

Your Mindset

by Kathie Thomas

Over the past year I've received many enquiries from women who would like to work at home just as I do. The enquiries come in the form of phone calls, email and written letters, both from all over Australia and from countries on the other side of the globe.

Recently I received an email from a lady enquiring about joining The Internet Home-based Secretaries Network. She wrote of her experience, the work she'd been doing for her boss and how she had wanted to build up her business full time. She had been discussing aspects of running her business full-time with her boss for whom she did work at home part-time. Her boss? Something hit me out of the blue! She was working at home, doing work for this man and operating with a business name. He wasn't her boss, but her client! Where was her thinking?

If you work at home, what is your thinking about the work you're doing and the people you deal with? Are they your bosses? Or.. your clients? Following is an extract of the response I sent to this lady:

Your goal is a great one and keep it foremost in your mind. What we think about most, does happen. A friend and mentor of mine is a doctor in psychosomatic medicine (of the mind) and he teaches about the RAS - reticular activation system which means that what you think about, you're drawn towards - your mind is like a magnet. Have you ever just bought a particular car (or thought about buying one) and see one like it everywhere you go? That's the RAS. As you think more and more of wanting to work at home, opportunities will open up - just like they magically appeared!

But patience is a key thing - it took me three years to build to full-time

work at home. I contracted myself out and did a number of part-time jobs (al-



ways calling each one 'my client' - never my boss) and, where I had to sign contracts, had it made out in my business name and not my personal name. This way, if I got too busy, I could call someone else in to help. My focus was always my business, never as myself as an employee.

It's not magical really, your eyes, ears and mind have been opened to ALL possibilities, just like a radar constantly on guard. Things you didn't see or hear before can now be seen and heard.

If you're going to work for yourself, you must start thinking the right way, from the very beginning.

The RAS means being focussed on what you want, even on a sub-conscious level. My friend and mentor's wife told me how she'd looked high and low for a particular piece of cane furniture that she wanted for her home. She checked every store she could think of, scoured the newspapers for ads and then, one day, when she thought it was furthest from her mind,

and they were driving down the road from home, she noticed a shop she hadn't seen before. And yet, it had been there all along. Only a few short metres from home. And, wouldn't you know? The piece of furniture she wanted was on the front verandah of this store. If she'd not been focussed, even on a sub-conscious level, on this particular piece of furniture, she'd probably never have noticed the store.

In the latter half of last year we decided to renovate our home, creating extra rooms for our girls and building an extra bathroom. I planned on looking in craft shops for a ceramic soap dispenser in a particular colour for our new ensuite. I knew what it was I wanted and I felt sure I knew what type of shop I would find it in. I'd already visited Target and other stores for bath towels and other odds and ends but I was sure the soap dispenser I was looking for would be in a ceramics store.

However, I just couldn't find what I was looking for. Then, one day whilst in Target on another mission, there it was - the very thing I had in mind! And I wasn't expecting to find it there - I just didn't think they'd have it! I hadn't looked on my previous visits with an open mind.

When developing my business (and it's a continual process) my mind was, and still is, always on getting business and letting people know about my services. My business cards are always (well, 99% of the time) on me and few people leave my presence without a card. Do you always carry your cards on you? I manage to find ways of telling them about my business and the network I'm a part of.

Whatever they're talking about, there is always some way of getting the message into the conversation. For instance, in a department store in January, I was buying exercise books, ready for when my daughters return to school. The cashier commented on my purchase and started telling me about how she was going to go to uni. I asked her what she intended to study and it turned out to be a subject complimentary to my business.

She also added she wanted to run her own business. Immediately my mind was ticking and I dove into my bag for a business card. I told her to