since the moment we are born we are told how to act.

We are conditioned and socialized to act in acceptable ways that may not always be in our best interest.

We often live our life doing what others tell us to do.

Being like everyone else may not be where our greatness lies. Our greatness may lie somewhere else rather than being like everyone else.

We wind up not even knowing what we want in a dream job, or in a new client.

We fear rejection so much that we wind up making wrong choices.

We take our place as one of the mindless worker ants, trudging through the same routines, complaining about the same problems and achieving the same small results.

Learn to move from our 'shoulds' to our genuine desires instead.

5. You doubt yourself

We see ourselves as a lesser version of who we really are and feel unworthy to receive all that we deserve.

Our own fears, limitations and mental criticism alienate us from our goal.

Self-doubt is hence one of the obstacles that get in the way of achieving our dream job. We often ignore ourselves in favour of others. We value their opinions too highly and our own too little.

The only real approval which should matter is that which comes from within.

Only you know what you want and need. Therefore, only you can judge whether or not what you are doing is right and good for you.

You must shift from self-doubt to belief.

If you tap into your gifts and unleash your true potential, you will begin to understand that you come from a place of strength.

Now that you've understood what gets in the way of achieving your dreams, here are 5 NLP tips to help you overcome the problems.

Use the tools and techniques that are automatic and are within your comfort zone.

Understand that there are two sides to the interview, or new project meetings.

- Your verbal and non-verbal behaviour
- Other's verbal and non-verbal behaviour

1. Choose an emotion

Decide on which emotional state you'd like to be in during situations. Some of the good ones would be confidence, curiosity, feeling, or flow.

Before you walk into the meeting make sure that you're in your desired emotional state.

'Anchoring' can help you get in the emotional state that you like. It requires you to associate into a time that you felt the emotion you're looking to access.

Or visualizing something that evokes that particular emotion. Make sure that nothing gets in the way of switching into this emotion like rushing to be on time, getting stuck in the rain.

Positive emotions will help you perform better, be more creative, flexible and open.

#Pro tip: Envision a scenario where you're at the end of a successful interview. Or you bag the prized project. Or your favourite client doubles your contract value.

What do you see, hear and feel? This is called future pacing.

2. Pay Attention

Is the interviewer, or client, using predominantly, visual, auditory or kinesthetic words?

This may indicate what his/her preferred way of processing information is.

To a visual, person, describe things visually.

Use auditory and words and description to an auditory or kinaesthetic words?

And, for a kinaesthetic person, communicate you feelings, and things like movement/actions.


Or you could just use a combination of all of the above. You could also match, mirror and cross over (copy the respective person's body language subtly) to get them to connect with you.

3. Ask Questions

The interviewer, or potential client or the other person, might ask you if you have any questions. You can prepare a NLP meta-model questions.

- What specifically?
- Who specifically?
- How specifically?
- and so on...

Make sure that your questions apart from giving the information that you need from them but also ask the right kind of questions that a candidate, or a firm might ask.

 *Relate with the person who meets with you, at the job as well as a personal level too.*

4. Think from the other's point of view

When people prepare for an interview or when they have a conversation they think only of their own position.

The first perceptual position: What am I going to say? What do I want? The emotions they feel.

What if you were flexible? You could step into their shoes and understand what they feel, need and want. What is it that you know about this person? Do you know their age? What they do day to day?

They need to approve of you as a candidate, or a firm, and you need to do some work for them, to make their job easier and their job success larger.

“*You can also prepare to step into dissociation, the third perceptual position, where you are an observer of yourself and the other person.*”

5. Turn the tables

Put yourself in a position where you have the power without being arrogant. Often people show up as weaklings because they something.

However, you can use a different perspective. You're interviewing them! Take care while following this line.

This way, you'll appear strong and assertive. You'll appear more confident than the others. This easily makes you the most valuable.

*Whether you are looking for a dream job in your current industry or wish to switch fields, or bag that prized project, these NLP techniques can help you **Get Your Dreamz** easily.*

Check how the Zingformation workshops transform lives of folks just like you

Nayana Sawant, a therapist found that she could help patients solve their problems in less than 1/4th of the time taken earlier.

As a result, she could also handle a lot more patients without feeling any stress herself.

Vivek Menon did what he knew best i.e. sales. But somehow, he was never the top performer.

A few weeks days after using training techniques in his job, he was called up to report that he became the topper in his region.



Wish to sign up for our Zingformation Get Your Dreamz Workshop for your benefit?

Head over to this page and [sign up now](#).

Curious to learn more about the Zingformation Workshops?

Head over to our website, www.zingformation.com

Need some more food for thought?

Check out our blogs for thought provoking articles and practical NLP tips.

- [3 simple things successful people do to achieve their dreams](#)
- [7 simple steps to make your dreams come true](#)
- [5 Ways to Overcome Rejection After You Failed to Get Your Dream Job](#)
- [8 things you must do when applying for your dream job](#)

About Zingformation

Reintroduce fun, happiness and passion in your life.

Create the lifestyle you've always envisioned. Do what you love. Learn skills that help you win in life.

Work with a team of experts at the cutting edge of behavioural science. Harness behavioural science, Experiential learning, Neuro Linguistic Programming, Hypnotherapy and Time based Techniques to break free from deep-rooted habits. Combine this with traditional psychology and peak performance techniques from accelerated learning methodologies to achieve super results.

Choose from life-changing workshops that have helped 3,00,000 folks, just like you, turn their dreams into reality.

Get the essence of 50,000 successful workshops, training and counselling sessions for corporates and individuals.

Join us to bring the zing back in your life.

“ One participant was torn between leaving the HR job to become a trainer, and staying back for the great people and the work culture. There was no position in her company for a trainer. Applying Zingformation techniques, she was back at work with great results. Her organization decided to create a position of 'Trainer' for her .

About your coach

I am passionate about helping individuals and corporates maximize their potential, through psychological techniques that bring about behavioural changes quickly and effectively.

Having successfully facilitated over 50,000 workshops, conducted training and counselling for over 3,00,000 people across levels & functions, I have been associated with corporates like CRISIL, HDFC Life , Unilever, L.G., Prudential, JPMC, Tata Sky, Deutsche Bank, HDFC, Axis Bank, Kellogg's, Pfizer, Bayer, J&J, BSN Medicals, Writer Corp, You Telecom, Reliance, Adecco, General Mills, Cigna TTK, TIAA and a few more.

I prefer an experiential format of training and coaching that engages participants and imparts learning more effectively, especially in leadership, behavioural and soft skills training.

I also offer personal counselling and therapy to individuals for stress management, relationship repair, confidence deficit challenges, phobia cure, de-addiction, academic performance enhancement and other similar issues.



Umesh Soman
Master NLP Trainer

I am an Internationally Certified Master Trainer for:

- * Certified Professional Behavioural Analyst
- * Certified Professional Values Analyst
- * Trimetrix Index Certified
- * Neuro Linguistic Programming (NLP)
- * Hypnosis

I also teach at the India Europe International Business School in Mumbai, and am a trustee of the Association of Neuro Linguistic Programming, India.

Specialities:

- Strategy Facilitation
- Effective Leadership Development
- Train the Trainer
- Achieving Personal Excellence
- Achieving Team Synergies
- Communication & Public Speaking
- Sales & Customer Service effectiveness

Get in touch with us

Address: Powai Planet,
Hiranandani, Mumbai 400076

Enrolment: readytozing@zingformation.com

Feedback: helpmezing@zingformation.com

Phone: **+91-9167092999**

Address: Lokpuram, Off Pokharan
Road, 2, Thane (W), Mumbai,
Maharashtra - 400610. India.



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