

LESSON SIX

ENVIRONMENT IS BUT  
OUR LOOKING GLASS

Creating the  
Environment and the  
Team that You Want



## LESSON SIX

**ENVIRONMENT IS BUT OUR LOOKING GLASS**  
*Creating the Environment and the Team that You Want*

*“The results that you are achieving are a direct reflection of the image of yourself you are holding. Improve the image and the improvement will automatically be reflected in your results.”*

SANDY GALLAGHER

**OVERVIEW**

**I**n 1900 William James, one of America's earliest and greatest psychologists, said “The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind.” In 1960, Dr. Maxwell Maltz said “Self image psychology was the greatest psychological discovery of my generation.” And in 2007, Sandy Gallagher stated “Through a slight shift in your own personal self image you can take all the genius and talent you have developed for one profession and apply it effectively to another.”

*Psycho Cybernetics* is without question one of the greatest books you will ever read on self image psychology. In his book, Dr. Maltz explains how a patient came to him one day and said he was bankrupt, ruined and disgraced. Maltz looked at him and said hold on just a moment; the fact is you are bankrupt and it is your opinion that you are ruined and disgraced. The opinion you have of yourself will always be reflected to the world around you and it will manifest in the results that you achieve in life. Keep in mind, that it is an opinion—yours—and you can change it any time you choose.

Self image as we know it today was first discovered by Dr. Maxwell Maltz who was involved with reconstructive surgery, commonly referred to as plastic surgery. He found that when he did surgery on a patient and possibly removed or repaired some form of disfiguration to the person's face, there was not only a great change in the person's appearance, there was a noticeable psychological improvement. Maltz also observed that with some patients regardless of how successful the physical operation was, there was no psychological change at all. This led him to postulate that we actually have two images, one that reflects back to us from the mirror and the one that we hold in our mind. As the inner image is changed, the person's world changes.

It's not uncommon today for corporations to invest a considerable amount of money on the corporate image, we call it branding (logos, etc.). Just the same as individuals and corporations have images, teams have images. It's not uncommon to see a team involved in some sport that has no super stars yet they win the championship. That is because each member of the team is operating with the same effective image of what they want and believe they can accomplish it. This

concept also operates just as effectively outside of sports with a team of people in a company. Approach it from any angle you choose, image is very important. When it comes to your personal self image it's all important and it is something that can always be improved.

## KEY POINTS

- You have programmed into the deep recesses of your mind a perception of what you are, who you are and what you are worth. This is referred to as an inner self image. It is literally a control mechanism that determines what comes into your life and how well you do.
- You also have an outer image. It is the one that you project to the world by the way you walk, talk, dress and meet and greet other people. That image is the outer expression of the inner image.
- Your results are always a reflection of what is going on internally. If you have a negative or bad image of yourself, your results are going to be a reflection of that image.
- The self image that is fixed in your subconscious mind will determine how the rest of the world will see you. You are the only person in the entire world that has the ability to alter or improve your self image.
- There is an image of perfection that is resident in the center of your consciousness. The more you move in the direction of that image, the more your life will improve. There is no end to the good that you can experience as you develop a greater awareness of the perfection that does lie within you.
- Small or large groups that come together as a team in a corporation or other organization and perform effectively do so because they do not compete. They create.
- Teams operate with an image the same way as individuals or organizations do. When a team chooses to improve their performance they must collectively work at improving the image of each team member thereby improving the team image.
- Fast moving, powerful, profitable organizations understand that people work better together. They encourage and educate people to be effective team members. Not only does the organization win, so does every individual in the organization. Individuals grow when they have the support of team members.
- When a team operates in a spirit of harmony toward the same objective, you have one of the most powerful forces in the world. Creative professional teams have difficulty differentiating between working and having fun, and they create results that really count.
- As part of a team, it is important to remember that givers gain. Help every member of the team every way you can; cooperation is always more powerful than competition.

**ENVIRONMENT IS BUT A LOOKING GLASS INDIVIDUAL WORKSHEET**

1. If your external world is a mirror of your internal self-image, what is your external world telling you about your self image?

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2. How would you describe the self image you project on the outside world? Is it a true image of how you feel about yourself? Or, are there differences between what you project and how you really feel about yourself?

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3. How do you really feel about yourself? Do you have a positive self image, or is there room for improvement?

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4. Is your self image a limiting paradigm, or is it empowering? What are the messages you hold about yourself in your self image paradigm; in other words, what is your inner dialogue?

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3. How can you create a more powerful self-image of the team? Brainstorm a list of qualities that you would like to describe the team. How will you incorporate those qualities into your personality?

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4. How can the team take action to embrace this self-image? What are one or two action steps the team can take to improve their self-image? What are the expected results of this improved self-image?

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5. How can each team member change their actions to be even more committed to creating a powerful team? What's one action step you can take this week to begin to transform your team to an even more powerful force?

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6. Discuss all of the previous points with your team.
7. How can you reach out to a member of your team to support them in becoming a more empowered team member? What would that look like?

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### 3 THE THREE R'S EXERCISE — REVIEW, RE-THINK, REWRITE

1. **Review** the ideas, exercises and tools you have received in this Lesson Six of *Thinking Into Results* and outline what you have learned.
2. **Re-think** what action steps you will take based on this Lesson that will move you and your team closer to the goals you identified in Lesson One.
3. **Rewrite** your goal. Does your goal need clarification? Is the image clear? If you gave the written description of the goal to an absolute stranger, would that description create a picture in their mind that is the duplicate of the one you are holding in your mind? If not, bring more clarity to the written goal.