



**THE CEO OF**  
**YOU®**  
**Limiting Beliefs**  
**Workshop**

**Unlimit Yourself**

A belief is an acceptance that a statement is true or that something exists. Our beliefs affect the way we feel, act, and behave. They create our reality and quality of life.

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THE CEO OF YOU®: Limiting Beliefs Workbook

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**“The sky isn’t the limit, your limiting beliefs are.”** — Dr. Laretta Justin

Do you ever wonder...?

Why some people succeed and others fail?

Why some people pursue their dreams; while others don’t?

Why some people rise back up after a setback and others give up?

The answer lies in their mindset.

Mindset is a particular way of thinking. It’s a mental attitude shaped by our beliefs. I called it the mental operating system that drives our actions and results.

Mindset is important because it creates your feelings, your feelings create your actions and your actions create your results.

**Mindset → Feelings → Actions → Results**

What we believe about ourselves and the world around us will make us or break us.

### **Against All Odds – The story of Justice Ruth Bader Ginsburg**

Ruth Bader Ginsburg was born Joan Ruth Bader on March 15, 1933, in Brooklyn, New York. The second daughter of Nathan and Celia Bader, she grew up in a low-income, working-class neighborhood in Brooklyn. Justice Ginsburg's mother, who was a major influence in her life, taught her the value of independence and a good education.

*“My mother told me two things constantly. One was to be a lady, and the other was to be independent.”<sup>1</sup>*

Justice Ginsburg earned her bachelor's degree in government from Cornell University in 1954, finishing first in her class. She married law student [Martin D. Ginsburg](#) that same year.

### **Overcoming Personal Challenges**

The early years of their marriage were challenging, as their first child, Jane, was born shortly after Martin was drafted into the military in 1954. He served for two years and, after his discharge, the couple returned to Harvard, where Ruth also enrolled.

At Harvard, Justice Ginsburg learned to balance life as a mother and her new role as a law student. She also encountered a very male-dominated, hostile environment, with only eight other females in her class of more than 500. The women were harassed by the law school's dean for taking the places of qualified males.

Justice Ginsburg's personal struggles neither decreased in intensity nor deterred her in any way from reaching and exceeding her academic goals, even when her husband was diagnosed with testicular cancer in 1956, during her first year of law school.

Justice Ginsburg took on the challenge of keeping her sick husband up-to-date with his studies while maintaining her own position at the top of the class. She served as the first female member of the Harvard Law Review.

Her husband eventually recovered from cancer, graduated from Harvard, and moved to New York City to accept a position at a law firm there. Ruth had one more year of law school left, so she transferred to Columbia Law School and served on their law review as well. She graduated first in her class at Columbia Law in 1959.

## The Breakthrough

Even her exceptional academic record was not enough to shield her from the gender-based discrimination women faced in the workplace in the 1960s. She had difficulties finding a job until a favorite Columbia professor explicitly refused to recommend any other graduates before U.S. District Judge Edmund L. Palmieri hired Ruth as a clerk.

Justice Ginsburg clerked under Judge Palmieri for two years. After this, she was offered some jobs at law firms, but always at a much lower salary than her male counterparts. She instead took some time to pursue her other legal passion, civil procedure, choosing to join the Columbia Project on International Civil Procedure.

This project fully immersed her in Swedish culture, where she lived abroad to do research for her book on Swedish Civil Procedure practices.

Upon her return to the States, she accepted a job as a professor at Rutgers University Law School in 1963, a position she held until accepting an offer to teach at Columbia in 1972. There, she became the first female professor at Columbia to earn tenure.

## A Force to be Reckoned With

Justice Ginsburg experienced her share of gender discrimination, even going so far as to hide her pregnancy from her Rutgers colleagues. That is why she took a broad look at gender discrimination, fighting not just for the women left behind, but for the men who were discriminated against as well.

She directed the influential Women's Rights Project of the American Civil Liberties Union during the 1970s. In this position, she led the fight against gender discrimination and successfully argued six landmark cases before the U.S. Supreme Court.

Justice Ginsburg accepted Jimmy Carter's appointment to the U.S. Court of Appeals for the District of Columbia in 1980. She served on the court for thirteen years until 1993, when Bill Clinton appointed her to the Supreme Court of the United States.

Until the 2018 term, Ginsburg had not missed a day of oral arguments, not even when she was undergoing chemotherapy for pancreatic cancer, after surgery for colon cancer, or the day after her husband passed away in 2010.

Until her death on September 18, 2020, Ginsburg worked with a personal trainer in the Supreme Court's exercise room, and for many years could lift more than both Justices Breyer and Kagan.<sup>123</sup>

## How did she do it?

How did Justice Ginsburg become a "force to be reckoned with"? The answer is simple, she **believed** she could and she did, against all odds!

Justice Ruth Bader Ginsburg was very clear on her beliefs. Even when she faced strong adversities in a hostile environment that created doubts and fears; she didn't let her or other people's limited beliefs stop her. She proved time and again that she was a force to be reckoned with.

## What about you? What do you believe?

I'm not referring to religious beliefs; but rather what you believe about yourself, other people, the world and the future. Your beliefs hold the key to your success.

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<sup>1</sup> (Editors, 2020)

<sup>2</sup> (Oyez, 2020)

<sup>3</sup> (Pullman, 2020)

In order to be more successful in your business and personal life, and sustain that success year after year as Justice Ginsburg did, you must constantly and consistently be aware of what you believe.

## What are Limited Beliefs?

*“Nothing binds you except your thoughts; nothing limits you except your fear; and nothing controls you except your **beliefs**.” – Marianne Williamson*

Have you ever made a statement like “I’m not good at math” or “private practice is not for me” or “why does this always happen to me”? These are examples of limiting beliefs that put you in a corner of your own making and often falsely define you.

Before we talk about limiting beliefs, let’s define belief.

- ❖ According to Google - A belief is an acceptance that a statement is true or that something exists.
- ❖ According to Wikipedia - A **belief** is an attitude that something is the case, or that some presentation about the world is true.

Our beliefs affect the way we feel, act, and behave. Whatsoever you believe will frame your interpretation of life experiences and construct your reality.

Now, let’s define limiting beliefs –

- ❖ A **limiting belief** is something you believe to be true that limits you in some way. The **limiting belief** could be about you, other people or the world. <sup>4</sup> Limiting beliefs hold you back.

Limiting beliefs can have a number of negative effects on you. They could keep you from making good choices, taking new opportunities, or reaching your potential. Ultimately, limiting beliefs can keep you stuck in a negative state of mind and hinder you from living the life you truly desire.

To get a visual of how limiting beliefs can hinder you, let me tell you a story I call:

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<sup>4</sup> (Jane)

## The One Rope Prison

A woman took her son to the zoo one day. As they were passing the elephants, her son suddenly stopped, he was confused by the fact that these huge creatures were being held by only a small rope tied to their front leg. No chains, no cages.

The little boy asked his mom, why these elephants stayed bound when it was obvious that they could, at anytime, break away from their bonds?

She saw a trainer nearby and asked why these animals just stood there and made no attempt to get away. Here's what the trainer said to them:

*“Well, when they are very young and much smaller we use the same size rope to tie them and, at that age, it's enough to hold them. As they grow up, they are **conditioned** to believe they cannot break away. They believe the one rope can still hold them, so they never try to break free.”*

The mom and the little boy were amazed. These animals could at any time break free from their bonds but because they believed they couldn't, they were stuck right where they were.

Like the elephants, how many of us go through life hanging onto a belief that we cannot do something, simply because we failed at it once before?

Also like the elephant, many are prisoners of their past, imprisoned by limiting beliefs and hindered from living the life they truly desire.

The biggest challenge with limiting beliefs is that most of us don't even know we have them and if we do, they can be hard to identify. If you want to break free from the subjugation of limiting beliefs, you must identify and reframe them to undo their conditioning.



# 100

## Limiting Beliefs

### THE CEO OF YOU®

Your beliefs form the foundation of your self-concept, which determines how you see yourself in relation to the world around you. The labels you give yourself, the limitations you put on yourself, and the expectations you have of yourself are all built upon your belief systems. And if your belief systems are not aligned with the goals and objectives you would like to accomplish, then you will often feel stuck, unfulfilled, and miserable.

Below are 100 common limiting beliefs that often stop people from getting the results they desire. Do any of them sound familiar?

#### Limiting beliefs about Self-worth

1. I am not good enough.
2. I don't deserve anything good.
3. Bad things always happen to me.
4. I am a failure.
5. I am not smart.
6. People won't like the real me.
7. I don't deserve nice things.
8. I'm not that pretty.
9. I am too fat.
10. I am too skinny.
11. I'm too shy.
12. I don't like my body.
13. I am not attractive.
14. I am powerless.
15. I can't...
16. I'm not strong enough.
17. I'm not important.
18. What I want doesn't matter.
19. Other people's needs are more important than mine.
20. I can't catch a break.
21. People like me don't...
22. That's just not me.
23. There's no point.
24. I don't know what I want.
25. I don't have the will power.
26. If I relax, all hell will break loose.
27. People will always hurt me.
28. I can't trust myself.
29. I'm not tech savvy.
30. I'll look and/or sound stupid.
31. I'll never measure up.
32. If I trust people, they will hurt me.
33. No one will support or encourage me.
34. One day I'll change.
35. My family will abandon me if I change.
36. I'll never be successful.
37. Eating healthy isn't that important.

#### Limited beliefs about success

38. Life is not fair

39. Nobody is interested in my ideas.
40. I'll never pay off all these student loans.
41. If I succeed, I won't be able to sustain it.
42. I don't have the skills.
43. They'll never hire someone like me.
44. I'm not going to be successful so there's no point in trying.
45. People won't take me seriously because I'm... (Female, young, old, fat, thin).
46. I don't feel like I could give enough value.
47. I've tried it before and failed, so I'll fail if I try again, too.
48. I don't have enough money.
49. I don't have enough support.
50. I don't have the connections.
51. I'll always be broke.
52. Getting my hopes up always leads to disappointment.
53. There's too much competition.
54. Money is evil.
55. Glasses are too expensive.
56. Rich people are greedy.
57. Money is not important.
58. I am not a sales person.
59. I'm not good with money.
60. I don't have enough experience.
61. No one is giving me an opportunity.
62. Life is hard, that's just how it is.
63. I'm not creative.
64. I'm not original enough.
65. I'm sure somebody thought of this before.
66. I'm a procrastinator.
67. My ideal is weird, that is not the norm.
68. I can't see that many patients per day.
69. I am only a general practitioner.
70. Making lots of money requires sacrificing who you are.

71. Money just doesn't matter much to me. I don't need it.
72. Private practice is too hard.
73. The only way to be successful is to start a private practice.
74. I just have bad luck.
75. If I get too happy or too successful, I'll jinx myself.

#### Limiting beliefs about health

76. I just can't lose weight
77. I always get sick.
78. This runs in my family.
79. I don't deserve to be healthy.
80. I am not an athlete.
81. I don't like to exercise.
82. I don't like vegetables.
83. I don't have time to exercise.
84. I can't stop eating...
85. I gotta have my... (latte, bread, cake, sweets)
86. I'm too far gone to start taking care of my body now.

#### Limiting beliefs about relationship

87. When someone else changes, I'll be happy.
88. All the good ones are taken
89. I suck at relationships.
90. I don't feel like I could give enough.
91. I better not express my feelings if I want to be loved and accepted.
92. I need to be quiet in order to survive.
93. I need someone to complete me.
94. My family doesn't understand me.
95. Something is wrong with me.
96. I need someone to take care of me.
97. I have no choice.
98. No one will ever love me.
99. Letting others get close just leads to pain.
100. Being honest leads to rejection.

## The Problem with Limited Beliefs

In general, a belief is an interpretation of a life experience. A limiting belief is a particular way of thinking based upon a faulty belief that a person acquires as a result of making an incorrect conclusion about an experience.

Limiting beliefs were never intended to be bad for us; they were intended to protect us. Psychologically, they were created as defense mechanisms in order to protect us from dangerous or painful situations.

When you experienced an emotionally overwhelming situation that caused you to feel pain, shame or fear when you were a child, your mind looked for a way to protect you.

Since the mind was on a developmental level of a young child, the way it protected you, was by creating an interpretation of the events happening as influenced by “the voices”.

I believe our childhood interpretations of events are shaped by the influence of the following voices:

- Voices of authority – These are your parents, teachers, leaders, religion, culture, ECT.
- Voices of peers – These are your associates, friends, siblings, generational adaptations, ECT.
- Voices within– The ideas you accept as true, your filter, your gut, your conscience, your internal wiring, ECT.

Under the influence of these voices, your mind’s interpretation of emotionally overwhelming events and experiences is what creates limiting beliefs. This was to help you cope and adapt to negative or emotionally charged experiences in the best possible way at that moment.

For some, those beliefs may have been life-saving. They told you how best to survive in a given situation and how best to cope and adapt to life.

We all have limiting beliefs. It’s an epidemic. We hold them about ourselves, others, our relationships and the world in general. They guide us, we follow their rules and we don’t question their validity. We let them tell us what we are able to accomplish, the rights and permissions we have, and what we are *allowed* to and not to do.

As you can see, the limiting beliefs that once protected you as a child can become a burden and inhibit your success. They did a good job of protecting you in the past. But, most were naive, misinformed, shrouded in inaccuracy and simply wrong.

Limiting beliefs can show up as symptoms in your business and personal life such as anxieties, fears, obstacles, or challenges you can't overcome no matter what you do. They can really get in the way of your joy, happiness and overall quality of life.

Understanding how your beliefs influence your feelings is fundamental in your personal and professional development because they often disguise what's real and unreal.

The limiting beliefs we hold in our minds present us with false view of reality that only exists in our imagination. As a result, we make choices based on this reality with an expectation of getting specific outcomes.

However, our view of reality is flawed when it's based upon limiting beliefs. In that state, we often miss essential elements to make informed decisions; and therefore no matter what decision we make, we fail to attain the outcomes we desire.

You don't have to remain a victim of childhood limiting beliefs. You can change them and take control of your life. You don't have to live the rest of your life bound by the logic and reasoning of a 12 year old.

## **How to get rid of Limiting Beliefs and Unlimit Yourself.**

### **Sir Roger Bannister and the Four-Minute Mile**

Up until 1954, most people thought the four-minute mile was impossible to break. They thought the human body couldn't physically go that fast – that it would collapse under the pressure.

No-one could run a mile in less than four minutes.

It was impossible.

*You were crazy to even try.*

Here comes Roger Bannister. Bannister came from an ordinary working class family. He wanted to study medicine, but he knew his parents would never be able to afford to send him to university.

When he discovered he had a talent for running, he began to train. He decided to use his new found talent to win a scholarship to go to college. His hard work paid off – he won a track scholarship to the prestigious Oxford University.

While he was at Oxford, the press got wind of his talent and began campaigning for him to participate in the Olympics. While he declined to compete in the 1948 Olympics, watching it inspired him to push forward & compete in the 1952 Olympics.

At this point, expectations were high – Bannister was expected to win the 1500 meters. His country, his college and everyone expected him to win.

But, at the last minute, the schedule was changed, disrupting Bannister's resting routine and he came in fourth. He lost.

And he was humiliate – so much so that he spent the next two months deciding whether or not to quit running.

In the end, he decided to prove to himself, and to everyone else, that he could do better. He decided to use his pain and humiliation to drive himself forward and push his limits.

In the 1940s, the record for running a mile had reached 4:01. But it hadn't budged since. Some doctors and scientists said it was physically IMPOSSIBLE to run a mile in less than four minutes. Not just hard, or dangerous, but IMPOSSIBLE.

Bannister decided to do it – to run a mile in less than four minutes.

Finally that faithful day came on May 6, 1954.

Bannister spent the morning at the hospital where he was working towards his medical degree. He was worried about the weather – the wind was strong that day. By the evening, it was raining. By the time the race began, the wind was up to fifteen miles an hour – the worst possible conditions for a run.

He decided to run anyways.

When Bannister began his last lap with a time of 3.07, he knew he needed to do the last one in 59 seconds if he was going to win.

He flew past one of the other runners onto the last straight. He knew this was it. The world stood still. It was just him and the track.

He was exhausted but, driven by the years of training and his determination, he crossed the finish line and collapsed – exhausted.

When the announcement came, Bannister had finished in 3:59.4

He'd done it.

He'd broken the world record

He'd done what so many believed was impossible.

He'd made history.

Over the next few years, more and more people broke through the four-minute mark once they realized that yes, it was possible.

As is evident from Bannister’s story, our beliefs essentially influence the majority of the decisions you make, the actions you take and the results you experience. If you want new results in life and in business, you must start by getting rid of your limiting beliefs.

Once Bannister proved that it was possible to run a mile in under four minutes, suddenly everyone was able to do it – proving an important lesson: **once you stop believing something is impossible, it becomes possible.** (Runyon, 2014)

Here are five steps to follow to go from limited to limitless!

### 5 Steps to undo Limiting Beliefs:

1. Identify and confront the belief

- Before you can confront a limiting belief, you have to first identify it. Go back and look at the 100 limiting beliefs above and find one that you identify with. Write it down below:

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- Now, confront this belief. Ask yourself if this belief is true? Answering ‘no’ to yourself might seem silly, but simply stating that this belief is not true will give permission subconsciously, to continue to and examine the belief more objectively.

2. Identify where you got it from

- Now that you’ve gotten permission to question the validity of this belief. Ask yourself where you got it from. Answer the following questions below.
- Where did this belief originate? Did you learn it from an experience, a person, or was it one of those “unspoken rules” of your family?

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- Sometimes we believe things with a lot of certainty, but when we really think about it, we’re often not sure why we believe it. If you’re going to base your decisions around a belief, you need to be sure you know why.

3. Decide on a new belief

- Now that you’re confronted your beliefs and have determined that it’s not true AND you don’t want it anymore, it’s time to get a new one.

- Find a new belief that supports the result you're looking for. For example, if the limiting belief you're working with is "I'm too fat", consider replacing it with the following: "I am grateful that I get to experience life through the only body I'll ever have."
- The trick here is not to say "I'm thin". You can't lie to yourself. If you're fat, you'll never believe that you're thin. The goal is not to lie to yourself, but to redirect your thinking.
- In the section below, write down a new belief that can replace the current one you're working with.

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4. Substantiate this new belief

- As mentioned above, you can't lie to yourself. Your subconscious will not buy a new belief if it's a lie. You must substantiate it.
- In the example above, I gave you a sample statement you can use to replace an old belief. The genius of this statement is that it's true even under the strictest scrutiny of your subconscious!
- You will only ever have one body. It may change in appearance, but it is the only one you'll ever have. Regardless of the size of your arms, you'll always feel the same way every time you hug a friend, your baby, your husband, your mom, your dad, ECT.
- Do you see why this is such a powerful step? The underlying truth of that statement is that, you are not too fat to love or be loved because your experience of love is irrespective of your size.

In the section below, write down 2-3 reasons why this new belief is true.

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5. Condition the new belief

- Once you've substantiate the new belief, it's time to condition it.
- Your habits are a result of the natural conditioning of your brain. The repetition of your thoughts, feelings and actions form and strengthen your brains neural pathways. Donald Hebb's landmark discovery in 1949, "neurons that fire together wire together," best explains the process of forming, strengthening, and solidifying your habits.
- These neural pathways are similar to a roadmap leading you to your destination. The more you travel down a particular path, the easier it is to remember your way, so much so that it becomes second nature. This is the essence of your habit, the conditioning of your brains pattern of

thinking, feeling or acting, so that it is second nature. Just consider your drive home from work. How many times have you arrived home and not remembered a portion of your journey? This is the power of conditioning your brain so that you can do something without consciously thinking about it. (Hill, 2010)

- Here are 3 steps to condition your new belief:
  1. Write it down everywhere you can see it every day, like your bathroom mirror, your rearview mirror in your car, your device wall paper or lock screen, inside the cabinets in your exam room, ECT. I think you get the point.
  2. Say it out loud to yourself every time you see it. And visualize its truth as you're saying it. If you can close your eyes while you say it do so, but PLEASE not while you're driving. LOL!
  3. Every time the old belief shows its ugly head, just start repeating your new one. Whether out loud or in your head, or on your phone. This is war, and you have to fight. Your life may depend on it.
- In the section below, make a list of all the places you're going to position this new belief.

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To help you identify and overcome the beliefs preventing your success, I've included our limiting belief worksheet below. Take some time to complete it and schedule a time with your paired partner to go over it.

## Limiting Belief Worksheet

To help you identify the limiting beliefs that are holding you back, complete the worksheet below. Please answer the following questions as truthfully as you can. These questions will help you discover areas that hinder your success in life. The more aware you are the more you can do something about it.

Answer each question by using the following grading system: 1-Always; 2-Sometimes, 3-Rarely

1. \_\_\_\_ I avoid trying new things because of fear.
2. \_\_\_\_ I worry about what people think of me.
3. \_\_\_\_ I find it difficult to trust people.
4. \_\_\_\_ I feel success is not for me.
5. \_\_\_\_ I am not willing to learn new information.
6. \_\_\_\_ I don't like to ask for help.
7. \_\_\_\_ I believe I will never fail.
8. \_\_\_\_ I have difficulty falling asleep.
9. \_\_\_\_ I am very critical about myself.
10. \_\_\_\_ My failures show my incompetence.
11. \_\_\_\_ I am satisfied with life as is.
12. \_\_\_\_ I feel I know all I need to know.
13. \_\_\_\_ I don't need friends.
14. \_\_\_\_ I believe life will always be great.
15. \_\_\_\_ I like to know everything ahead of time.
16. \_\_\_\_ I try my best to please everybody.
17. \_\_\_\_ Planning is not important to me.
18. \_\_\_\_ I feel very little excitement in life.
19. \_\_\_\_ I think I'm right most of the time.
20. \_\_\_\_ I think I can make it on my own.
21. \_\_\_\_ I feel I can trust everyone.
22. \_\_\_\_ I see the world as an unsafe place.
23. \_\_\_\_ I am a perfectionist.
24. \_\_\_\_ I feel stuck in life.
25. \_\_\_\_ I have a hard time waking up in the morning.
26. \_\_\_\_ I wish more people were like me.
27. \_\_\_\_ I prefer to work alone.
28. \_\_\_\_ I believe I will get everything exactly as I want it.
29. \_\_\_\_ I get anxious when I am happy.
30. \_\_\_\_ I feel terrible guilt over my past mistakes
31. \_\_\_\_ I have a hard time letting go of the past.
32. \_\_\_\_ I am skeptic about new information.
33. \_\_\_\_ I struggle to stay focused on my tasks.
34. \_\_\_\_ I don't like to share.
35. \_\_\_\_ I believe that all dreams will come true.



## Answer Grid

If your belief system is not aligned with the goals and objectives you would like to accomplish, then you will often feel stuck, unfulfilled, and miserable. These limited beliefs will cause you to get locked-in certain behavior patterns that will hinder your success.

Below I have identified seven behavior patterns that I call Dream Killers. If you are stuck inside one of those patterns, you will struggle to reach your goals. And even if you do find a way to achieve your goals, these patterns can keep you from finding fulfillment and joy in your life.

Write your score for each question down in the table below to discover which of these behavior patterns is affected by your limited beliefs.

Fear	Low Self Esteem	Negativity	Discouragement	Rigidity	Lack Of Support	Unrealistic Goals
1.	2.	3.	4.	5.	6.	7.
8.	9.	10.	11.	12.	13.	14.
15.	16.	17.	18.	19.	20.	21.
22.	23.	24.	25.	26.	27.	28.
29.	30.	31.	32.	33.	34.	35.
Total____	Total____	Total____	Total____	Total____	Total____	Total____

### How to read your score

The lower your score, the more you struggle with this behavior pattern. Any score of 5-7 means you need to seriously work in this area. Any score of 8-12 means that you are affected by this issue; however there are other areas that you may struggle with more. Any score of 13-15 means that you do not struggle with this issue at all.

According to your results above, what behavior pattern do you need to seriously work on?

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Now go back to the steps given above in the workbook and follow these steps to create and condition a new belief. Enlist the help of your paired partner to get the most out of these activities.

Limiting beliefs can have a number of negative effects on you. They could keep you from making good choices, taking new opportunities, or reaching your potential. Ultimately, limiting beliefs can keep you stuck in a negative state of mind and hinder you from living the life you truly desire.

Your beliefs essentially influence the majority of the decisions you make, the actions you take and the results you experience. If you want new results in life and in business, you must start by renewing your belief system to go from limited to limitless!

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