



Providing You With The Tools You Need to Succeed in Your Direct Sales/Party Plan Business



www.julieannejones.com

LANGUAGE IS POWER

Are you seeking one of the fastest ways to actually make changes? It's in your language. Changing your language changes your reality. There are both physiological and psychological reasons this is so.

Language originates from thoughts and feelings. **Words combined with sound (voice) are energy vibrations** that affect the body's energy centers, and have the inherent capacity to **give** power (energy) or **take** power (energy) away. Words convey underlying messages to our energy centers creating physical, emotional, mental and spiritual responses in others and in ourselves.

Use empowering language to:

- Reclaim and retain your personal power
- Support others in standing in their power
- Release yourself from socially learned victim-hood
- Call yourself forth powerfully--you **are** what you think/speak

Distinction between empowering and disempowering language:

- Empowering language is centered, grounded, responsible, powerful, and healthy.
- Disempowering language keeps us sick and weak.

Use empowering language.

Use:

Choose, desire, want
It's important to me
Desire to
Am not willing to, choose to
Sometimes, often, seldom
Choose, desire
And
Intend, aim
Yes
No
Yes I will or No I won't
I know or I don't know

Instead of:

should
need to
have to
can't
always, never
must
but
try
yeah, uh-huh
nah, nope
maybe
I think

Use statements of value.

- Example: I'm just a housewife doing a few direct sales parties.
- Reframe: I manage my family life and career wonderfully.

- Example: My life is out of control. I don't have any time for myself.
- Reframe: I am taking control of my life and creating time for myself.

- Example: I am so confused. I don't even know what I want.
- Reframe: I am discovering my deepest values and creating a life based on them.

Reframing negative statements into positive statements is a powerful tool to start changing your life.

"Language is power, in ways more literal than most people think. When we speak, we exercise the power of language to transform reality. Why don't more of us realize the connection between language and power?"

Julia Penelope, author of "Speaking Freely"