

Create your Success Blueprint™

The 5 steps that lead to you feeling confident and capable of achieving the career or business you REALLY want!



Success by Design
for women

Here's why you need to your Success Blueprint™



Hi -
I'm Suzanne Mercier. I help talented women like you create your Success Blueprint™. In the process, you get to see your immense value, let go of self-judgement and increase your confidence so you can go after the career or business success you REALLY want!

Suzanne

If you don't feel confident, you probably hold yourself back from the career or business you dream of. You may let opportunities slip through your fingers. Or if you're already successful, you may question whether you can pull that rabbit out of the hat again, creating a self-fulfilling prophecy.

All of which means, your career or business success is hampered.

Your Success Blueprint™ is the foundation for your future success.

Everything else - your Purpose, your Vision, your projects, your personal brand and offering - rests on it.

This process is part of a larger system that totally sets you up for career or business success! It starts with Decoding your blueprint and Dismantling barriers that stand in the way of your success.

Designing your future, Developing a strong foundation to ensure what you build has staying power. And Delivering ... making it happen.

The Foundation Process™ as shown below has 4 essential elements - **Reclaim You!** is the second. Reclaim You! is critical to you recognising and accepting both yourself and the value you bring.

When you can see and accept yourself and know in your mind, heart and gut that you are good enough, the success you seek in your career or business is within reach.

Here are the 5 key principles in The Success Blueprint™ ...





1. Reclaim your value

The Imposter Syndrome stands in the way of us seeing what we're capable of and therefore the value we offer.

What is the Imposter Syndrome?

It's a limiting belief about our identity. The Syndrome relates to the state of low self-esteem – not the trait – and to feeling a lack of worthiness.

It impacts 70% of talented people. 33% experience it at a chronic level meaning everything around them is viewed through the lens of not being good enough.

When triggered, the Imposter syndrome prevents us from identifying or accessing our strengths. If we do see them, we conclude what we bring to the table can't be too valuable if we don't measure up.

Reclaiming those strengths and recognising their value is a step towards developing a strong foundation on which to build our career or business.

How do we reclaim & value our capabilities?

1. Take a page - horizontal - and draw a line down the middle
2. On the left side – labelled Strengths – write as many as you are able to see.
3. Ask someone you trust to help you complete your list.
4. Then take each strength and find the benefit or value of it to your organisation, your clients, your colleagues.



2. Own your successes

Acknowledging your role in past success creates a strong foundation for the future!

Not claiming your success undermines your options

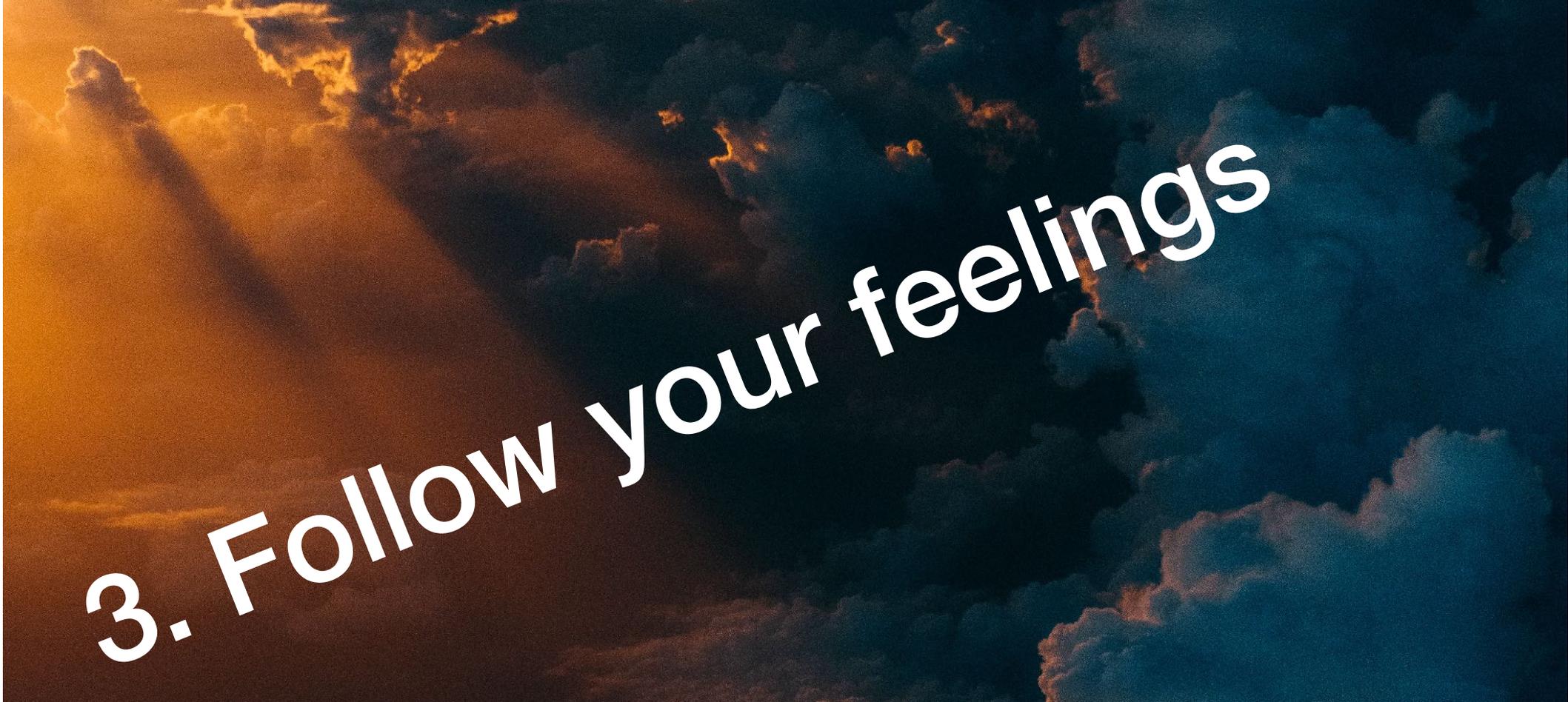
When you feel you're not good enough, your focus is on hiding that from the world. That may mean you hide yourself or you may adopt dare devil behaviour, looking to prove you're good enough to the rest of the world. The problem is - the person you most need to convince is yourself.

Denying your success directionalises your thinking and creates a self-fulfilling prophecy that effectively blinds you to your own achievements.

To capture and own your success and build a foundation for your future ...

At the end of each day, take around 10 minutes to contemplate your day.

1. What went really well – even brilliantly? What role did you play in that? Now add this 'success' to your list and celebrate in some way.
2. What went quite well? What was your role? What could you do to improve it?
3. What didn't work at all? What was your role? What lesson did you learn? And what could you do instead?



3. Follow your feelings

Your feelings put you in touch with what's really going on beneath the surface!

Feelings, not emotions are the key to better understanding you!

Emotions are biochemical reactions associated with the fight/flight response. They are universal. Feelings on the other hand are the mental associations and reactions to our emotions. They are subjective, influenced by our personal experiences, our beliefs and memories. Emotions can be fleeting. The feelings they evoke may grow over a lifetime.

Most of us are cut off from our feelings. What has been valued in the past is our thinking, our mental ability and agility. However, most of our thinking is habitual ... it occurs in our unconscious.

To surface the unconscious patterns that may undermine your success, tune into your feelings

All of us feel anxiety and stress at times. Experiencing a new situation. Being asked to do something you haven't done before. Receiving feedback on completed project. For up to 70%, those feelings can be debilitating.

They are also great information. When you experience that feeling of not being good enough, identify the feeling. Consider the context. And ask yourself 'what must I believe in this situation to react emotionally and feel that I'm not good enough'. Then you can address the limiting belief.



4. Step back for a clearer perspective!

***It's
not
personal!***

When we take things personally, we become reactive, not responsive

When you're concerned about being vulnerable, judged and rejected – which commonly arises from the feeling of not being good enough – you may be hyper vigilant; on the watch for threat. You are likely to interpret everything you're exposed to through your lack of confidence. Instead of responding to situations you experience, you react to the perceived threat.

You need to step back to evaluate situations objectively so you can recognise multiple possible interpretations. You can then respond from a neutral, more useful space.

Unpack your response

Initially, you'll tend to work with hindsight. The situation has occurred, you took it personally and reacted in a way that you don't feel comfortable with and didn't give you the result you wanted.

Event → Interpretation → Response

So, let's pull apart the situation. What was the objective reality? How did you interpret that event? Were there any other possible interpretations that didn't involve you not being good enough? How did you respond? How would you have responded if your interpretation was different? Simply by opening up possibilities, you take the pressure off yourself and realise it's not personal.



When we don't have healthy boundaries, we have strong defences

A majority of people don't know what's OK with them and what's not ... until they react!

You don't want to upset people. You may feel uncomfortable saying no. You tend to put other people's needs in front of your own. Or you feel responsible for their wellbeing ... more than yours.

You may absorb the discomfort, internalising it once ... then again ... and again ... until you react more strongly than the situation warrants.

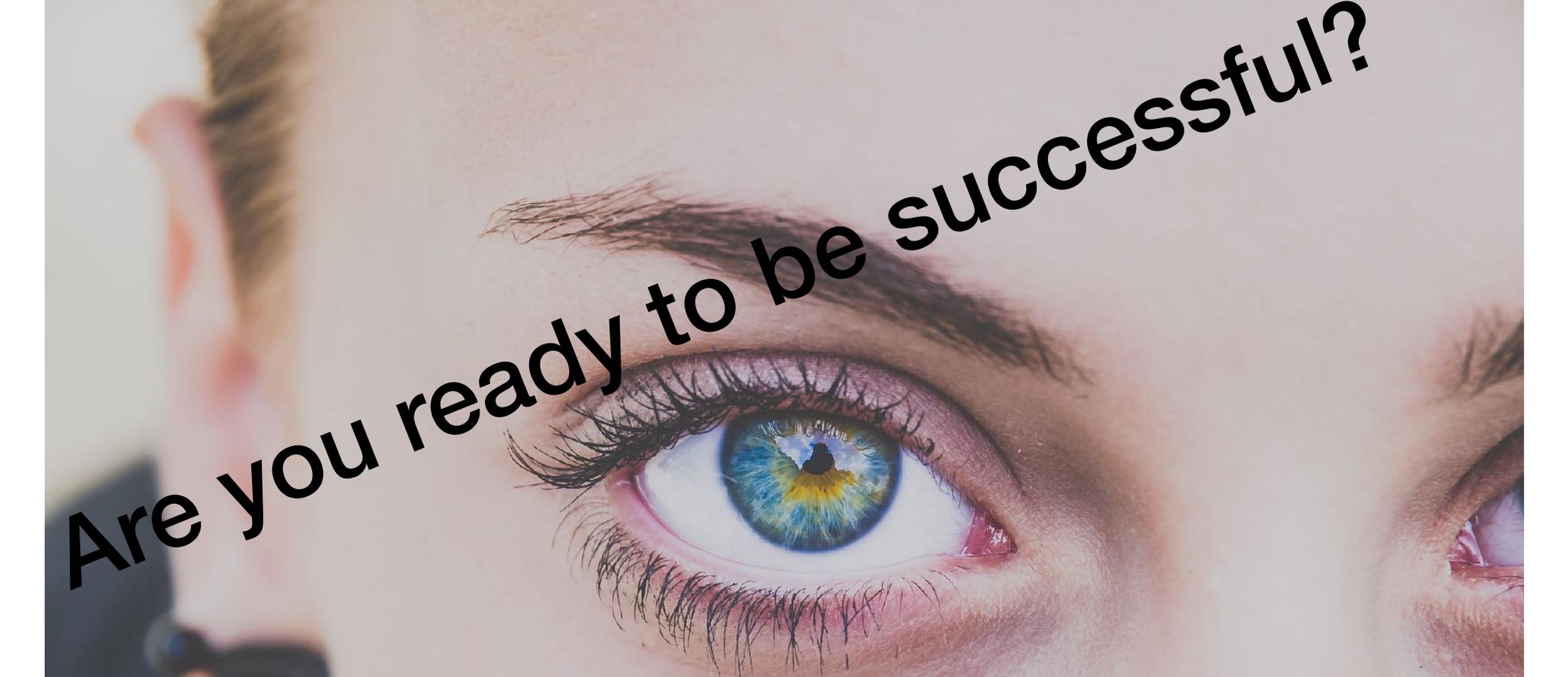
When that happens, you've pulled up the defences and created a more reactive situation than you might otherwise have done.

Identify your Limits

Feeling discomfort and resentment is a red flag that your boundaries have been crossed, even violated. Explore the intensity of those feelings and the cause. "What is it about this situation that's bothering me.

Consider what you can tolerate and accept and what makes you feel uncomfortable or stressed. Those feelings help us identify what our limits are.

Give yourself permission to have boundaries. Communicate them clearly and compassionately to others. Then let go of feeling responsible for their reactions.



Are you ready to be successful?

When you feel you're not good enough, you dismiss who you are and what you're capable of. In doing so, you diminish your possibility of success.

Creating a strong foundation upon which to build your future is a key step in creating the success you aspire to.

"Success by Design for women" helps talented female leaders and business owners develop the self-esteem and confidence to live up to their potential.

Thank you, thank you, thank you for coaching me.

I wouldn't have had the courage - or even the thought - to step up as a manager if it weren't for you and the work we've done together over the last 6 months. I realise I'm in new territory now - and you're the best compass around!

Senior Manager,
Leading Australian Insurance Company.

FIND OUT MORE!