

***7 Words to Eliminate  
from  
Your Vocabulary  
for  
Faster Success***

***by***

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## The Power of Words

Are you aware of the damage you can do to yourself and others, simply by using the wrong words in conversation? If you want to succeed in achieving your goals, there are many words that you must eliminate from your vocabulary, or at least use them to your advantage, instead of your demise.

The words you use in your everyday speech, and how you use them, has a profound impact on your effectiveness and the speed at which you will achieve success. This is not to say that using the wrong language will stop you from succeeding, because anyone, given the right focus and determination, can succeed at anything they set their mind to. What I am saying is this...

***If you plan on succeeding anyway,  
why not get there faster and with less struggle?***

On the surface, this seems obvious, and at the same time it is much more complicated than you think. The words we use everyday are ingrained by repetition. The vocabulary that we use is built upon habits, good or bad. There are often other words we could use, we just don't think of them fast enough during conversation. We default to our "habitual" words.

This report will highlight 7 words (plus one bonus word) that are used very frequently and yet can have a significant, negative impact on your success. It might even take reading this report a couple of time to really understand how ingrained these words are, and to see how important it is to eliminate their use.

## 1. TRY at Your Own Risk!

One of the most destructive of words we can ever use is “try”.

If you have ever seen the Star Wars movies you will be familiar with Master Yoda. Yoda teaches Luke Skywalker a very important lesson:

***“There is no TRY. DO! Or DO NOT!”***

What this means is that there is no state of trying. You can't “try” to pick up a stone. You either pick it up, or you don't. There is nothing in between.

When you use the word “try”, you are subconsciously giving yourself a way out if you fail. For instance you might say, "I'll *try* to get the project done by next Friday." and when you don't, you follow it up with "Well, I *tried* my best."

Is that right? Did you really do your best? Of course not. We both know that “trying” my best is never really done at 100% of your capabilities. Maybe you can forgive yourself for “trying” but I doubt your boss will...or your wife or husband...or your kids! Ouch! When you really stop to think about it, there is much more riding on your success than just...YOU!

By using "try", you are essentially telling yourself and those you are speaking to that you really don't believe in yourself. By simply eliminating that pesky word, you set yourself up so that failure is not an option. "I will get that project done by next Friday." You have given your word and you know how much value other people put into your word and whether you follow through or not.

With "try", instead of trusting in your word they subconsciously, or even consciously, say, "I guess we are just going to have to miss that deadline then, 'cause all he is going to do is *try*."

So stop giving yourself a way out. Step up and make your word count for something. Monitor your speech and if you catch yourself using the word "try", stop and rephrase the sentence without it. Even if you have to repeat the sentence outloud, it will make your speech and your words more powerful.

## 2. BUT Let Me Say This...

A common use of language is conversation. You may have heard of it...it's when two or more people speak with each other about a particular topic, exchanging words, with the intent of communicating their ideas.

Of course, I am being sarcastic and there is good reason. The reason is that while conversation is supposed to be bi-directional (ie. back and forth), most conversations are uni-directional, or one way. The skill of listening is not something we pick up automatically, it is a learned skill that takes practice. Without the skill of listening, many people pretend to listen while they formulate their next talk session.

The word "but" is a prime example of this occurrence. Have you ever had a debate with someone and when you were done presenting your side of the argument, the other person said something to the effect of, "I see what you are saying, but I think we should...blah blah blah..." It happens day in and day out.

Why is this a problem? It's a problem because when the mind hears the word "but" is automatically negates everything that was said before it. Your brain hears that same response as, "...I think we should...", with no acknowledgement of your point. Essentially, the receiver hears that you only want to push your own agenda and won't be considering anyone else's points of view.

The result of this is that instead of being a constructive debate or conversation, everyone knocks heads and someone, if not everyone, compromises much more than necessary and/or simply walks away with a bad taste in their mouth.

Either way, the receiver feels slighted and that immediately removes any level of trust that had been established up until that point.

To make the conversation flow more easily and to continue to build that rapport, replace the word “but” with the word “and”.

This way, you would say "I see what you are saying, and I think we should..."

You are showing acceptance of the other's point of view and offering up yours beside it, not to replace it. Both views still exist so that they can be analysed together.

There is another negative aspect to the "but" problem. And it is not that people's “but's” are getting too big, though that would be a good point for discussion. The issue is that “but” signifies that we live in an either/or world and that simply is not the case.

***We live in an abundant world and it is therefore an "and" world.***

We are entitled to both if we so choose. Here's an example: "I would like to buy that rental property, but I don't have any money." Look on the Internet and you will find tons of resources that prove you don't need money to buy real estate. So this statement should be, "I would like to buy that rental property, and I am going to find a way to do it!"

So turn your "either/or" attitude into one of abundance, and show some respect to those with whom you communicate.

### **3. I HOPE You Read This in Time.**

Are you filled with hope about your future? If so, I want to give you a warning!

Hope is a word that has been used for centuries, if not millenia, especially in the world's religions. Hope is used to show your belief in what the future holds in store for you. "If you are filled with hope, you must be a true believer."

I am sure that somewhere along the way, like so many other ancient teachings, a great concept was misinterpreted.

I say this because "hope" is a very limiting word today. It robs you of true belief. It says, "I don't think I believe this, so I will just pretend really strongly and that will get me what I want." It doesn't work that way. Especially when it comes to your goals. If you don't believe that you will achieve your goals with every cell of your being, it simply won't happen.

So replace the word "hope" with the word "know" and be definite in your beliefs. To know something is to have it written in your mind. It already exists, you simply have to find it.

Let's look at an example. You are about to go into an important meeting and you say to yourself, "I hope the meeting goes well." To ensure that your mind is in the right place and your physiology projects confidence, change that statement to, "I *know* this meeting is going to go well."

Another word I like to use in place of “hope” is “faith”.

"I have faith that the Lord will come and I will be granted a life everlasting!"

"I have faith that the universe will provide me the insight I need to see my way."

***To Know is to Believe.***

***Faith is a Decision to Believe.***

***Hope is only a weak substitute.***

## 4. IF You Read This...

If you read this? Forget that! WHEN you read this...never *if*!

Since you are reading this report, it is logical that you are going to read the whole thing. It has good content. It's to the point. And it is only a short read. What reason would you have not to. I just knew you would. I had faith in the technology to deliver it and I know that the message I am sending is valuable enough for you to take the time to read it.

"If you read this...", only sets your mind up to think there is a potential for failure. Do not set weak expectations.

***Failure is NOT an option!***

There may be bumps on the journey, and there may be times when it really hurts. And I know that what I want to achieve is important enough that I will rise to the challenge and WHEN I do I will have the life of my dreams.

***I will do today, what others won't,  
so I will have tomorrow, what others can't!***

Read that again and let it become part of your life.

## 5. Do You See the PROBLEM?

The world is ripe with problems. Why shouldn't you have your share?

If you have ANY problems at all, you are biting off more than you can chew and definitely taking on more than your fair share.

You see, "problems" are only figments of your imagination!

If one person can take a situation and see it as a "problem" and another person can see it as an opportunity, then the problem MUST be a creation of the mind. Just as beauty is in the eye of the beholder.

Remember, your mind's primary concern is your safety, to keep you in your comfort zone. To see opportunity would require you to do something different. Your mind does not want that to happen. Your mind wants you to see it as a "problem" because seeing it that way indicates a willingness to run away. When you turn and run away, you will never progress towards your goal. Mind: 1 Future: 0

To solve this, replace "problem" with "challenge". When we are presented with a challenge we instinctively look at the situation as a way to prove ourselves. It gets your adrenaline up. So when presented with a challenge, take the opportunity to see it that way.

***Step up and accept your challenge!***

Learn to say "Yes" or even "HELL YES!" and then figure out a way to make it happen. In the end, if it doesn't work out, take it as a learning experience and make sure that you get value from the time you have invested.

## 6. WHY Do You Want More?

On our journey to personal achievement we often have questions when we find ourselves in new situations or upon learning new information. And I have a question for you. What would you rather have, someone's opinion or an answer?

Nothing frustrates me more than getting a long drawn out monologue about someone's opinion on a subject, when all I wanted was an answer - that missing piece of the puzzle. And the more they talk, the more you realize one of two things. They either don't know what they are talking about or they simply don't know how to provide an appropriate answer.

If they don't know, it's of no use. However, even if they don't know how to provide an appropriate answer, they may be holding onto some very valuable information. What you need to do is ask the question in a way that makes it easier to provide an answer.

When you ask "Why...?" you get convoluted opinions, not definite answers.

"Why" indicates that you have not formulated your question well enough, and it is too vague or broad.

In order to move towards your goal faster, what you want are specific answers, not opinions. More specifically, you want answers that are applicable to you.

To achieve this goal, reword your question with "How" or "What" and be as specific as possible. In asking the question, frame it for the recipient. Let them know your

situation so that they can account for that information in their response. If you don't ask the question effectively, the answer you get could be completely inappropriate... and possibly dangerous.

***Ask good questions, get good answers.  
Get good answers and you will find success.***

So let me rephrase the title of this section by asking the question in a different way.

***"HOW will your life be different WHEN you obtain more?"***

## 7. I CAN'T Make This Work!

So what is it I can't make work? Actually, there is NOTHING that I can't make work! Now there's a double negative I could get used to.

Similar to the word “try”, there is no such thing as “can't”. You either don't know how to, or you don't want.

So instead of saying you "can't" do something, be honest with yourself and others. If you don't know how to, then ask for help. There are many people and resources that are ready, willing and able to come to your aid. Maybe you need to learn a new skill or maybe you need to outsource something. Either way, there is always a way to get it done, even if you don't know how to do it today.

If you don't want to, stop making excuses and be honest with others and yourself about your feelings.

Of course, being honest may make you feel uncomfortable. That's okay, discomfort will just help you grow faster, so...

***Get comfortable being uncomfortable.***

## **Bonus Word: DON'T Read This One!**

If you are reading this section, even after I told you not to, my theory has been confirmed. You see, by putting the word "Don't" in the title, I figured you would definitely want to see what it was all about. You know, with your complete disregard for rules and all. Just kidding! Let's get back to the point.

"Don't" is one of those words that is like bubble gum stuck on the bottom of your shoe. It's a pain to get rid of. When you use the word "don't" you are incorrectly focusing on exactly what you want to avoid.

What happens when you say, "Don't slam the door!" The door gets slammed. "Don't be mean to your sister!" She gets harassed.

Your mind is funny that way. When it hears "Don't..." it immediately sets up for the instruction, "...slam the door!", "...be mean to your sister!".

Did you get what I said? Your mind only considers the instruction, not the whole sentence. It does get your mind to focus. Just not on the right thing.

So instead of using the word "don't", rephrase the sentence to focus on what you do want.

"Close the door gently." "Be nice to your sister."

## **Keep Your Eyes and Ears Open**

Now that you understand the negative power of these words, resolve never to use them to your own disadvantage again. It is important to understand that all of these words can, if used incorrectly, severely limit and/or slow your success. However, they can also be used to your advantage. For example, in copywriting, you can use the word “but” to intentionally reduce the importance of one point while raising the importance of your own.

I want you to start seeing and hearing things that you never saw before. I want you to take notice and to develop new, healthy mind habits. By being conscious of the words that you use, and how you use them, you will find yourself moving faster and faster towards success.