

Work Problems? That's Fantastic

Stress is there to protect us, but much of it can be alleviated with our approach



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I recently had a problem with my laptop. The main battery, an internal power source, died.

It wore out due to the stress of being turned on and off and used so much. The stressed-out battery blocked power to the processors so the computer was inoperative. But I don't require much computer mobility, so I decided just to use the power cord until I felt a need to replace the battery. I solved my problem without much stress. Wouldn't it be nice to approach all such problems without stress?

This episode started me thinking. I know that humans experience stress that manifests in the form of mental and physical problems. Some problems resulting from stress even prevent us from conducting business successfully. If not addressed, stress can damage or even cost us our businesses, careers and possibly our lives. That brings forth a few questions...

HOW AND WHY DO WE CREATE STRESS?

Stress is the body's reaction to our personal perceptions. It is a learned skill or a conditioned response, not a place or situation. It's based on information that is recorded as metaphors in the nonconscious mind. Stress makes us act in a way that we insist we don't want to act.

For example, the greatest block to sales success is reluctance, a stress based on fear of rejection. This is a learned stress derived from memories and emotional experiences that make a perception of fear. It's an agonizing fear that

robs many salespeople of self-esteem, business and potential livelihood.

Stress has a convoluted positive intention behind it—to keep us safe. Everyone has heard of “fight or flight” syndrome. This protective stress causes the body to perform thousands of functions in milliseconds to prepare for an encounter with danger. But protective or not, some stresses will wear out our bodies and even kill us. Stress is responsible for approximately 75–90 percent of all visits for medical help.

WHAT PROBLEMS ARE CAUSED BY STRESS AND WHERE DO THEY ORIGINATE?

Stress manifests in pain, sadness, guilt, anger, fear, procrastination, distrust and myriad other emotional and physical problems. These affect life activities, including business operations.

Many scientists feel that our problems begin in the nonconscious mind prior to birth and are influenced by the environment, including the physical and mental state of the mother. We add to these inner references and memories during the formative first seven years. But don't despair. All the good memories and references are learned during this same period.

WHY DO WE CONTINUE TO HAVE PROBLEMS THROUGHOUT OUR LIVES?

We have problems because we know how to have problems, and most of us are pretty good

at it. Perceptions are the cause of all problems. Perceptions are programs or trances that come from how we see, hear, smell, taste and feel our experiences. We reference these results with memories and consciously and nonconsciously formulate our perceptions. Our perceptions in turn become the basis of our beliefs.

Our beliefs become our truths and are proven by our experiences, emotions, perceptions and feelings. We use these beliefs to compare and evaluate our experiences. Nearly everything that is not in accordance with these beliefs is a potential problem.

Our beliefs dictate how we conduct ourselves in the business world. Differences among belief systems are consistent impediments in business environments. That is why mirroring another person's actions and speech can be a successful technique in business communications.

HOW DO WE ALLEVIATE STRESS AND THE RESULTING PROBLEMS FROM OUR LIVES?

Noninvasive and nonpharmacological disciplines are great for stress and problem elimination, including energy psychology, FasterEFT (EFT being emotionally focused transformations), HeartMath and others.

These practices educate us about stress and problem creation. They teach us processes for changing our thinking, our memories, perceptions and beliefs. The knowledge and power of self-management gives us the ability to reduce or eliminate stress and problems from our lives. Our lives will forever be changed for the better if we employ these strategies.

W. Clement Stone was an early adopter of these principles. When Stone was faced with a problem, his first response was, “That's fantastic.” That answer always gave him time to identify something “fantastic” about the event. His approach to life helped him build two businesses, *Success* magazine and Combined Insurance, into a billion-dollar empire. Problems. Who needs 'em? **KCB**

Rotating columnists are Bob Bennett, founder of Commworld of Kansas City; Cheryl Womack, chairperson and CEO of The Star Group and VCW Holdings; James Daley, special assistant to the president, Rockhurst University; and Bob Marcusse, president and CEO of the Kansas City Area Development Council. Opinions expressed here are strictly those of the writer and are not endorsed by Anthem Publishing or its subsidiaries. To respond to this column, send comments to mailbox@KCBCentral.com.