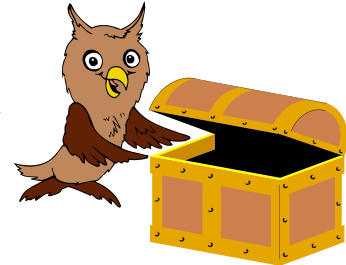


WHEN THE HABIT REMAINS

Have you ever tried to quit smoking, cut down on alcohol or lose weight and been very determined about it, but found yourself reverting to old habits when things get tough? And, after you have done so, you may have realised that you didn't even want that cigarette, glass of wine or block of chocolate. Ouch! We all know someone who can decide to break an old habit. And, they just do. So how do they do it? There are five simple steps:



Step 1: Recognise your triggers: When you are feeling relaxed and having an awesome day, it is easy to follow your new plan. It may be, however, that when you feel stressed, anxious, frustrated, angry, bored or lonely old habits surface. It may also be that the old habit is often combined with other activities, such as drinking and smoking, smoking and coffee, or chocolate and studying. It therefore worthwhile to recognise when you engage in the old habit. What are the unique triggers that initiates that habit? You will notice that the more deeply ingrained the old habit, the greater the number of triggers that will initiate it.

Step 2: Identify the underlying purpose being served: Once you know your own unique set of triggers, you can reflect upon the purpose the old habit serves. If, for instance, you smoke when stressed and when studying, it may be that the underlying purpose of your smoking habit is to relax you and help you focus on your studies.

Step 3: Decide upon a healthier alternative: Once you know the underlying purpose that the old habit serves, you are then in a position to identify healthier habits that equally satisfy the underlying purpose. For instance, instead of smoking to relax, you could deep breathe. Instead of smoking to focus on your studies, you could have classical music playing in the background.

Step 4: DOIT: Once you have decided upon your healthier alternative, it is simply a matter of recognising when the old habit has been triggered and consciously choosing to engage in the new alternative. After a while, you will find that you automatically choose the healthier alternative over the older one. The healthier alternative will have become your new habit.

Step 5: Tweak as necessary: If you find that the new alternative does not completely work for you in the way intended, feel free to tweak your new alternative until such time as it does.

At the end of the day, changing old habits are as easy as reflect, decide and do. So, what are you doing, to adopt healthier habits today?

OUR MISSION

To provide a professional service, using best practices.

OUR MOTTO

- Be Proactive.
- Take Charge of Your Career.
- Look After Your Health.

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REPLY SLIP AND REQUESTS FOR INFORMATION

- I would like to renew/become a member of Rachel Abramson & Associates. I understand that membership includes calendar year subscriptions to CQ® and HQ®, library borrowing privileges and entry into either the SEMINARS OF THE FUTURE® or PROFESSIONAL PRACTICE PROGRAM Seminars.
I would like to book into the 2014 PROFESSIONAL PRACTICE PROGRAM Year 1 seminars to be held on the first Monday from March to December, 6.00-8.00 pm
3 March: Setting Up Your Business: What You Need to Know.
7 April: Handling the Paperwork, including the GST.
5 May: Processes and Procedures that Work.
2 June: Determining Your Price and Fee Setting.
7 July: Budgets and Cash Flows.
4 August: Marketing Your Business: Your Product.
1 Sept: Marketing Your Business: Promotion Strategies that Work.
6 October: Marketing Your Business: Getting Your Image Right.
3 November: Marketing Your Business: Alternate Places for Your Product.
1 December: Marketing Your Business: Databases for Your Business.

Or: I would like to book into the 2014 SEMINARS OF THE FUTURE®, to be held in March, July and October as follows:

Day 1: 17 March or 9 July or 10 October

10.00: Who am I? (In work and life?).
11.15: Who do I want to be? Identifying your true calling, life purpose, values and nourishing interests.
02.00: Identifying potential barriers to career/life success.
03.15: Your unique action plan.

Day 2: 24 March or 16 July or 17 October

10.00: Managing work and life time in turning your plan to action.
11.15: How to best answer questions of age, experience or gaps in your career.
02.00: Yes you can! Finding the right path to a confident, proactive career.
03.15: Building social media profile to support your career.

Day 3: 31 March or 23 July or 24 October

10.00: Selection criteria, cover letters and your CV.
11.15: Interviewing prospective employers.
02.00: Networking and the hidden job market.
03.15: Preparing the way for that next promotion.

- I would like to order a copy of the Self Hypnosis audio tapes for:
anxiety management sleeping well
resolving problems and issues of concern stress management and relaxation

I would like additional information about the:

- CAREER DAYZ™ Program Hypnotically Overcoming Pain Program
SEMINARS OF THE FUTURE® Managing Anxiety Program
PROFESSIONAL PRACTICE PROGRAM ReTreat Program: Exercising the Mind
Stop Smoking Program
Stress Management Program
Weight Management Program

FEES: 1) Membership for 2014 Calendar Year: \$330
2) Self Hypnosis audio tapes \$33 each
Plus: \$5.50 audio tape postage and handling fee

Please make cheques payable to Rachel Abramson. All fees include 10% GST. Total: \$=

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