



Caleb Welch

Client-Minds LLC

Agenda

- My Story
- The Major Shift
- Outcome
- Final tips & takeaways





My Story

The Down Side of "Why" and The mindset
it creates



The Power of What

What Can I Learn?

- This is not just a question for difficult situations – It is a complete shift of focus.
- Use this mindset in every interaction, Client said "no"? What can I learn, Boss gave a bad review, What Can I learn?
- You need to ask yourself, if I found why, would it change the outcome, or would the outcome change if I learned something I can apply in a similar or identical situation.
- You might find the why, it won't be in the time frame you want or it may never come. Focus on what you can learn and start applying that to your next situation.

Quotes I Find Helpful for Mindset

A BOTTLE OF WATER CAN BE
50 CENTS AT A SUPERMARKET,
\$2 AT THE GYM,
\$3 AT THE MOVIES,
AND \$6 ON A PLANE.

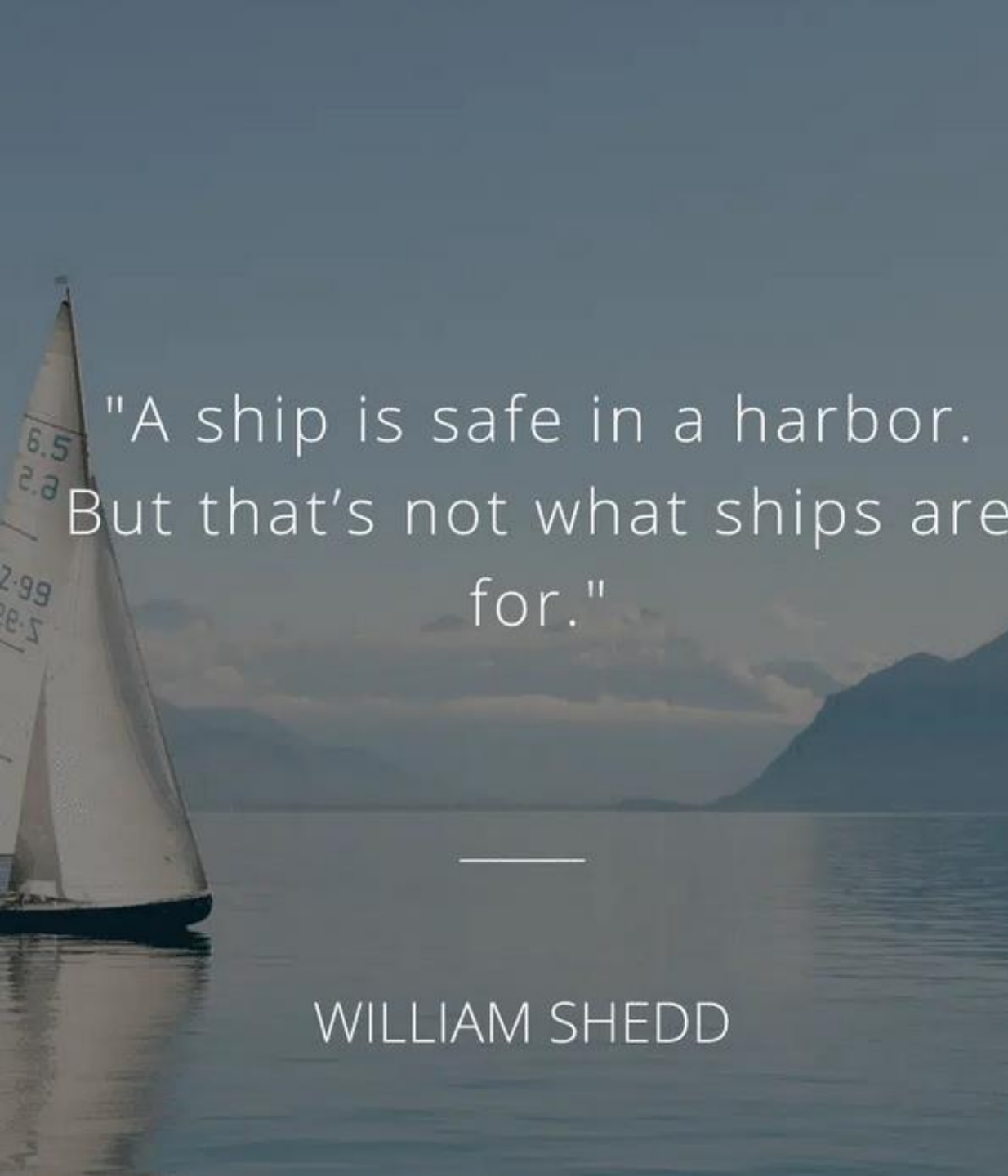
SAME WATER.

ONLY THING THAT CHANGED
ITS VALUE WAS THE PLACE.

SO THE NEXT TIME YOU FEEL
YOUR WORTH IS NOTHING,
MAYBE YOU'RE AT
THE WRONG PLACE.

Kobi Simmons / tinybuddha.com





"A ship is safe in a harbor.
But that's not what ships are
for."

WILLIAM SHEDD

Sometimes, we are afraid of doing
something even if we know it's what were
made to do.



— ” —

Success Does Not Equate Fulfillment

This is one of my Favorites.

Success can look like fancy clothes, cars, houses, and other material things we can purchase.

Success can look like healthy and happy relationships.

The issue is we give up Joy to be Happy or Successful.



Thank you

Caleb Welch

330-526-2020

caleb@client-minds.com

www.client-minds.com