

The  
COACHING  
Success Strategies



GOAL  
VISUALISATION:  
GROWTH  
MINDSET

On-demand coaching tips and tricks to help  
you get the life you deserve.

LINDEN FULLER

## Success Strategies

### GOAL VISUALISATION: TOWARDS A GROWTH MINDSET

The key to changing mindset lies primarily in self-awareness.

Carol Dweck (1999) introduced the concepts of fixed mindset and growth mindset to describe the underlying beliefs people hold about their intelligence and abilities. A person with a fixed mindset assumes that human qualities, such as intelligence, character, and ability, are relatively stable and unchangeable. Success is seen as a confirmation of one's inherent intelligence (Dweck, 1999). In contrast, someone with a growth mindset believes that these qualities are malleable and can be improved through effort. Challenges and obstacles are viewed as natural parts of the learning process (Dweck, 1999).



### *Reignite your big dreams*

I help mature, high-performing professionals discover and align with their true essence and meaningful life purpose.

I'd love to help you do that!



### Advantages of a Growth Mindset

According to mindset theory, having a growth mindset is highly advantageous. With a growth mindset, someone is more likely to succeed academically because they are motivated to learn, embrace hard work, are less discouraged by difficulties, and employ more effective learning strategies (Cury, Elliott, Da Fonseca, & Moller, 2006; Dweck and Leggett, 1988). In contrast, someone with a fixed mindset tends to avoid challenges and may be debilitated by failure, believing they cannot succeed (Sousa & Tomlinson, 2011). Mindsets can be changed, and shifting from a fixed to a growth mindset can profoundly impact nearly every aspect of life.

### Self-Awareness: The Key to Changing Mindsets

The key to changing mindsets lies primarily in self-awareness. This exercise helps you develop a growth mindset by identifying and replacing fixed mindset thoughts with growth-oriented actions.

### Developing a Growth Mindset

Adopting a growth mindset can significantly enhance your ability to face challenges, learn from mistakes, and achieve personal growth. Here are four steps to help you develop a growth mindset:

## Step 1: Learn to Hear Your Mindset “Voice”

Try to become aware of your internal commentary when faced with difficulty, such as making a mistake, encountering a setback, or receiving criticism. Briefly describe the challenging situation and the thoughts triggered by it in a journal or on the form provided (see page 3). Use the first column to note the situation and the second column to describe your thoughts.

## Step 2: Identify Whether These Thoughts Represent a Fixed or Growth Mindset

Analyse your thoughts to determine if they reflect a fixed mindset. Fixed mindset thoughts might include statements like “I can’t do this,” “I’m not good enough,” “I’m not smart enough,” or “I failed last time, so I’ll probably fail again.”

## Step 3: Realise Your Power to Choose

With awareness comes the power to choose. If you notice fixed mindset commentary, you have the power to choose whether to continue with this mindset or shift to a growth-oriented one. Mentally shift your perception of your ability and the difficulty in question to reflect a growth mindset. Respond to your fixed mindset thoughts with growth mindset commentary. For example, “I am having difficulty with this task, but I



can learn to master it with time and effort”, “Most successful people have experienced failures along the way,” or “The harder I try, the more likely I am to succeed.” In the fourth column of the form, list one or more thoughts that characterise a growth mindset.

## Step 4: Act in Line with Your Growth Mindset

Identify actions that reflect a growth mindset in the given situation. A growth mindset leads to actions such as approaching challenges and obstacles with enthusiasm and curiosity, interpreting failures as learning opportunities, learning from setbacks and trying again, and receiving criticism with an open mind. List one or more actions that reflect a growth mindset in the last column of the form. Try to take these actions. Just like learning to ride a bike, the more you practice acting in line with a growth mindset, the more natural it becomes.

## Embrace the Journey

By following these steps, you can cultivate a growth mindset, which will help you embrace challenges, persist through difficulties, and ultimately achieve greater success and fulfillment. Remember, changing your perspective is a journey that starts with self-awareness and continues with consistent practice and effort.

*“If you’re not failing, you’re not learning. If you’re not learning, you’re not growing. If you’re not growing, you’re not living.  
Living without failing is failing to live.”*

Mark Manson

Situation	My thoughts after setback or failure	Fixed or growth mindset?	Thoughts of a growth mindset	Actions of a growth mindset
E.g. I applied for a job and didn't get it	I'm not good enough. I wasn't impressive enough.	Fixed	I did my best, and I can learn from my mistakes.	Ask for feedback from interview, and use this to prepare for my next job interview.

## IRRESISTIBLE GOAL VISUALISATION

Imagining future events is a technique that helps people envision possibilities and make plans to achieve them. This exercise promotes goal-directed behavior by increasing the expectation of success, boosting motivation and emotional involvement, and encouraging planning and problem-solving.

Mental imagery can focus on outcomes (visualising the goals) or the process (visualising the steps to achieve the

goals). Outcome-focused imagery helps you visualise how a goal will be achieved and create action plans. Research shows that imagining future events has many benefits. For example, thinking about what you could become in the future or what retirement might look like can increase motivation by helping you identify and pursue goals. Imagining future events also makes those events more likely to happen, and mental imagery of athletic performance can improve actual performance.

*Visualise your success, and then take action!*

## Advice

Concentrate on positive mental images that detail the specific steps you'll take to achieve your desired outcome, rather than just focusing on the outcome itself.

Ensure your mental image is grounded in positive expectations—realistic and attainable goals—rather than positive fantasies, which are idealised visions of your desired event without regard to their likelihood. Positive expectations are more motivating.

## Guide to Visualising your Goals

1 Start by getting comfortable in your seat, and take a few deep breaths to relax. This sets you up to be in the zone to imagine.

Think about a goal that you want to accomplish in the next year of your life. It may be that you're thinking about retirement, downsizing a career in the lead-up to retirement, or something entirely different. It might be a relationship goal, an educational goal, a personal goal, a work-related goal. Take a moment to bring this goal forward and visualise in your mind's eye.

2 With this goal now in your mind, imagine yourself going forward in time, into the future... going forward one week...two weeks...three weeks...

Then four weeks. It's now one month into the future, and you've started working towards achieving your goal - you are on the road to success. What decisions have you made? What actions have you taken? How does it feel to be on this road to goal success?



3 Next, using your imagination, continue going forward in time ... until you are 6 months into the future. You are significantly closer to achieving that irresistible goal. You are starting to feel the benefits of all your efforts. What is this like? How does it feel to be this much closer to your goal? Allow yourself to notice any feelings or emotions tied to this moment.

4 Now you should continue forward in time in your imagination, until you reach one year from now. Here, you have fully accomplished your goal. You have achieved success! Visualise yourself in your mind. Where are you, and what are you doing? Who are you with, if anyone? What are people saying to you? And what are you saying to them?

5 How does reaching your goal feel? What emotions are tied to this achievement? Are there feelings of pride, joy, contentment, or satisfaction?

6 Look back on your journey. Look back on the process of achieving this goal. Look back on all of your hard work and effort, and consider how you reached your goal, step by step. What are the little things you did, day by day, to achieve success? What did you do at work? What did you do in your relationships?

7 What did you do internally to achieve success? How did you manage difficult thoughts, and emotional obstacles? What coping strategies did you use? Take a moment to consider all the things that helped you manage the personal challenges that appeared along the way.

**Evaluate your experience:**

How was it to do this visualisation?

Note here anything you learned from this experience?

What insights can you use to move closer to reaching your goals?



# Welcome!

I'm Linden, a dedicated Life Coach specialising in guiding mature professionals through life's various challenges and changes. My mission is to help you transition from feeling overwhelmed to gaining a clear understanding of your life's purpose and charting a confident path forward.

#### What I Offer:

- **Clarity and Commitment:** My coaching sessions provide a deep sense of clarity and unwavering commitment, helping you set and achieve truly inspiring and powerfully motivating goals.
- **Retirement Vision and Strategies:** I've developed comprehensive programs that help you envision your ideal retirement and equip you with strategies to manage the emotional aspects of this significant life stage. By the end of our coaching series, you'll have a game plan to navigate your retirement with purpose and fulfillment.

**About Me:** When I'm not coaching, you'll find me indulging in my passions—writing for both business and pleasure, enjoying serene walks with my dogs, and nurturing my peaceful balcony garden.

**My Superpower:** I excel in listening. By truly understanding and supporting your unique life journey, I help identify your needs, values, and aspirations, paving the way for a life filled with happiness and fulfillment.

**Explore More:** Thank you for downloading my resource! I'm confident it will be incredibly helpful for you. Explore my website for more coaching tips, resources, and packages tailored to suit your lifestyle needs.

Discover more at: <https://lindenfuller.com/>

*Linden x*

Linden Fuller. Expert Life Coach for Mature Professionals on the path to retirement



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