

IT'S NOT MAGIC

SECRETS OF PERFORMING AT YOUR BEST



MIKE TOY

It's Not Magic
Secrets of Performing at Your Best
Mike Toy

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Why You Should Try to Be Well Liked

The Secret to Magic in Your Life

“Sometimes magic is just someone spending more time on something than anyone else might reasonably expect.”

—TELLER

This could easily have been the book title. After all, that’s the end goal of having amazing people skills. The truth is that no matter how good you are at being liked, there will always be some people who will not like you. Maybe they’re jealous of you. Maybe they don’t agree with your views on a topic. Maybe you have a quirk that rubs them the wrong way. You can’t please everyone, and you shouldn’t try. Just accept that there will be some who don’t like you. At the end of the day, you need to be true to yourself.

A lot of what I learned about people skills, I learned in high school. I knew as a freshman that I wanted

to become the student body president. I had to wait until the end of my junior year to run. But I had a head start. I knew that popularity wins elections. I had to be more liked than the people I ran against.

So I did everything I knew to be liked by others. I gave Christmas gifts to teachers. They would praise me before their classes. I remembered people's birthdays. I socialized and chatted with people who were less-than-cool. The school basketball team couldn't get enough of my humor. I helped people with their homework assignments. I was friends with everybody; even the custodians liked me. Well, the plan worked. When it came time for people to vote, they voted me in.

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**"I just got promoted again.
It's easy to succeed if everyone likes you!"**

The rest of life is similar to high school. People who are liked have advantages over those who aren't. The benefits of being well liked include:

- Others wanting to help you
- Others caring about you
- More likely to get invited to social events
- No shortage of people who want to be your friend
- More likely to get hired
- More likely to get promoted
- People are more likely to do business with you
- You'll have a happier life

Ready for more? Then let's get started!



How to Make Self-Defeating Thoughts Disappear

David Copperfield and the Statue of Liberty

The first magician I ever saw was David Copperfield.

I was glued to the TV. What was he going to do next?

*After a few gestures the curtains dropped and the
Statue of Liberty was gone.*

Have you ever wished it was that easy to make bad things disappear?

Have you ever put something off because you thought it was either too hard, too challenging, or too demanding? But once you did it, you realized that it wasn't so bad after all and that what was preventing you from doing it was all in your head?

For the life of me, I've always thought that I couldn't do any car maintenance like changing a battery. I made so many excuses: "What if I do it wrong and mess up the whole car?" "What if I get electrocuted and die?" "I'm not a mechanic, for crying out loud."

Well, last time, I didn't feel like paying someone to change my battery, so I decided to look up online videos on how to do it. After messing around for forty-five minutes, I figured it out.

I realized that what had been stopping me from doing this before were my doubts, fear, and uneasiness with something new. It wasn't because I didn't have the ability.

In other words, it was all in my head: a self-defeating thought.

Mental roadblocks come in all sizes and shapes. It could be a loss of self-confidence because a professor didn't believe you were capable. Or a parent who only criticized you; you lived in fear of disappointing him or her, so you never try new things. Or maybe you think the job you have now is as good a career as you can ever get so you don't venture anywhere else.

What are your self-defeating thoughts? What's holding you back from achieving greater things? Figure them out and challenge them!

For the top three most common self-limiting beliefs that you don't even know you have that's affecting your influence abilities and how to overcome them download it here: www.itsnotmagicbook.com/self-limiting