



7 Mindsets Book Study

The objective of the 7 Mindsets book study is to provide an understanding of the research behind the key concepts and conclusions of the book *The 7 Mindsets to Live Your Ultimate Life*, as well as an initial understanding of the mindsets themselves.

The book can be read independently or in conjunction with the 7 Mindsets MasterClass, a virtual training course which provides additional details and guides users through the completion of individualized life plans.

Chapter 1 – The Great Paradox

“If you want to know how to get where you want to go, listen to the people coming back from where you want to be.” – Anonymous

Chapter 1 provides an overview of the research effort and a summary of the key conclusions.

1. The research undertaken was focused on answering one burning question:

2. What do you think makes individuals happy or unhappy?

3. Why do you think so many people are unhappy?

4. What types of things were done to conduct the research effort?

5. The ultra-successful all have one thing in common. Simply put...

6. What is the great paradox?

Chapter 2 – Change Your Mindset, Change Your Life

“Our environment, the world in which we live and work, is a mirror of our attitudes and expectations.” – Earl Nightingale

This chapter discusses the importance of our mindsets and provides some explanation of how they develop.

1. The book uses an analogy of a flea circus. How is training fleas similar to the lives of many people?

2. A _____ is a thought that passes from one person to another. These are the equivalent of mental _____. Some are positive, while some become destructive viruses that _____.

These memes, which we call _____, can lead to lives of _____.

3. Why are so many counter mindsets are passed down from generation to generation?

4. The book talks about scarcity. What does scarcity mean, and how does the idea of scarcity relate to difficulties finding happiness?

5. What do you think the statement “Change Your Mindset, Change Your Life” means?

6. What are the 7 Mindsets?

Chapter 3 – Everything is Possible

“Risk more than others think is safe. Care more than others think is wise. Dream more than others think is practical. Expect more than others think is possible.” – Claude T. Bissell

In the chapter which discusses the Everything Is Possible Mindset, the research showed that happy and successful people:

- Maintain high expectations for life
- Are optimistic and believe in good things from others and the world
- Embrace their imaginations and creative capacity
- Are comfortable taking actions in the face of uncertainty

1. What was the result of the Napoleon Hill Study?

2. In schools and organizations that truly empower their students, these similarities tend to hold true: _____

3. Interviews with hundreds of individuals demonstrate that similar feelings are felt by most great achievers. When asked, “What would you do differently if you could start over?” their responses were: _____

4. What would you describe as the counter mindset to Everything is Possible?

5. What is the great lesson that Thomas Edison teaches us?

6. What did Michelangelo mean when he said, “The greater danger for most of us lies not in setting our aim too high and falling short, but in setting our aim too low and achieving our mark?” _____

7. What does it mean to be a dream snatcher? _____



Chapter 4 – Passion First

“Many things in life will catch your eye, but only a few will capture your heart—follow those.” – Unknown

In the chapter which discusses the Passion First Mindset, the research showed that happy and successful people:

- Recognize their strengths and seek opportunities to leverage them
- Pursue what they find most interesting and inspiring
- Have strong, well-defined personal values
- Seek a clear purpose in life

1. What percent of adults say they are not passionate about what they do for a living? _____
2. What is the Quarter Life Crisis?

3. How would you describe the counter mindset to Passion First?

4. In the book *The Alchemist*, what is the main character searching for? What do you think that is?

5. What is an authentic dream?

6. What does it mean to *lean in* to your Passion?



Chapter 5 – We Are Connected

**“If you can accomplish your dream alone, you aren’t dreaming big enough.”
– Scott Rigsby**

In the chapter which discusses the We Are Connected Mindset, the research showed that happy and successful people:

- Are accepting of and open-minded to other cultures and people
- Are attentive to relationships and surrounds themselves with supportive, motivating people
- Constantly seek knowledge and perspective from others
- Seek to serve others as a catalyst to relationship-building

1. According to Andy Andrews, why are people right when they say “things just keep getting worse and worse.”

2. How is the saying “it’s a dog-eat-dog world” indicative of the counter mindset for We Are Connected?

3. What does it mean when Jim Rohn says, “you are the average of the 5 people you spend the most time with?”

4. Why would you want to embrace competition?

5. What does it mean to create your own personal board of directors?

6. What is the benefit of serving others first?

Chapter 6 - 100% Accountable

“If it is to be, it is up to me.”- William H. Johnson

In the chapter which discusses the 100% Accountable Mindset, the research showed that happy and successful people:

- Take full responsibility for the circumstances and results of their lives
- Manage and prioritize time to maximize effectiveness
- Recognize destructive thought patterns and seek to manage mental habits
- See life as a process of constant evolution, not a road toward an end-goal

1. What was Magic Johnson’s response to a teammate failing to catch his pass in a high pressure situation? _____

How is this being 100% Accountable? _____

2. How does the saying “just my luck” embody the counter mindset for 100% Accountable? _____

3. You may not be able to control all of the events in your life, but....

4. Why is it so important to reconcile with the past? _____

5. Why do we make excuses? _____

6. How did John Wooden model what 100% Accountable looks like?

7. What does the formula $E+R=O$ mean, and how can we adjust the formula?

Chapter 7 – Attitude of Gratitude

“If you change the way you look at things, the things you look at change.”– Wayne Dyer

In the chapter which discusses the Attitude of Gratitude Mindset, the research showed that happy and successful people:

- Have self–compassion and appreciation for who they are
- Are gracious and appreciative of all the good things in their lives
- Regularly expresse gratitude to others
- Seek the positives from all situations, even the most challenging and painful ones

1. What percent of our thoughts are negative, and what are ANTs?

2. What were the conclusions of Martin Seligman’s study on gratitude?

3. What is the premise behind Martin Seligman’s “Positive Psychology” movement? _____

4. Why is it good to keep a gratitude journal? What types of things should you include in your journal?

5. What does it mean to see both sides of the coin? _____

6. What is an *Inverse Paranoid*?

Chapter 8 – Live to Give

“We make a living by what we get, we make a life by what we give.” – Winston Churchill

In the chapter which discusses the Live to Give Mindset, the research showed that happy and successful people:

- Seek to serve others through their work and efforts
- Live life with the goal of having a positive impact in large and small ways
- Are willing to seek help, and welcome it from others
- Orient their lives around a higher mission or purpose

1. What does the “Law of Authenticity” say is the most valuable gift we can give?

2. We get out of life exactly what we _____. What are some examples of this? _____

3. How is our unique genius like an oak tree? _____

4. One of the qualities successful men and women have is that they *give before they get*. How does the founder of TOMS shoes live by this motto?

5. What is the meaning of the quote, “He who gathers has little and he who scatters has much?”

6. What should someone consider when selecting a cause to support?

Chapter 9 – The Time is Now

“To achieve greatness, start where you are, use what you have, and do what you can.” – Arthur Ashe

In the chapter which discusses The Time is Now Mindset, the research showed that happy and successful people:

- Are present and mindful in the moment
- Are able to monitor their thoughts and make critical adjustments in the moment
- Are willing to take risks and allow themselves to be vulnerable
- Align what they do each day with their personal goals and dreams

1. In Teddy’s Roosevelt’s speech to open the chapter, who is it that matters?

2. What lesson can we learn from Fred Deluca and his creation of Subway?

3. When is the saying “Good things come to those who wait” dangerous?

4. What can we learn from Eckhart Tolle’s book *The New Earth* about being present? _____

5. What does it mean to *get in the zone*? _____

6. Why are our efforts more powerful when we act on purpose?

Chapter 10 – Live Your Dreams

“All our dreams can come true if we have the courage to pursue them.” – Walt Disney

This chapter discusses how to put the 7 Mindsets into action in your own life and some of the tools that can support your effort.

1. Why does Bryan Tracey call “The Power of Suggestion” the greatest enemy of personal change? _____

2. Suggestions for Sustainability

Radical Self Interest:

The Power of the Pack:

Measure the Milestones:

Expect the Unexpected:

3. What are some of the tools provided to support our individual efforts to apply the 7 Mindsets, and to help our students do so as well?

1. _____

2. _____

3. _____

4. _____

5. _____