



# Raising Your Standards

## SECTION 8

### **Raising Your Standards - The Key To Permanence In Moving To Success In Your Business and Life**

I believe most of you would agree that there is nothing worse than achieving new heights in your personal life or business, only to watch yourself sliding back to the place you once were. Although this is distasteful and discouraging in many respects, the good news is that you can minimize the likelihood of this happening.

Life is not about perfection or the straight and narrow path. **Life is about coping. Raising your standards and keeping them is a coping skill.** Without coping skills you are much more likely to regress and go back to where you once were. Think about it. If you raise your standards and refuse to allow certain things into your life, then you can't go back to where you once were.

You have set a new standard and this standard does not allow for you to go back to the old ways in your personal life, relationships and your business. Will raising your standards always keep you moving forward? No. But, you will be much more likely to go backwards to what has failed or not worked for you in the past.

When you develop the skill of raising your standards you will become more selective and assertive in what you want and how you go about it. And, as a result, you are much more likely to get it.

Remember, your life and your business are not about guarantees. They are about probabilities. And, the one thing you do have some control over is increasing the probability of having the good things you want happening to you.

**Raising your standards is the key to putting the odds in your favor of having the freedom, abundance and success you desire.**

In the following sections we are going to go back through the lessons of this course and demonstrate how raising your standards must be the underlying foundation to realizing the success, freedom and abundance you desire.

### **Raising Your Standards and Failure**

Raising your standards is the thread that ties together each one of the areas you have explored in this course. The first area you looked at was failure. Failure, as

you learned, is generally characterized by the slow and imperceptible movement away from the success you desire. It is many small errors in judgment that accumulate over a period of time.

**When you raise your standards you will more readily recognize your areas in judgment that could lead to failure.** Once again, we can't avoid failure but we can certainly reduce the probability by discerning it much sooner and taking action to correct your course. You will take more timely action because you will know that certain situations are unacceptable. You will not drift as far off course and you will stay more on track.

You won't lose as much time pondering a situation and dwelling on all the emotional components. You will move forward more quickly because you won't get stuck or feel stopped for long.

### **Raising Your Standard and Discipline**

We looked at discipline or new disciplines as a way to move toward success and to minimize the potential for failure. A discipline is a bridge between a thought and an action. After all, if you don't develop new disciplines nothing will change. When a discipline is repeated often enough it becomes a habit and part of your new life.

**Raising your standards is exactly what you are doing when you develop new disciplines.**

When you develop new disciplines you are saying that you know there is a better way to achieve what you want in business and life. You are showing by your actions that the old way of doing things is more than no longer acceptable. The old way has been discarded to make way for the habits you are developing with your new disciplines.

### **Raising Your Standards and Motivation**

When you raise your standards you have had a change in thinking. This change came about because of your new motivation. This change is reflected in new habits and new actions. What's interesting is that once you start the process of raising your standards then it has a ripple effect in other areas of your business and life.

Raising your standards is similar to throwing a stone in a calm pond. The impact of the stone hitting the water motivates or pushes the water all around it. Take this same picture and apply it to raising your standards. When you raise your standards you are throwing a stone into the pond of your life. And, the impact of that stone will have a ripple effect of raising your standards throughout your business and life.

**New motivation comes from wanting to raise your standards.**

### **Raising Your Standards and Goals**

Setting goals is the key to successfully raising your standards. When you set goals, you are stating to yourself and others that not only are you raising your standards, but that you have created pathways or a road map to implement or achieve these standards.

When you set goals you are not only setting a foundation from which to raise your standards, but a framework to build for the future and to achieve even higher standards.

**Goals increase the probability of raising your standards and keeping them high. When goals are written down you are sixty percent more likely to achieve what you desire.**

Write down your goals and increase the probability of raising your standards. Without goals, raising your standards and keeping them raised becomes more difficult if not impossible.

### **Raising Your Standards and Getting Clear Of Your Past**

For many of you this would seem to be obvious. If you stay in the past then you aren't raising your standards. Only when you move beyond your past do things start to change.

Once you have set your goals to have the business and life you desire then you can more quickly start on the path to getting clear of your past. Getting clear of your past means creating space for you to grow and develop.

Without getting clear of your past you cannot raise your standards. You must become more focused on your present and your future, the future you desire.

**Quite simply, to get clear of your past and to have the present and future you desire you must raise your standards.**

## **Raising Your Standards and Zapping Your Tolerations**

Inherently, when you zap or minimize your tolerations you are raising your standards. A toleration is anything that is a regular part of your life that can cause you to lose focus and energy. Tolerations can and will create unhappiness and confusion.

**When you raise your standards you are saying that you will no longer tolerate either for yourself or others certain behaviors, situations or ways of doing things.**

A good first place to look is at the tolerations that are of your own creation. Be clear about what you are directly responsible for in your business and life that is draining you of focus and/or energy. Then go about fixing or eliminating the easiest ones. This will help build momentum. Then you can work up to the bigger ones.

As you eliminate one toleration after another, you will raise your standards. And with each success it will encourage you to raise your standards to even greater heights.

## **Raising Your Standards and Simplifying Your Life**

One of the greatest benefits from raising your standards is that in the long run it will simplify your life. At first it will take some energy and perseverance to stay on track. You are learning a new skill or discipline.

And part of simplifying your life is getting rid of or minimizing your tolerations and getting clear of your past. As you know you are taking two important steps that contribute to raising your standards. Once you have taken these two steps you have already simplified your life.

Raising your standards takes simplifying your life further. You will become more aware of people, situations and ways of doing things that can complicate your life. All of these can and will, if you do not keep your standards raised take you back to a place where you would rather not be.

**Keep raising your standards and you will keep simplifying your life.**

## **Raising Your Standards and Priorities**

Your priorities are tied to the goals you have set for yourself. Establishing priorities tells you which goals are important and should be addressed first. Priorities establish an order for you to achieve the success you desire. Since goals encourage you to reach and grow it is important that you create as clear a path as possible for this to happen.

Raising your standards allows you to have a mechanism for creating this path to your dreams. Raising your standards also gives you a mechanism, and this is important, for keeping this path as clear and as trouble free as possible.

**In setting and establishing your priorities you will raise your standards.**

When you raise your standards you will lift yourself up to a better place in your business and your life.

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# Questions for Reflection and Evaluation

Elevating your standards puts people and relationships ahead of results. Is this something you already do? Or, is it something you need to work on? Explain.

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If you were creating a list of 5 standards you would want today what are they?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Do you respond to everything that goes on in your life as if you had a direct part in it? Explain.

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When you handle something do you raise your standards to prevent it from happening again?

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Do you have a savings account, so to speak, where you have stored some extra time, love, money and well-being?

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