

IDENTITY

A person in a dark suit is shown from the side, with their hands clasped together. They are standing in what appears to be a waiting area or office, with several blurred computer monitors visible in the background. The overall tone is professional and contemplative.

4 SHIFTS TO DISCOVERING YOUR IDENTITY

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SHIFT #1:

STOP DOUBTING YOURSELF

The first shift you need to make is to, Stop Doubting Yourself. The source of self-doubt more often than not comes from what someone has said to you in your past that you have not gotten over. You have been wearing the identity placed on you by someone and you have to shake it off. Your creator loves you and created you in his image and after his likeness. Settle this once and for all. Their opinions don't matter. Their approval is not required. Their likes have no effect on who God created you to be. To effectively stop doubting yourself, you have to stop "listening." The opinions, remarks, and statements others are saying or have said about you can't be heard if you are far enough away from them.

So, starting today, place distance between those who are not supporting and uplifting you. Eliminate the source of doubt, which in many cases are the very people you have in your life currently. It's time to get some new courage today to leave that toxic relationship. It's time to take your life back and walk away from friends that have been trying to tear you down.

You might even have to walk away from some family members that are jealous and don't want to see you succeed. The hard reality on the road to success is understanding that everyone does not want you to succeed. Not everyone is cheering for you, or is in your corner. You have to learn the difference between friends and fakes. Don't mistake social acquaintance with support.

You must develop your ability to sense the difference between people that truly value you and those that want to vanish you. Your life trajectory is a direct result of the 5 people you associate with the most. If you don't like the direction your family and friends are going in, it's time to shift your circle of influence around. It's time to develop and cultivate some real and meaningful relationships in your life and stop hanging out with people that are not going anywhere. You will spend a lifetime stuck in frustration if you try to take people with you that are not destined to go. Some people will hold you back from your purpose and life assignment trying to please them. Don't try so hard to protect someone's feelings while you suffer and hurt inside by holding on to them. They are making you miserable. They are stopping your progress.

It's time to break the chain of bondage and destroy the yoke of bond with people that are slowly stealing your dreams. They are dream killers and energy stealers.

The most important lesson and reason to make this shift is that I believe we are all accountable to our creator. I believe when the sands of time run out on our lives, we will have to give an account for the time we wasted, the friends we let hold us back, the dreams we didn't bring to fruition, and the purpose we aborted. That's a price I am unwilling to pay.

My life purpose and the fulfillment of my life assignment is more important than any family or friend who would attempt to hold me back. I hope you make this shift today. Your purpose, happiness, fulfillment, and life work are at stake. Get rid of the sources of doubt, so you can start believing in yourself again. So, you can see your real potential and go after it with everything within you.

Making the Shift: Stop Doubting Yourself

The external opinions that I may have listened to that shaped my identity today is...

The people that I need to distance myself from that have been tearing me down are...

The 5 people that I associate with the most and they not reflect where I want to go are...

The things and people I have allowed to steal my energy and kill my dreams are...

Today I will take action to make this shift of leaving self doubt by...

SHIFT # 2:

STOP MAKING EXCUSES

The second shift you need to make is in the area of excuses. We can always come up with excuses as to why we are not where we should be, why we haven't finished our book, why we haven't started that business, why we didn't go back and finish school, why we are hesitant to start that new relationship.

Excuses are the materials used to build bridges to nowhere. The more we use the material of excuses the more we stay stuck in the rut of mediocrity. It should come as no surprise that the source of excuses also points back to self-doubt.

Often the excuse becomes our crutch and our pathway to escape confronting our real purpose. I have coached many people and one of the biggest challenges people often face is some form of an excuse.

When I speak to them about finding their purpose and the reason they were placed on this planet, they start coming up with a million and one excuses why they can't. They tell me about their job, or their hobbies, or maybe a few things they like to do, but are not willing to put the work into really finding their purpose and potential and then going after it with everything they have in them. You can never live the life of your dreams, accomplish your goals or truly be happy if your life is filled with excuses. Another source of excuses comes from the victim mindset. We blame others for our lack of progress. We blame not having a father in our life, or not having the right education, or growing up in the wrong neighborhood, or the lack of love and support. While those are all valid things they may exist in our life, they are never to be used as excuses to stop our progress. Rather, those setbacks are to be used as the fuel to make us work harder, jump harder and defy the odds that are against us.

When I found myself in my parents' basement, I felt worthless. I had lost my self-esteem and felt like everything in my life had gone wrong. But I decided that I wasn't going to stay there. I was fed up with being the victim of my circumstances. I got tired of feel worthless, when I knew I had more potential inside. I made a decision and then I took action. I went back to school and finished my degree graduating with honors (3.96 GPA). I started reading success books and learning what people did in order to become successful. I quit making excuses. I didn't pass the blame to others. I took full responsibility for the outcome of my life and I started taking action to change it.

The day you stop making excuses and make a decision to take action right where you are is the day your life will change. The highest form of human maturity is when we take full responsibility for the outcome of our lives. I have a motto that I often say to others and to myself and I want you to adopt it here and now,

"NO MORE EXCUSES, ONLY RESULTS"

I want you to repeat that 5 times right now. Go ahead, say it. No more excuses, only results.

If you repeated this motto 5 times in a row, then guess what? You have just given the mind and the subconscious mind a new instruction. You have already begun the process of changing your self-image with this empowering affirmation. Your mind listens to your mouth. The more you begin to make declarations like this with your mouth; you begin to program and convince the mind that this is absolute truth.

The mind begins to hear this as fact and not just information. Instead of saying what you don't have, who you don't have and how you can't have, it's time to start declaring the excuses are over. The blame game is done in your life. There is only one thing you are after and that is results. You see, results separate talkers from doers. Results distinguish intention from action. You can always tell the talkers from the doers by simply looking at the results. The results never lie. People will tell you all day long about their plans, their dreams, how much money they will make, how famous they will become and so on. But there is only one verifiable way to know... RESULTS. I want you to consider this principle even when it comes to your friends, your relationships and who you decide to spend your time with. If you don't see the result in THEIR life, then don't bother adding them to your circle.

Don't look for false perceptions of success or listen to the sales pitch. Pay attention to results. Results tell you that a person has stopped making excuses in their life and simply started producing results. That is the type of people you want in your life if you are going to have the right self-image. Association and proximity are Power.

Your associations and who you allow to be in proximity to you will greatly influence your results. One of the greatest motivational tools that I use when I write a book, create a keynote speech, or develop an online program is the tool of Results. When I don't feel like writing a chapter of a book, when I don't feel like creating a new keynote speech, I tell myself, "No excuses, only Results."

I don't give myself permission or let myself off the hook. I know that every day I don't write, speak, or live in my purpose is one more day of no results. The tragedy is that we don't get do-overs in life. Every day that I, let slip by where I have not focused on producing results is a day in my life and calendar that I can never get back. There are only so many tomorrows.

That is what motivates me. That is what inspires me.

That is what drives me to do life work even when I feel tired. The reality is I'm not tired, but simply uninspired. New inspiration and new determination come from knowing that our time on this earth is limited.

The worse face to look into is the face of regret. If you have ever looked into the face of someone who has reached the end of their life and not accomplished everything they wanted to accomplish, is the worse face to look into. The pain, the anguish, the disappointment, the dissatisfaction, the unhappiness can't be articulated with words. Will someone look into your face at the end of your years and see that face of regret? You have this day. You have the gift of today. Don't waste another minute on excuses and telling yourself all the reasons you can't do something. Today, my friend is the day you declare and take action, "No more excuses, only results."

Making the Shift: Stop Making Excuses

The excuses I have been making to not pursue my purpose and lifework are...

The people and circumstances that I have been blaming for where I am are...

What intentions have I had that I need to follow through on starting from today...

What relationships and things are in your life that are not currently producing any results...

How many days, months and years have I wasted not living in my purpose...

SHIFT # 3:

START TAKING ACTS OF FAITH

The third shift you need to make is to, Start taking Acts of Faith. It's important to know that if you don't make Shift #1, Stop Doubting Yourself, and then Shift #2, Stop Making Excuses, you can't make this third shift. You will never be able to take conscious acts of faith in your life, if you continue to live with self-doubt and making excuses. Both of these negative traits of self-image are counterproductive to Taking Acts of Faith. But faith is the opposite of fear and doubt. Having the courage to take acts of faith is one of the most powerful ways to eliminate self-doubt and excuses combined. My father would quote a poem when I was a child. It stayed with me until my adult years, so much so, that I memorized the poem and would often quote it to others as a source of inspiration. I want to share it with you:

**Doubt sees the difficulty
Faith sees the way
Doubt sees the dark nights
Faith sees the day
Doubt dreads to take a step
While Faith soars on high
Doubt asks who believes?
And Faith answers I**

One of my favorite lines is when doubt asks who believes and faith answers I. Self-doubt and the doubts of others deposited inside you will come to question your faith.

Doubt is always seeking to make you doubt yourself and your decisions. Doubt tries to talk you out of your dreams, or challenge you. But faith will always respond. Faith will answer doubt unequivocally. Faith responds to doubt and says I am not afraid of you. I am not afraid to take a step or act of Faith. Let me give you the biblical definition of faith. "Faith is the substance of things hoped for the evidence of things not seen." That's powerful. Faith then is being able to believe in and see the very evidence of something before it even happens. It means that what your physical eyes are unable to see your vision allows you to see it. And not just to see it, but to see it in its completed form. Who have you let talk you out of your dream? Who have you been listening to that told you it's not possible? It's time to cancel those words. It's time to defy doubt by taking an act of faith.

Faith in essence is the proof that you truly believe it's going to happen. You are going to get that job, so you submit your resume, you get your outfit ready, and you believe the job is already yours. You see the business as successful, so you start working on your business plan, you start creating the products and services. You are taking acts of Faith. You believe that this relationship is going to work, so you make your move; you approach the person and get to know them. You are taking an act of faith. What stops us from taking more acts of faith is a poor self-image, a dis-belief in ourselves and a fear of the outcome. You have to stop fearing the outcome. It will never turn out right if you never try.

You will never know the outcome, if you shriek back in fear and never take your shot. When the basketball of life is passed to you, don't pass it to someone else. The ball would have never been passed to you; even they didn't believe you could take the shot. So, take the shot. Take the shot at your dreams. Take the shot in the relationship. Take your shot and go for the promotion.

Take your shot and start that business. Take your shot and write that book. Whatever it is that God has put in your heart, He wants you to take the shot. Sure, he could find someone else, but he wants you to do it. He knows the outcome. He knows the results. Trust Him and take your shot. Take more acts of faith in your life. Don't keep waiting. Don't keep thinking about it. Don't keep waiting for someone to approve it or support it. It's time to take your shot.

As I write this, I feel this is speaking directly to someone. You have been holding back because of fear. You have allowed a negative self-image to weaken your faith. You have stopped talking about your dream. This is the confirmation you have been looking for. You didn't start reading this eBook by accident or by chance. God wanted you to read this and know that He wants you to take your shot. Stop doubting yourself. Stop worrying about what people think. Go ahead, Take your shot. Take that act of faith and I believe you will score. Once you take the act of faith, your life and results will never be the same.

Making the Shift: Start Taking Acts of Faith

The acts of faith that I need to take from today are...

The internal self-doubt and fears that have been holding me back are...

The self-image I have of myself today is....

The shots I didn't take in life and the opportunities I let pass because of self-doubt are...

What has God placed in your heart that you should be doing but have let self-image stop you...

SHIFT #4:

START BEING YOU

This fourth shift is one of the most important ones you have to make if you want to change your self-image. It is the cusp of what we have been discussing up to this point. In the age of distraction, information overload, social media, celebrity status, and digital advice, it can be easy to get confused about simply being ourselves. We are so heavily influenced by social media and trying to live the life of what we see in the digital world that we lose our own sense of self-identity and our self-worth suffers as a result. We no longer can distinguish the value within and we begin to emulate the images of those who appear to be living the life we want live.

There is a huge difference between finding someone to model or finding a mentor and then idolizing the lifestyle, wealth, and image of a person to the point it distorts or confuses our own self-perception. The fourth shift that is required in developing a healthy self-image is the ability to start being YOU. The problem with that is we are more concerned with what people think of us, rather than what we really think and believe about ourselves. Our external perception is far more important than our internal reflection. You will always be trapped in the preferences and opinions of others if you don't make this fourth shift to start living genuinely and authentically.

When we eliminate self-doubt, find our sense of internal value and significance then we can start to live in our truth and not the lies we have been told. We can come to realize that someone's perception of our worth and value has nothing to do with our real value inside.

Today I want you to make the decision that from this moment forth, you will not let an external opinion become more important than your own internal reflection. I want you to find the strength today to start living in the real version of you. Don't be fake, don't try to impress others, and don't try to be something that you are not.

Accept that you are perfect just the way you are. You were created with the right nose, the right hair, the right smile, you are the right size, the right height, and you are uniquely You. No one on this planet has the ability to be a better version of you than You. Accept that because it is a fact and begin to live in that truth.

Be ok with You. Love yourself just as you are. Accept yourself just as you are. You have nothing to prove. Don't use comparison as a gauge for success. The fact that you were born indicates you can be successful. It's up to you, not someone else, to determine the outcome of your life, and to determine your own happiness. Don't give that responsibility to someone else. Only you have the power to determine your worth, your value, and your happiness.

Making the Shift: Start Being You

The images and appearances of success that I have been trying to copy are...

What external perceptions have I allowed to cloud my own inner perception of who I am...

The things I have been faking and the person I have tried to be is...

The voices and outside influences that have caused me to lose my own internal voice are...

The people I have been giving the responsibility for my happiness are...

Closing

I trust that these 4 shifts will add value to your life and help you find a healthy self-image and healthy self-identity. My goal is that these 4 shifts will help you take inventory, reconnect with yourself and discover just how amazing you are as a person.

Here, once again, are the 4 Identity Shifts:

Identity Shift # 1:
Stop Doubting Yourself

Identity Shift #2:
Stop Making Excuses

Identity Shift #3:
Start Taking Acts of Faith

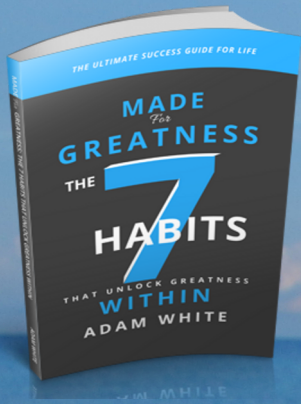
Identity Shift #4:
Start Being YOU

On your journey of self discovery, purpose, and success, I honor you and I am here with you every step of the way.

As you move forward, may the doors of opportunity swing open for you and you step into your destiny and lead the life of your dreams.

In friendship,

Adam



You Were Made For Greatness. You Have Purpose. You Matter.

Dear Friend,

We hope you enjoyed Adam's eBook. If you did, you will love *Made For Greatness: The 7 Habits that Unlock Greatness Within*

Made For Greatness shares 7 powerful life habits that will empower you to live the life you want and the life you deserve. These habits took Adam from his parents basement to owning a Subway Franchise and more than 14 pieces of real estate in just 2 short years. Hidden within our daily habits are the results and success we seek.

If you have felt that something is missing in life, or you just want to go to the next level of success, this book was written for you and will help you get there

Based on 10 years of study of human potential and this book is easy to understand and highly-results driven. The activities throughout each chapter will open your mind to a new way of thinking.

We invite you to read the book, complete the activities, and learn more about Adam's work at AdamWhiteSpeaks.com.

For free podcasts, videos, and email newsletters from Adam, visit his website today at AdamWhiteSpeaks.com.



Adam White is a bestselling author whose books include Life's Golden Ticket, The Millionaire Messenger, and The Charge. He is the founder of High Performance Academy, the legendary personal development program for achievers, and Experts Academy, the world's most comprehensive marketing training for authors, speakers, coaches, and online thought leaders.

For these works, Larry King and dozens of media outlets call Brendon "one of the top motivation and marketing trainers in the world."

Adam's books, videos, newsletters, products, and appearances inspire over thousands of people a week worldwide. His books have been sold out to crowds across the country.

Though best known for his motivation and leadership training work, Adam is business advisor to speakers, authors, coaches, thought leaders and course creators. Adam is one of the most in-demand speakers and trainers in the nation.

Adam turned a life of loss around after living in his parents basement to own a Subway Franchise and more than a dozen investment properties in Michigan.. Since that time, he has dedicated his life to helping people find their purpose, share their voice, and use their experience and wisdom to change the world.

Adam has been featured on HR Hour of Power, several radio programs and podcasts and is a contributing writer to Careers in Government (GovTalk) that attracts more than 12 million subscribers.

As one of the most in-demand trainers and speakers of our time, Adam has shared the stage with the Mayor Garcetti of Los Angeles, Former Mayor Goodman of Las Vegas and many other top leaders and influencers.

Adam's clients include entrepreneurs, executives, leaders, managers, employees, and individuals from many diverse backgrounds and countries. His advice, products, and training have been sought by SHRM, Ford Motor Company, General Dynamics, AAHAM, and dozens of the top organizations and universities in the world.

Meet him at **AdamWhiteSpeaks.com**

