

Nine Optimal Days
Toward Permanent Results

how to be your best self



ptimal
Thinking
WORKBOOK

by Rosalene Glickman, Ph.D.

*Excerpted from the 100-Day Optimal Thinking
Audio Program for Permanent Results*

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My SUPREME Goals for Permanent Results

My OPTIMAL Notes

How to Get Started

To optimize your results from this nine-day audio program, **set aside a specific time each day** (approximately 30 minutes) to:

- 1. Listen to the audio tracks.**
- 2. Complete the Optimal action steps in your workbook.**

As you listen to the *Optimal Thinking: Nine Optimal Days Toward Permanent Results* Audio Program, you will optimize your thinking and behavior. You may listen to the program in your car, at home or in a location that works best for you. I recommend that you start a notebook so that additional notes, projects, and questions are located in one place. Keep your daily calendar handy.

I have included the Table of Contents of the *100-Day Optimal Thinking Audio Program for Permanent Results* so that you can see how you can best make Optimal Thinking second nature.

NOTE: Track references in parentheses throughout the workbook refer to the specific audio track on which you can find relevant information. Page references in parentheses refer to the *Optimal Thinking: How to Be Your Best Self* book by Rosalene Glickman, Ph.D. (Wiley 7 printings and in 17 languages). Online references in parentheses are provided on specific days for participants who prefer online activities. For example, (Tracks 1–2; pp. 4–5; www.optimalthinking.com/day-1-audio/).

CONGRATULATIONS on taking this quantum leap to optimize your personal life and career. Please keep in touch. Let me know how this program has impacted your life. You can contact me at audioauthor@optimalthinking.com.

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About the Author

Rosalene Glickman, Ph.D.



Dr. Rosalene Glickman is the creator and author of *Optimal Thinking*. Dr. Glickman is President of The World Academy of Personal Development Inc., a Los Angeles, California training, coaching and consulting firm.

As **the leading authority in personal and business optimization**, Rosalene has delivered over 2500 presentations to corporations, associations, colleges, and business groups. On an individual basis, she has provided **over 30,000 hours of one-on-one coaching** to numerous Fortune 500 and YPO leaders, senior executives, entrepreneurs, and rising stars. She has ranked within the top 20 global personal development experts for the past 17 years.

Rosalene has provided coaching and training for numerous organizations including the U.S. Army, Johnson & Johnson, Warner Bros., Young Presidents' Organization, BP, Internal Revenue Service, California State University Fullerton, Cedars-Sinai Medical Center, Red Bull, Westin Hotels & Resorts, Bristol-Myers Squibb, National Australia Bank, Air New Zealand, and Delta Airlines.

Rosalene has been honored as **Australia's Most Successful Woman** and voted **"Woman of the Year"** for **National Business Women's Week** in Hollywood. She was also nominated for Australia's highest award, The Order of Australia.

This Optimal Thinking woman has been featured in the New York Times, Business Review Weekly, Association Management Magazine, Australian Business, African-American Career World Magazine, Personal Success Magazine, Successful Selling Magazine, Weekend Live on Fox News Channel, Bloomberg TV, National Network News, L.A. Weekly, Beverly Hills Today and the list goes on.

Dr. Glickman, who was born in Australia, **lives in Los Angeles, California**. She began her career as a high school Science teacher, and later became Chair of the Science Department. She has earned a Ph.D. in Psychology, a Teaching diploma and a degree in Business Administration.

Introduction

Hailed as “the successor to positive thinking,” Optimal Thinking is the mental resource you need to achieve your ultimate personal life and career. This revolutionary, multi-sensory program shows you how simple it is to sweep past the good and the great into the world of the highest and best. You will never settle for second best again!

The *Optimal Thinking: Nine Optimal Days Toward Permanent Results* Audio Program empowers you to maximize your talents, resources and time. You learn how to make the most of every opportunity and achieve optimal personal and professional satisfaction. Optimal Thinking gives you the best chance of creating anything and everything you will ever want.

By following the instructions in your workbook and taking the prescribed Optimal action steps on a daily basis, you will **implement Optimal Thinking to optimize your results**. When Optimal Thinking is habitual, you will **consistently optimize**—not just manage or improve—**your personal and professional life**.

You may feel that you are already using Optimal Thinking in various areas of your life. By completing **all** of the Optimal action steps, you will discover new ways to implement Optimal Thinking for yourself, and learn how to empower others to optimize their performance.

You’ll learn how to:

- Be your best in every situation
- Ask the best questions and obtain the best solutions
- Make the most constructive decisions in every situation
- Optimize your mental, emotional and financial intelligence
- Experience the full power of your mind
- Generate boundless energy and persistence
- Maximize your enjoyment of daily activities
- Function at your peak in business and personal relationships
- Bring out the best in others and much more!



Nine Optimal Days
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Thinking

Part 1

Help Yourself to Optimal Thinking

Day 1. Introduction; Rate Your Level of Thinking

(Tracks 1–2; pp. 4–5; www.optimalthinking.com/day-1-audio/)

Optimal Action Step: The following questionnaire will help you identify your dominant level of thinking. For each statement below, circle the number that best describes your thoughts about yourself, about others, and about your current situation. Then add your score.

3 = *Always*

2 = *Usually or often*

1 = *Reasonably or sometimes* 0 = *Rarely or never*

1. I am responsible for making the most of my life.	0	1	2	3
2. I am in control of my life.	0	1	2	3
3. I like myself.	0	1	2	3
4. I get along well with people.	0	1	2	3
5. I deserve to have what I want.	0	1	2	3
6. I deserve the best in life.	0	1	2	3
7. I can have the best in life.	0	1	2	3
8. I am comfortable with success.	0	1	2	3
9. I view failure as a learning opportunity.	0	1	2	3
10. I accept what is out of my control, and optimize what is in my control.	0	1	2	3
11. I can handle rejection.	0	1	2	3
12. I can handle pain.	0	1	2	3
13. I am happy to be alive.	0	1	2	3
14. I do my best. I give life my best shot.	0	1	2	3
15. I embrace negativity as a natural part of life.	0	1	2	3
16. I have realistic expectations of myself, of others, and of life.	0	1	2	3
17. I bring out the best in others.	0	1	2	3
18. I handle conflict effectively.	0	1	2	3
19. I accomplish my most important goals.	0	1	2	3
20. I am comfortable with all my feelings.	0	1	2	3
21. I am happy about my career prospects.	0	1	2	3
22. My financial situation satisfies my needs.	0	1	2	3
23. I consider the worst event scenario and the best contingency plan when evaluating risks.	0	1	2	3
24. I make the most of whatever crosses my path.	0	1	2	3
25. I am where I need to be in my life right now.	0	1	2	3

My score: _____ Date: _____

My dominant level of thinking: _____

If your score is 70–75, you are already using Optimal Thinking consistently. This program will validate your thinking and provide you with many new ways to optimize your thinking and your life.

If your score is 46–69, your thinking is extraordinary, but is not always in your best interest. Optimal Thinking will empower you to maximize your talents, resources, and time. You will acquire the mental software to be your best in every situation.

If your score is 16–45, your dominant thinking level is mediocre. You think in moderate, middle-of-the-road terms. With Optimal Thinking, you will gain the mental tool to support your best interests. You will then be equipped to make the wisest choices in every situation, and make the most of your life.

If your score is 0–15, your dominant thinking level is negative. You are probably feeling distressed right now and may be wondering if it is possible to get your life on track. I want to assure you that this program will provide you with the mental tool to be your best and empower you to create your best life. Optimal Thinking is simple, immediately applicable, and does not require a leap of faith. You are on the right path.

Day 2. Optimal Thinking: The Next Step Beyond Positive Thinking; Suboptimal Thinking (Tracks 3–5; pp. 7–11)

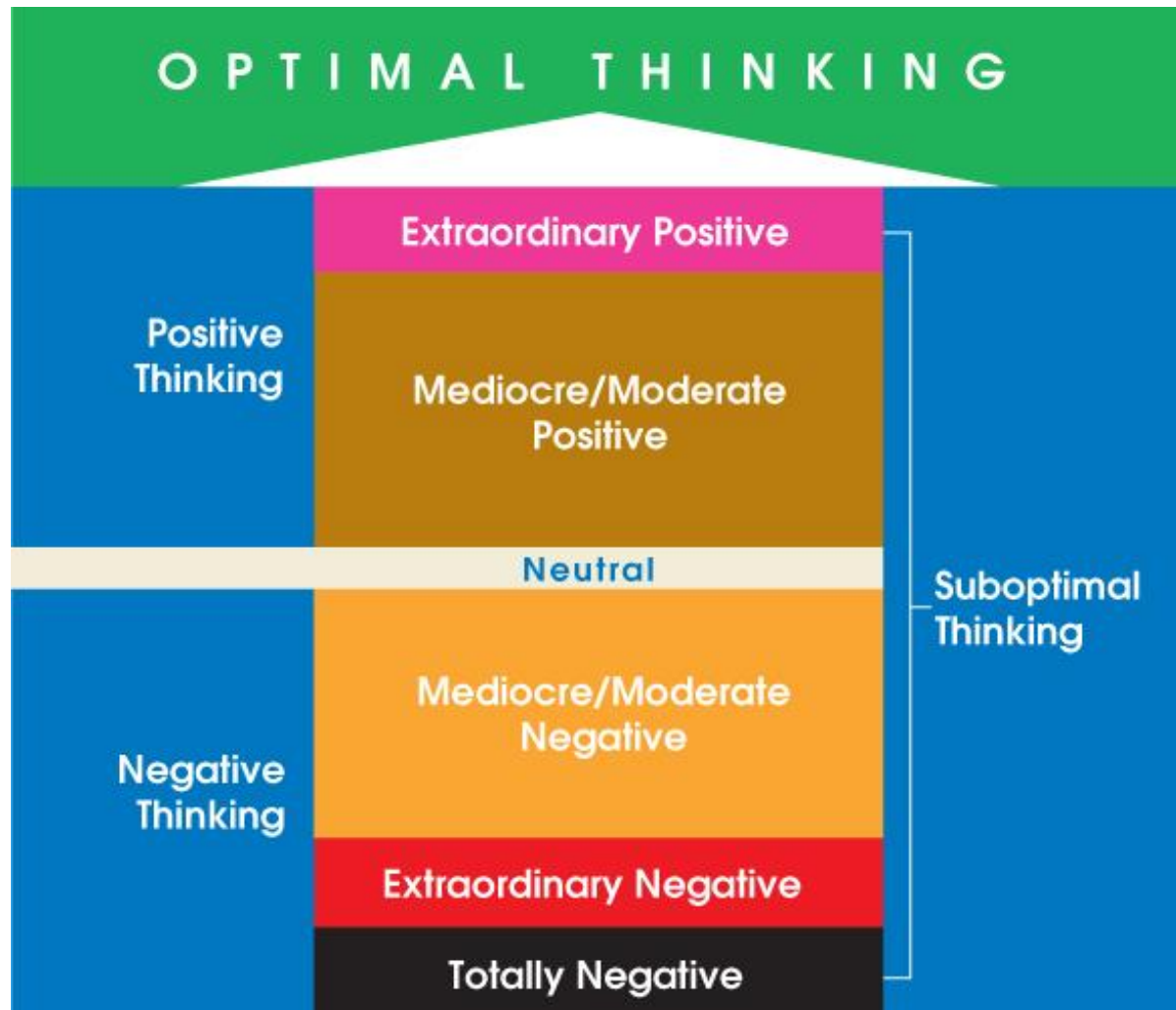
Optimal Action Step 1: Estimate the percentage of time you invest in the following forms of suboptimal thinking:

Negative thinking	_____ %
Mediocre positive thinking	_____ %
Extraordinarily positive thinking	_____ %

Optimal Action Step 2: Think about when you are most likely to use suboptimal thinking. For example, you may wish to explore when you complain, avoid situations, dwell on unresolved conflict, or settle for second best.

Optimal Action Step 3: Talk to two people who are important to you. Notice their level of thinking. Write down your observations.

Day 3. What Is Optimal Thinking? (Track 6; pp. 11–13)



Optimal Action Step 1: Make the choice to be your best self regardless of the circumstances. Consciously choose Optimal Thinking to express yourself, and answer the following questions:

- What is most important to me?
- What's my major objective?

- Which resources will be most beneficial in helping me to achieve it?
- What are my greatest talents and abilities?
- How can I make the best use of them?
- What is the most constructive action I can take right now?
- Who are the right people with whom to share my goals and dreams?
- How can I optimize my gratitude for life?

Optimal Action Step 2: If you run a business or work for a company, you can maximize the company's success using Optimal Thinking. Answer the following Optimal questions:

- What are the greatest strengths of this company?

- Who are our most valuable employees?

- Who are our best customers?

- What are their most important needs?

- What are our most beneficial products/services?

- What are our most profitable products/services?

- How can we make the most of these strengths?

- What are our greatest weaknesses?

- What's the best way to minimize them?

Day 4. Who Thinks Optimally? (Tracks 7–8; pp. 13–16)

Optimal Action Step 1: Identify the Optimal Thinkers in your family, social circle and at work. Write down their names in the space below.

Optimal Action Step 2: Scan your daily newspaper, listen to the radio or turn on your television. Notice who is thinking Optimally and write down two Optimal statements in the space below.

Optimal Action Step 3: How much of your time is invested in Optimal Thinking?
_____ %

Day 5. Take the Quantum Leap! (Track 9; pp. 16–18)

Optimal Action Step 1: Think about a current situation in which you are settling for second best. Employ Optimal Thinking to optimize the situation. Write down the results.

Optimal Action Step 2: Identify a suboptimal thinker in your life. Arrange a time and place to speak with this person. Take the quantum leap by consciously choosing Optimal Thinking to optimize the interaction.

Day 6. Why Positive Thinking Falls Short, Part 1

1. **Positive Thinking Is Often Used to Suppress Negativity**
2. **Positive Thinking Is Often No More Than Wishful Thinking**
(Tracks 1–4; pp. 18–24)

Optimal Action Step 1: Think about a negative idea, feeling, or experience you have suppressed. Write it down. What are the best actions you can take to resolve it? Jot these down. Now prioritize these actions and decide upon the best time frames to complete them.

Optimal Action Step 2: Write down your greatest wish. Is it realistic? Underneath your wish, write down: “What’s the best thing I can do under the circumstances?” Note your response and decide upon the best time to take your first Optimal action step.

Day 7. Why Positive Thinking Falls Short, Part 2

3. **There Are Various Shades of Positive Thinking**
4. **Suboptimal Thinking Is Not The Mental Basis of Peak Performance**
(Tracks 5–7; pp. 24–30)

Optimal Action Step 1: Write down one behavior that reflects suboptimal thinking and performance you are ready to change. For example, you might notice that your diet is suboptimal, or that you are not making the best use of your time when dealing with a family member or friend. Optimize your thinking by asking: *What’s the best thing I can do about this?* Write down your answer. Now decide upon the time frame that will work best for you to optimize your performance.

Optimal Action Step 2: Make a list of all the people who are important to you, and write down the level of thinking you believe they are most comfortable with. Now jot down one Optimal question or statement you would like to use when you next speak with each person. Refer to the sample listing below to help you formulate your own:

Name	Dominant Thinking Level	Optimal Question or Statement
Jimmy	Extraordinarily positive	How can you optimize your schedule?
Craig	Negative	What's the best thing you can do about it?
Ralph	Optimal	Who's the right person to speak to about this issue?
Susan	Extraordinarily positive	How can you make the most of your relationship?
Lionel	Mediocre positive	What's most important to you?
Mary	Mediocre positive	What's in your best interest?
Cheryl	Optimal	I want to support you in being your best.

Name	Dominant Thinking Level	Optimal Question or Statement

Day 8. Why Positive Thinking Falls Short, Part 3

5. If We Don't Maximize a Situation, We Don't Complete It

(Tracks 8–9; pp. 30–33)

Optimal Action Step 1: Answer the Optimal questions below:

- When am I most likely to think Optimally?
- Am I embracing suboptimal thinking and behavior and optimizing it?
Yes () No ()

- Am I accepting what is out of my control and optimizing what is within my control?
Yes () No ()
- Am I choosing the best and then putting my issues to rest?
Yes () No ()
- What is the best thing I can do under the circumstances?

Optimal Action Step 2: As soon as you notice yourself thinking negatively, embrace this vulnerable part of yourself without judgment. Ask: “What’s causing this? What is the best thing I can do about it? What’s the best solution?”

Optimal Action Step 3: Notice when someone you know is thinking negatively. Instead of avoiding them, determine if they are open to input. You might say: “I’m sorry this is a problem for you. Can I help you resolve it? What do you think is the best thing you can do about it? What are your options? What’s the best solution?” If the person is too angry to be reasonable or is intent on maintaining a negative perspective, you could say: “I understand you are upset at the moment. When you are open to finding the best solution to this issue, I will be happy to give you my most constructive input.”

Day 9. Review Day (Track 10; pp. 7–33)

Optimal Action Step 1: Review all the previous information in your workbook and notebook.

Optimal Action Step 2: Write down the greatest insight you have gained as a result of participating in this program.

Optimal Action Step 3: Share a meal with a family member or friend. Consciously choose to use Optimal Thinking, and optimize, optimize, optimize! Write down your experience in the space below.

100-Day Program Overview

This program is based on a three-step optimization strategy:

Part 1: Help Yourself to Optimal Thinking

Part 2: Optimize Yourself

Part 3: Optimize Others

In **Part 1**, you discover why Optimal Thinking is the next step beyond positive thinking, and define what Optimal means to you. You observe people who make the most of their lives by using Optimal Thinking. You learn how to use Optimal Thinking consistently so that you can be your best self habitually and experience the best of life.

In **Part 2**, you discover how to optimize yourself. You learn how to achieve Optimal self-esteem. You discover your ultimate direction and plan your best life. You also learn how to optimize your feelings and achieve emotional mastery.

In **Part 3**, you learn how to optimize others. You discover how to maximize your communications with all types of people in all situations, and how to utilize Optimal Thinking at work. You then learn how to lead others with your best self in charge—and achieve the best results.

Audio Program Components

To make your *Optimal Thinking: How to Be Your Best Self* 100-Day Audio Program for Permanent Results as rewarding as possible, we provide materials in a variety of formats:

100 Audio Days: Conveniently included in two separate audio holders, the audio program is optimized for multi-sensory learning. You will find text from the author's best-selling book *Optimal Thinking: How to Be Your Best Self*, additional information, activities and exercises.

Home Study Optimization Workbook: This workbook is divided into three parts, and is an essential element of the *Optimal Thinking* audio program. You will complete questionnaires, Optimal action steps and exercises to make Optimal Thinking a permanent part of your everyday life.

Online Workbook: Use select questionnaires to monitor your progress.

Book: We include the author's book *Optimal Thinking: How to Be Your Best Self* to maximize your learning experience.

Personal Coaching Option: This stand-alone program can be completed without outside assistance. However, many people perform optimally when they receive feedback and support from others. For this reason, the author and a team of certified Optimal Thinking trainers are available to provide personal coaching (in person or via the telephone) on a regular basis for the duration of this program. If you would like information about this option, please call us at **(424) 204-6133** or email us at audiocoach@optimalthinking.com.

Executive Coaching/Consulting Option: We provide customized coaching and consulting for leaders (on-site or via the telephone) who want to optimize their companies, departments and teams. If you would like information about this option, please call us at **(424) 204-6133** or email us at audiocoach@optimalthinking.com.

Group Coaching Options: We provide group teleclasses, video teleconferencing and internet conferencing to supplement this 100-day audio program. If you would like information about these options, please call us at **(424) 204-6133** or email us at audiocoach@optimalthinking.com.

To support your commitment to optimize your personal life and career, we are offering you an **immediate rebate of \$30** toward your investment in the [*100-day Optimal Thinking Audio Program for Permanent Results*](#).

Proceed to checkout and enter your code, **assess4**

Optimal Thinking Seminars, Programs and Products

The experiences of thousands of people who have attended Optimal Thinking seminars have provided the inspiration for this 100-day program. These seminars are available for individuals and businesses. Seminar topics include:

- Optimal Thinking: The Motivator of Peak Performance
- The Optimal Thinking Leader: How to Rise Above Being Good or Great!
- The Optimal Thinking Communicator
- Optimize Your Time: Don't Just Manage It!
- The Optimal Thinking Supervisor: How to Optimize Every Situation
- Optimal Business Writing Skills
- The Optimal Thinking Workplace
- The Optimal Thinking Remote Workplace
- Create a "Best Place to Work" Organization
- Critical Thinking, Innovation and Optimal Thinking in the Workplace
- Optimize Your Emotional Intelligence

For more information about seminars,
contact us at **(424) 204-6133** or info3@optimalthinking.com

Optimal Thinking programs and products provide a wide range of resources for individuals, businesses, government and educational organizations.

The Optimal Thinking 360 Assessment was developed after 27 years of research and tests. Its accuracy and insights have been proven by hundreds of thousands of people and more than 6500 companies worldwide as the basis for optimizing thinking and performance. Universities and corporations all over the globe use this assessment on a daily basis.

For an [individual](#), start with the End User **self-assessment**. Then, for optimal results, **invite observers** to evaluate you. The 360° composite report will reveal your strengths and weaknesses, and enable you to make the greatest progress in the least time. Note: There is no fee for including observer evaluations.

For [corporations and groups](#), the best results are obtained from a combination of individual self-assessments and observer evaluations from team members.

For more information about Optimal Thinking coaching, consulting, Certified Trainer licenses for your company and other Certified Trainer programs, products, programs and services, please visit us online at **www.optimalthinking.com**.

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