



EXERCISE 2 • BONUS

We can't change what we aren't aware is holding us back. In his book "**177 Mental Toughness Secrets of the World Class**", Steve Siebold discusses the idea of four levels of awareness. He relates them to four socioeconomic classes which is really the byproduct of the thinking and belief systems held within the classes.

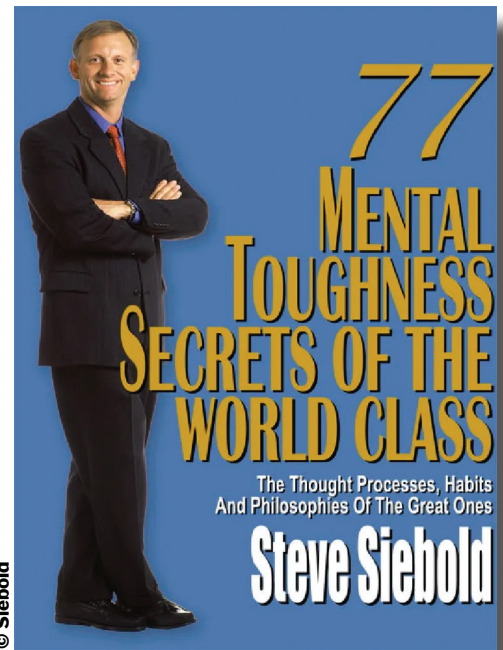
Siebold's four levels of awareness are:

Poverty: People operating at this level of awareness are generally in survival mode and living in a harsh set of circumstances. They generally aren't concerned with long-range planning or creating pathways to a better life; they are simply trying to get by. They spend most of their time reacting to their environment. At this level, there's not a lot of accurate thought occurring about why one is there. It's just accepted as "how it is", and life goes on. There is an underlying victimhood belief which discourages people at this level of awareness from taking control of their lives. They believe the system is rigged against them and completely discount their ability to change their circumstances.

Working Class: This level of awareness is marked by the status quo. This is how we have always done things, and this is how we will do them in the future. This thinking longs for the good old days when our dated skill sets and beliefs were enough. Change and growth are not readily accepted, as people at this level wish for the way things were. Their thinking and belief systems don't adapt well to the changing environments. While they are hard workers, they usually don't see the connection between results and compensation. They typically aren't concerned with raising any higher in life, and nobody around them is, either.

Middle Class: This level of awareness operates at a high enough level to understand that higher levels exist. This is a cause of great frustration. Their primary motivations are comfort and security. They value titles, degrees, and fitting in. They are highly concerned with the thoughts and opinions of others. They tend to operate in a "what's in it for me" sort of mentality. They never spend time critically evaluating the differences in thinking, belief, and action between people at their level and people at higher levels. They attribute people at higher level success to luck, greed, the right family, and opportunities. "Victim" is the watchword for those people who use what they personally didn't have as a reason to stop themselves from developing into everything they are capable to become.

World Class: This awareness level sees things clearly and as they are. They understand people pay for value and solutions. The bigger the problem, the more valuable the solution. They spend their lives in the service of other people and solving people's most pressing problems. They learn to be incredible managers of assets and extraordinary leaders of people. Their ability to see things accurately and consistently allows them to produce the results that have catapulted them to the top of their field, whether in sports, business, or at home. These champions have identified the **Thinking, Beliefs, and Actions** which lead to **Results**.



Which level of awareness do you currently have?

Using the Notes page, write how your level of awareness has played a role in your life thus far.

Read one chapter a day from "177 Mental Toughness Secrets of the World Class" and reflect on it throughout the day



