



CHAPTER 4

IMPROVEMENT AND SELF-EFFICACY
IF YOU THINK YOU CAN, YOU PROBABLY CAN.

OBJECTIVE

Use these statements to help develop efficacious thinking:

1. I've done it before.
2. They were able to do it.
3. They think I can do it.
4. I know I can do it.

Read more on pages 79-80.

WHAT READERS SAY

"Jason Womack teaches you not to settle for your 'best' but to keep the target moving forward. With his help, break through and do better than you ever thought possible, in every area of your personal and professional life."

-Keith Ferrazzi

Author of *Never Eat Alone* & *Who's Got Your Back*

1. YOUR THOUGHTS SHIFT YOUR FOCUS.

What do you tell yourself about life?

Pages 83-84

2. WHAT BOOKS DO YOU READ TO BUILD YOUR SELF-EFFICACY?

Biographies, business, how-to books...

Pages 86-87

3. WHAT ARE OTHER WAYS YOU CAN BUILD YOUR SELF-EFFICACY?

Conferences, mentors, influencers

Pages 87-89

