A portrait of Mary Grate-Pyos, a woman with short, dark, wavy hair, smiling. She is wearing a dark, textured top and a multi-strand pearl necklace. The background is a solid grey.

Mary Grate-Pyos, MBA, CFBS  
MassMutual Capitol District  
CEO Business School  
February 26, 2021

# *The Power of Mindset*

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SETTING INTENTIONS AND GAINING PERSPECTIVE

# Intention. Perspective. The Power of Mindset

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WHAT WILL BE YOUR STORY ONE YEAR FROM TODAY?

# Intention

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Past

Present

Future

# Perspective

---

Past

Present

Future

# Mindset

---

Past

Present

Future



# The Power We Give Our Past

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“I tried that already.”

“It didn’t work in the past”

“I can’t fail. I did that already.”

“I’m going to play it safe this time.”

“That was a public embarrassment. I’ll never do that again.”

“I’m afraid to do that.”

“I lost so much doing that years ago.”

“You can’t create a new future if your focus is in the past.”

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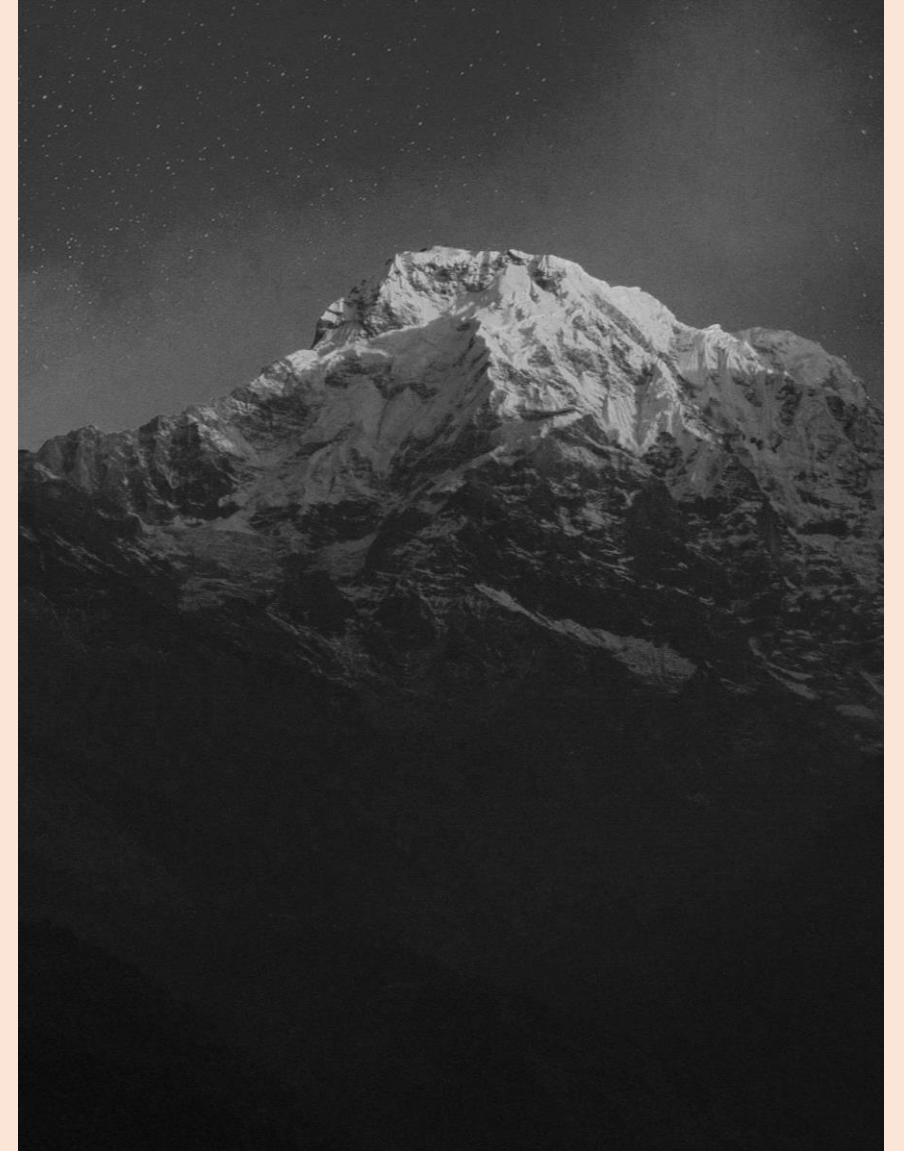
Are you addicted to your past?




# Your Personality

- Your personality creates your personal reality.

Thoughts. Feelings. Actions.







# Your Personality

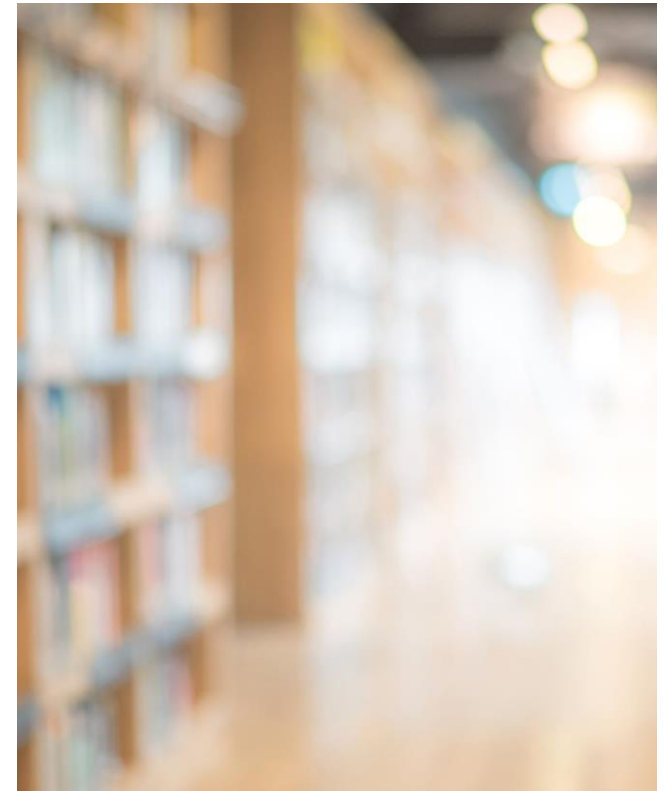
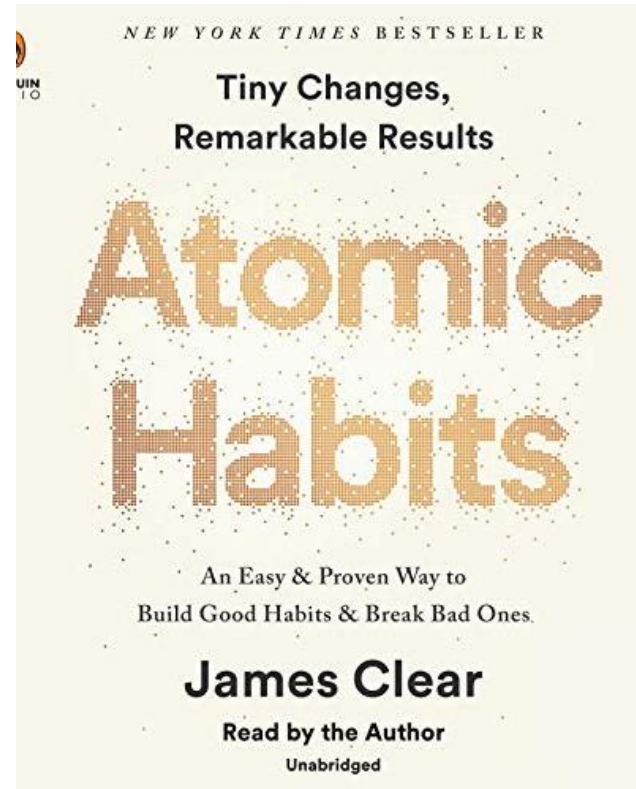
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**How you think, feel, and act**

Setting intentions provide the foundation for your perspective for reaching your goals.

But consider this....

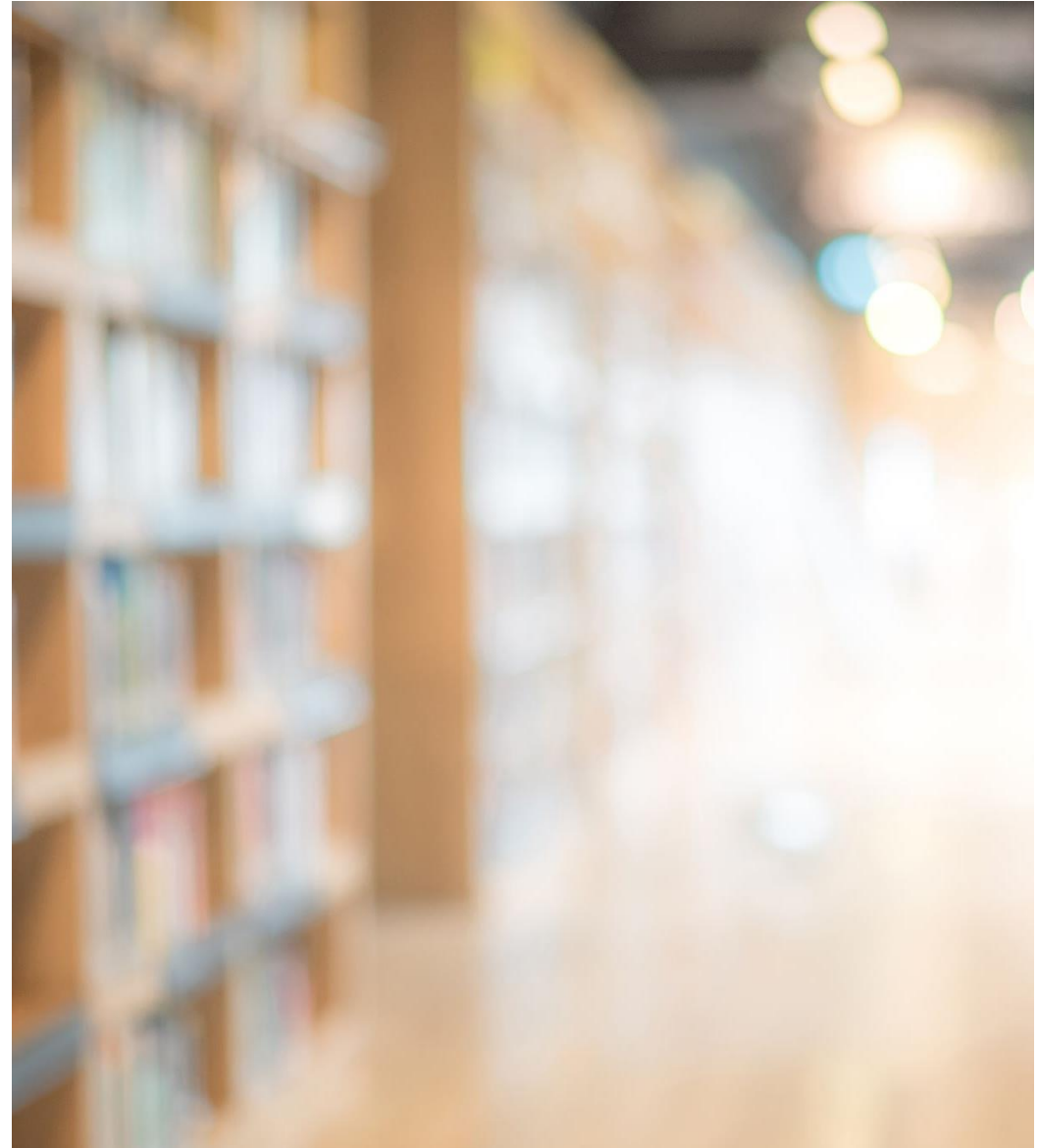
- 
- Forget about goals, focus on your systems.
  - What is your routine?
  - What are the action steps that you consistently do?
  - **We do not rise to the level of our goals, but we do fall to the level of our systems.**



# The Power of Mindset

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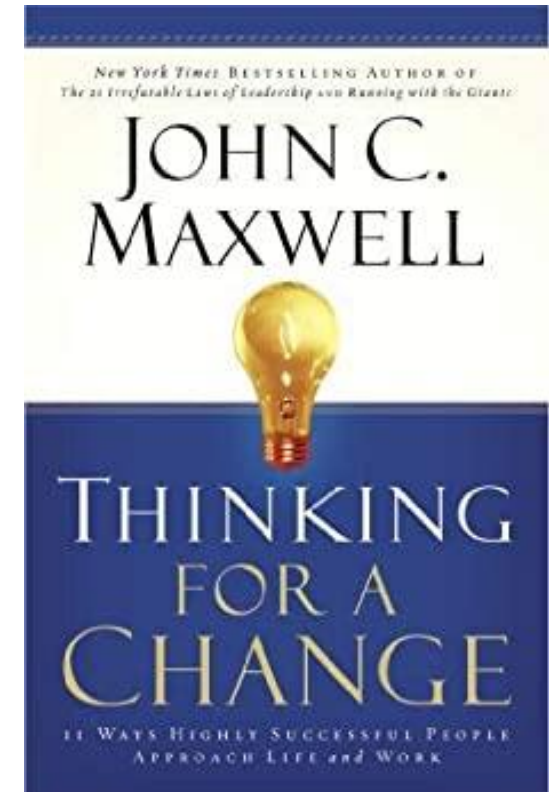
THE SUBCONSCIOUS MIND DOESN'T UNDERSTAND THE REAL OR THE IMAGINED.



# John Maxwell

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*"Progress always requires change. Going to a new level always requires changing your mind. You may know that intuitively, but you need to make that idea foundation to the way you 'do' life."*



# The “Potential” Obstacles

- Your environment
- The company that you keep
- Self Talk
  - Am I qualified to do that?
  - What will people say?
  - What if I fail?
- No lessons learned

# No Excuse Zone

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This then that

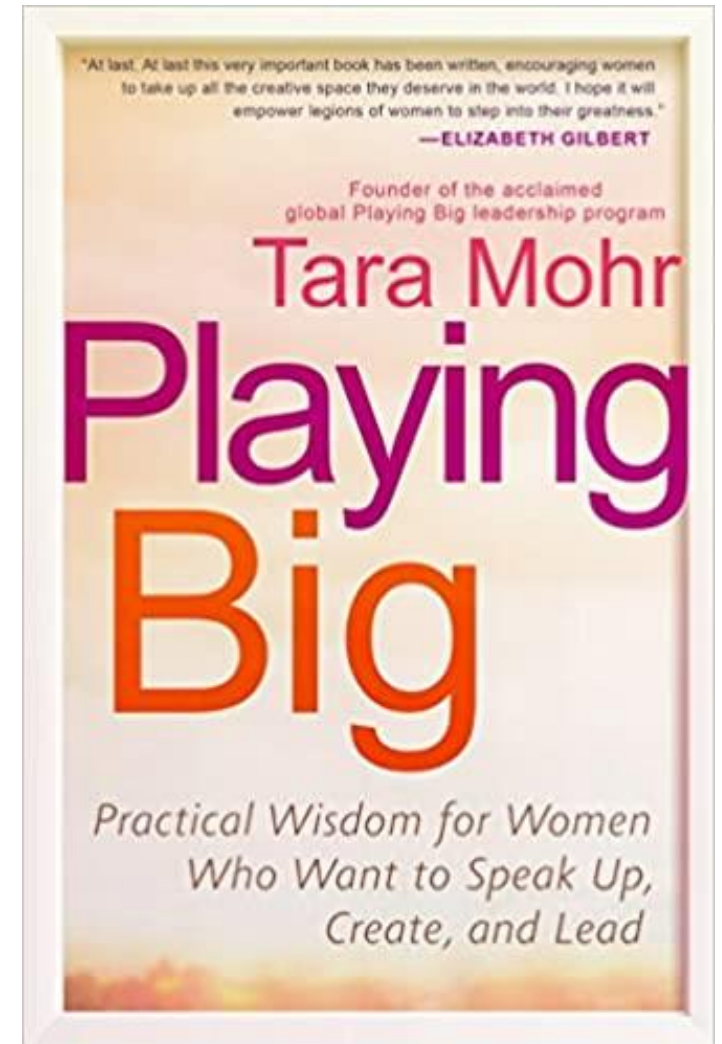
Designing at the whiteboard

Overcomplicating and endless polishing

Collecting and curating what everyone else has to say about 'it'

Omitting your own story

Getting more and more education







# Your Mindset

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Your Thought Life

Your Self Talk

Your past experiences

Your Perspective

Your Emotions

Your Intentions

"Everyone should own this book."  
—CHIP HEATH & DAN HEATH, authors of *Made to Stick* and *Switch*

# mindset

THE NEW PSYCHOLOGY OF SUCCESS

HOW WE CAN  
LEARN TO FULFILL  
OUR POTENTIAL

\*parenting  
\*business  
\*school  
\*relationships

1 MILLION  
COPIES  
IN PRINT

CAROL S. DWECK, Ph.D.

## Ways to Develop a Growth Mindset

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*Mindset: The New Psychology of Success by Carol Dweck*

- ✓ Acknowledge and embrace imperfections.
- ✓ View challenges as opportunities.
- ✓ Replace the word “failing” with the word “learning.”
- ✓ Stop seeking approval.
- ✓ Cultivate a sense of purpose..
- ✓ Provide regular opportunities for reflection.
- ✓ Cultivate grit.
- ✓ Use the word “yet.”
- ✓ Make a new goal for every goal accomplished.
- ✓ Take ownership over your attitude.



# How do you become better through the power of your mindset?

- ❖ Mental rehearsing and imagining
- ❖ Affirmations
- ❖ Change your energy
- ❖ Recondition your mind to a new way of thinking
- ❖ Know that the win is first mental
- ❖ Your thoughts have frequency.
- ❖ Become aware that my personality creates my personal reality.
- ❖ Gratitude
- ❖ Stop Playing Small
- ❖ Work on YOU more than you work on your business

# Intention. Perspective. The Power of Mindset

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WHAT WILL BE YOUR STORY ONE YEAR FROM TODAY?

What are YOU Willing to  
do to Succeed?

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# My 2020 “Fabulously Failing/Learning” Experience

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**Go for the big goal**

**I elevated my thinking...**what could I really do if I focused and tried?

**Huge mental shift in what I could achieve**

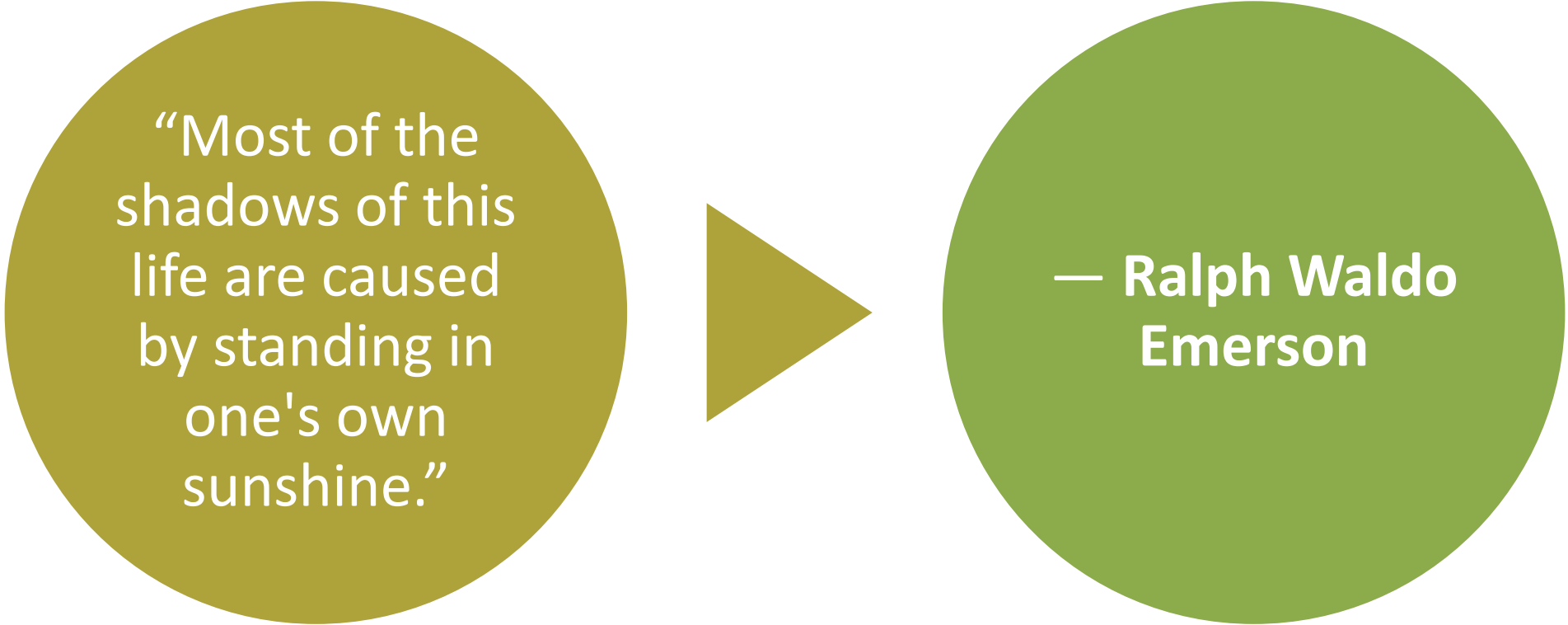
- I become a different person during those 30 days
- Feed your mind positivity daily!
- If it seems crazy, keep the dream to yourself

**Be gentle to yourself**

- At least I tried and gave it my best.

**Give yourself some grace!**





“Most of the  
shadows of this  
life are caused  
by standing in  
one's own  
sunshine.”

— **Ralph Waldo  
Emerson**





# Questions?

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