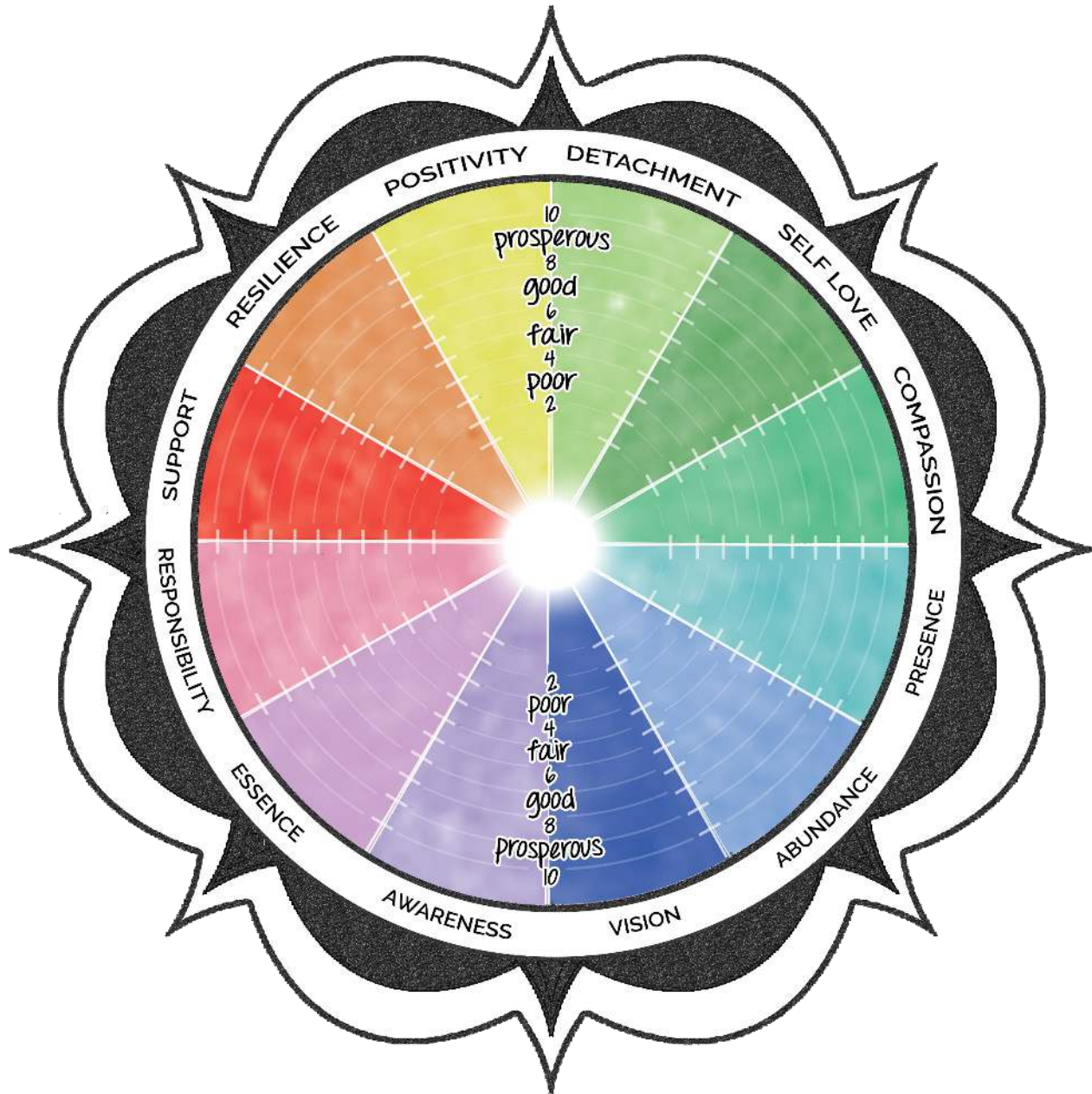




# **The Psychology of Success**

**Joyce Marter**



# 12 Keys to Success

# #1) Self-Awareness

“He who knows others is wise.  
He who knows himself  
is enlightened.”

- Lao Tzu





**Success begins with an awakening, an honoring of the past for how it has shaped and molded us, and a choice to take responsibility for our path going forward.**



# Develop Your Emotional Intelligence

- Know your emotions
- Manage your emotions
- Motivate yourself
- Recognize and understand other people's emotions
- Manage relationships (manage the emotions of others)



## #2 Presence

“Be at least as interested in what goes on inside you as what happens outside. If you get the inside right, the outside will fall into place.”

- Eckhart Tolle, The Power of Now



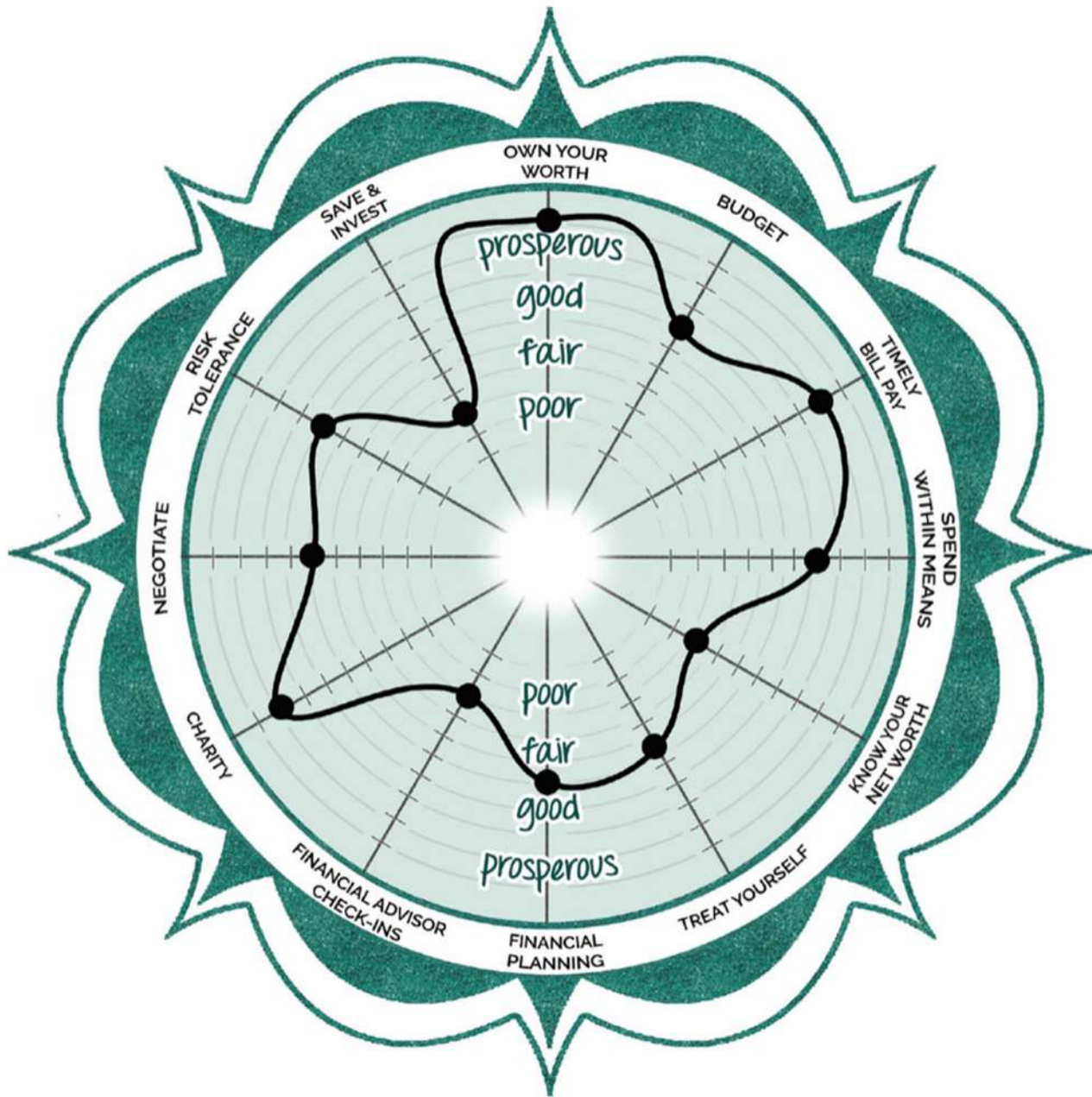


# #3 Responsibility

“Everything you do is based on the choices you make. It's not your parents, your past relationships, your job, the economy, the weather, an argument or your age that is to blame. You and only you are responsible for every decision and choice you make.”

- Wayne Dyer, *The Power of Intention*





# Financial Health Wheel



# #4

# Compassion

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- “I’ve learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.”

- - Maya Angelou



# Current Stressors

- Concerns for health & safety
- Adjustments to working differently
- Less social support and community
- Dependent care—work-life balance
- Financial fears & stress
- Racial injustice issues coming to the forefront
- Political divide and unrest, global conflicts
- Challenges managing uncertainty and change



# Mental Health Implications

- Feelings of grief and loss
- Increase in stress, anxiety and depression
- Increase in substance abuse
- Relationship conflict, abuse, violence
- Money anxiety
- PTSD/Trauma
- Increase in suicide





# Cultivate Conscious Leadership

- Shared company mission for purpose, meaning & morale
- Practice and teach empathy
- Promote Diversity, Equity and Inclusion (DEI)
- Set realistic productivity and performance expectations



# Promote Psychological Safety in the Workplace

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- Open & productive conversations about workload & work time
- Flexibility, creativity and compromise
- Unifying and collaborative mentality
- Respect & integrity
- [Workplace bullying prevention](#)



# #5 Self-Love

“You yourself, as much as anybody in the entire universe, deserve your love and affection.”

~ Buddha





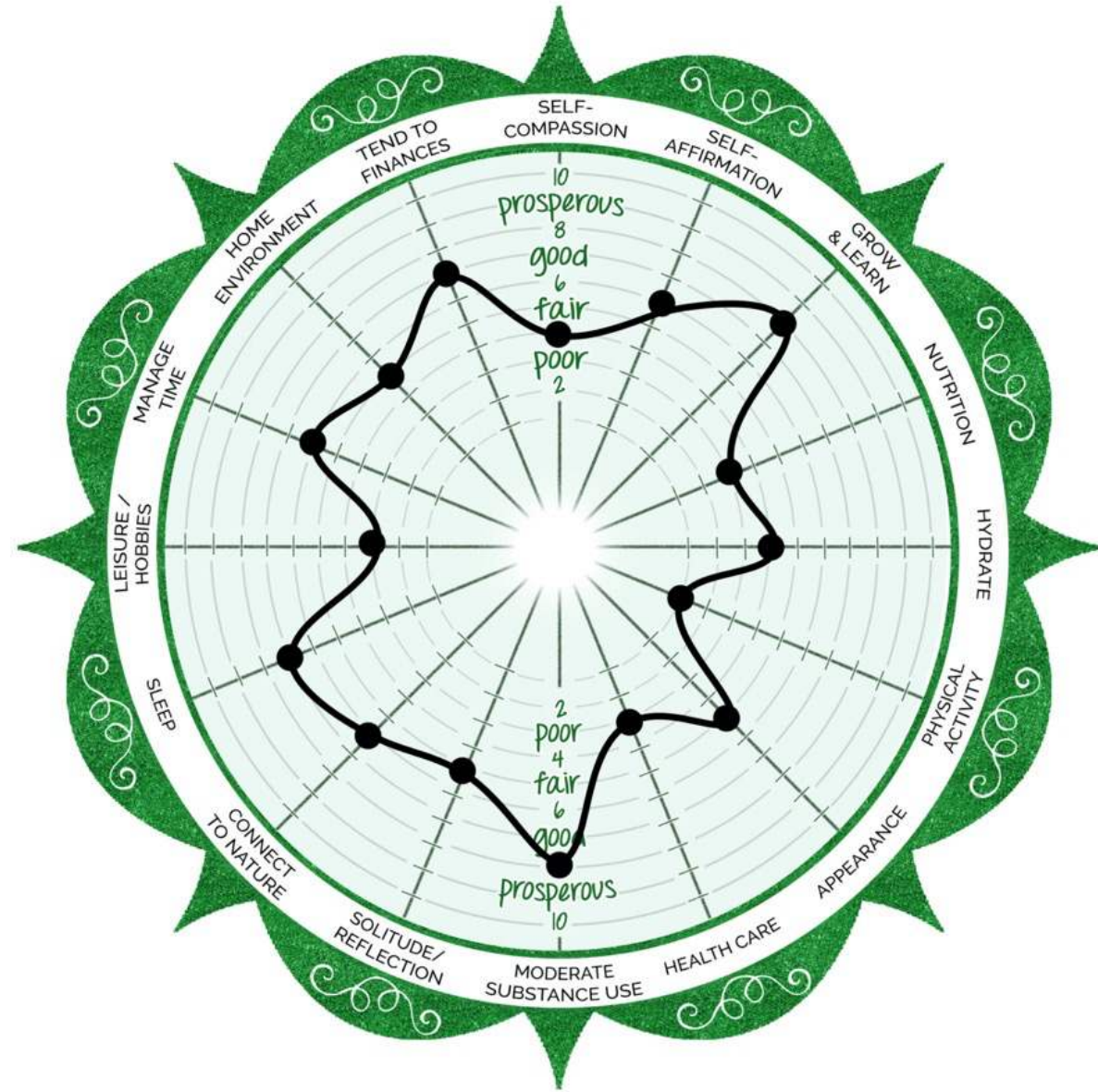
“  
You must **care**  
enough about  
yourself to  
welcome the life  
that you **deserve**.  
”







# Self-Care Wheel





**Having a healthy relationship with yourself is essential for happiness. Choose to be your own good parent, best friend, and greatest advocate.**



# #6 Support

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- “Alone we can do so little, together we can do so much.”
- - Helen Keller



# Barriers to Accessing Support

- Fear (difficulty trusting)
- Pride
- Shame or stigma
- Guilt
- Fear of imposition
- Low self-esteem, not feeling deserving
- Learned helplessness
- Hopelessness
- Loss of power and control (ego)
- Loss of credit (ego)
- Early life messages
- Expense
- Introversiveness or shyness

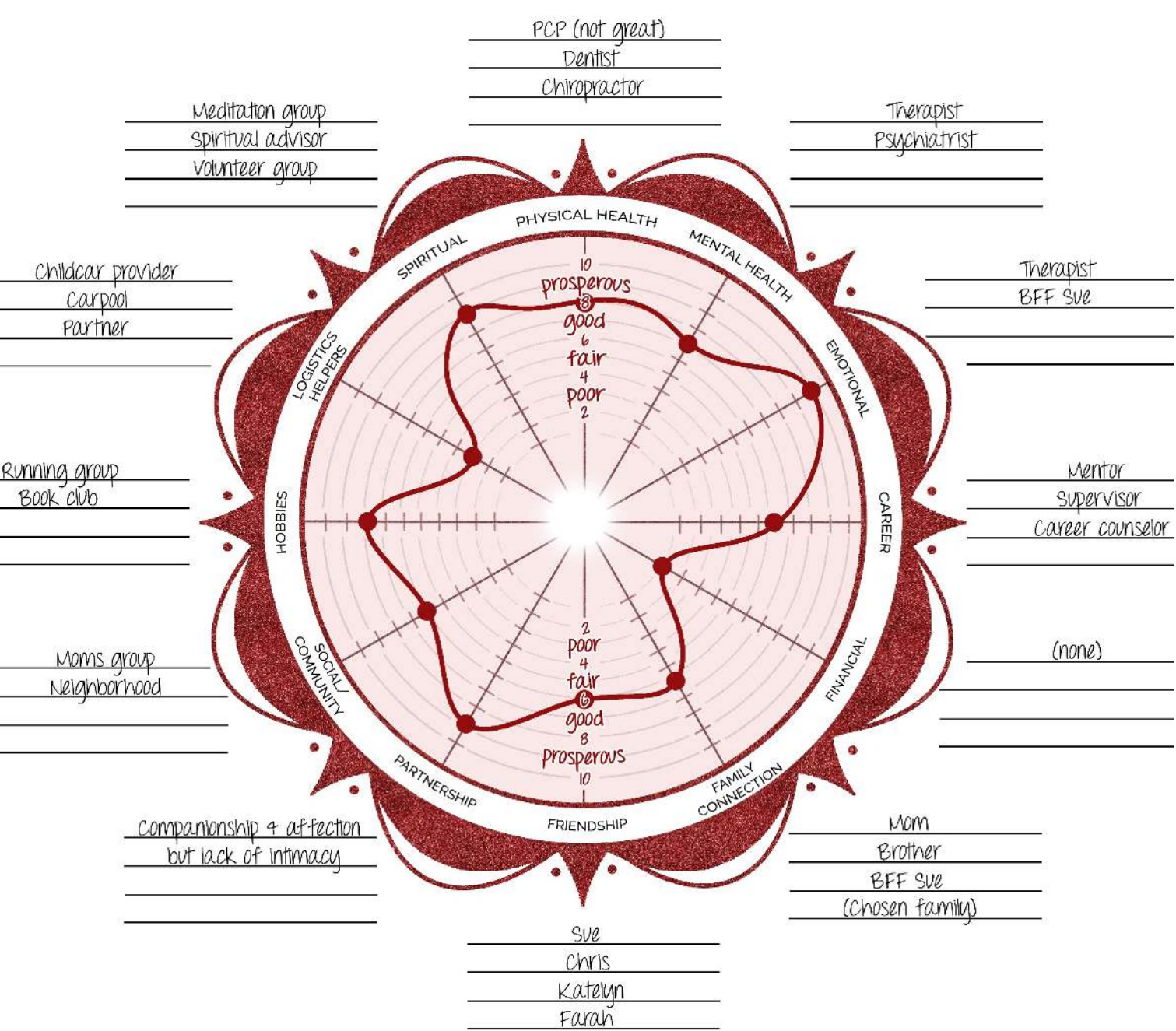






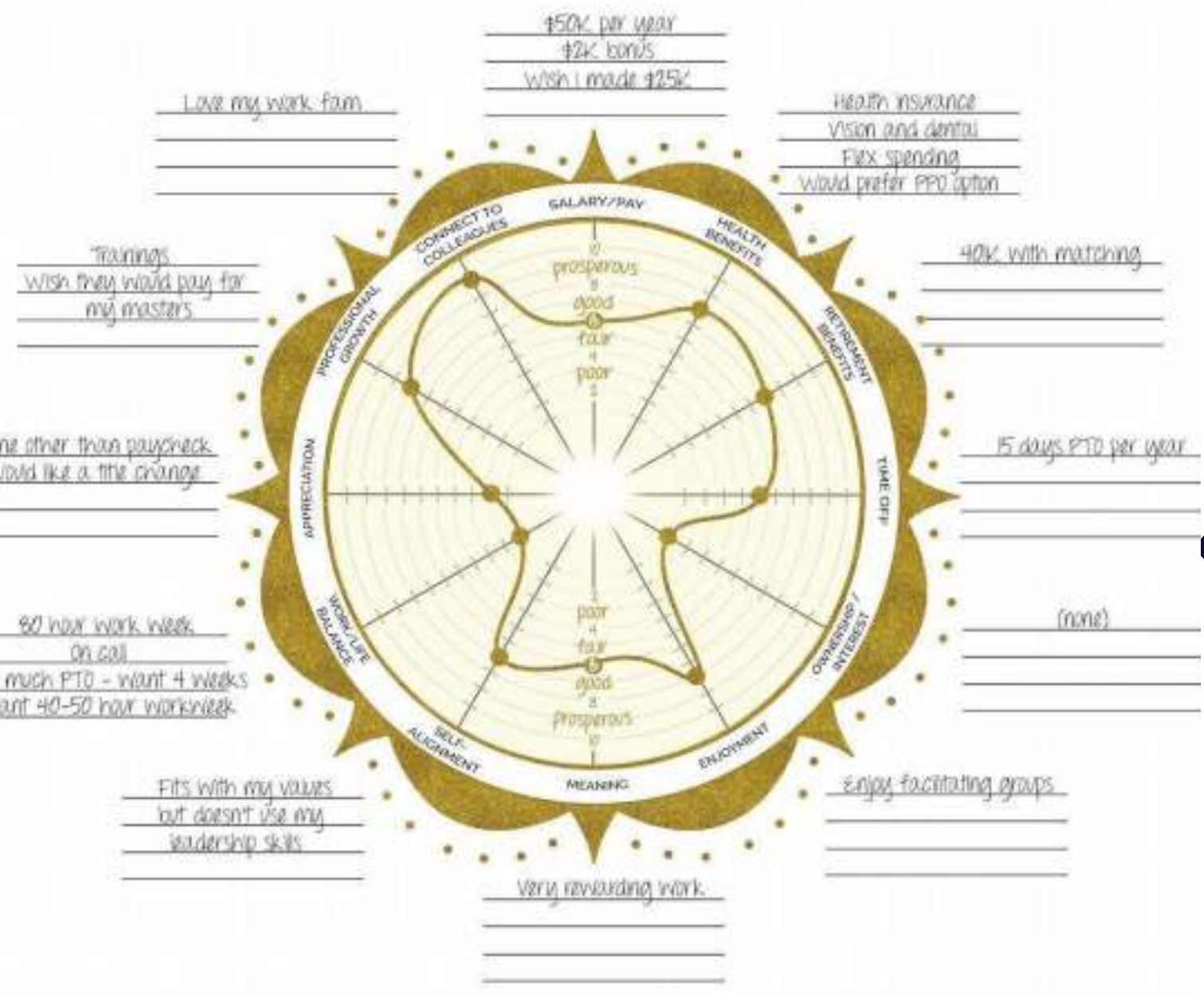






# Support Wheel





# Workplace Satisfaction Wheel

# #7 Essence

“Whenever you feel superior or inferior to anyone, that is the ego in you.”

-Eckhart Tolle



**Healthy self-esteem is  
midway between  
DIVA and DOORMAT.**





# #8 Detachment

“Feelings are waves of energy which we can choose to surf, rather than allowing them to overcome us.”

- Arlene Englander



# #9 Positivity

“A man is but the product of his thoughts...what he thinks, he becomes.”

- Mohandas Gandhi





WTF



# #10 Vision

“First say to yourself what you would be; and then do what you have to do.”

- Epictetus



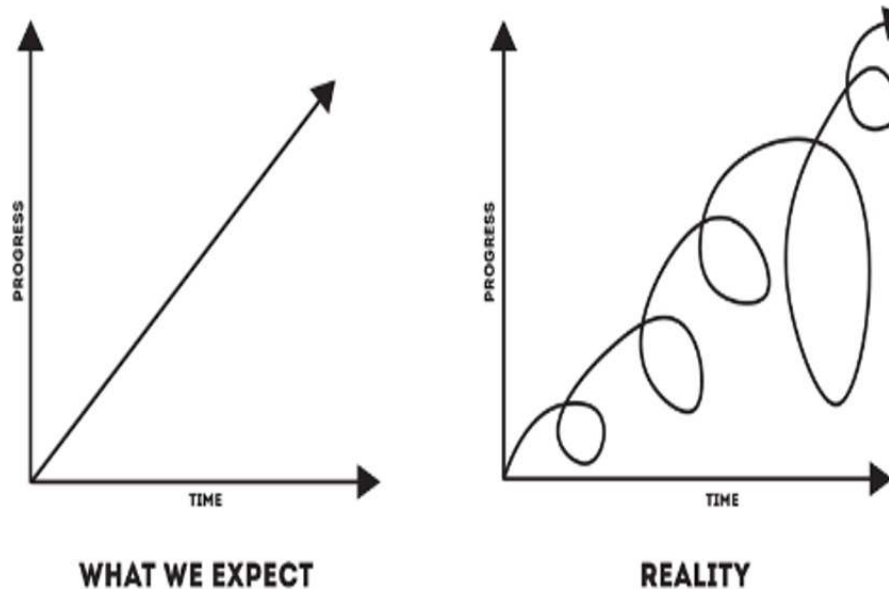
**When you refuse to  
believe something  
is impossible, it  
becomes  
POSSIBLE.**



# #11 Resilience

“Life will give you whatever experience is most helpful for the evolution of your consciousness.”

- *Eckhart Tolle*









# #12 Abundance

“Success is a state of mind. In order to be a success, you must first think of yourself as a success.”

- Dr. Joyce Brothers

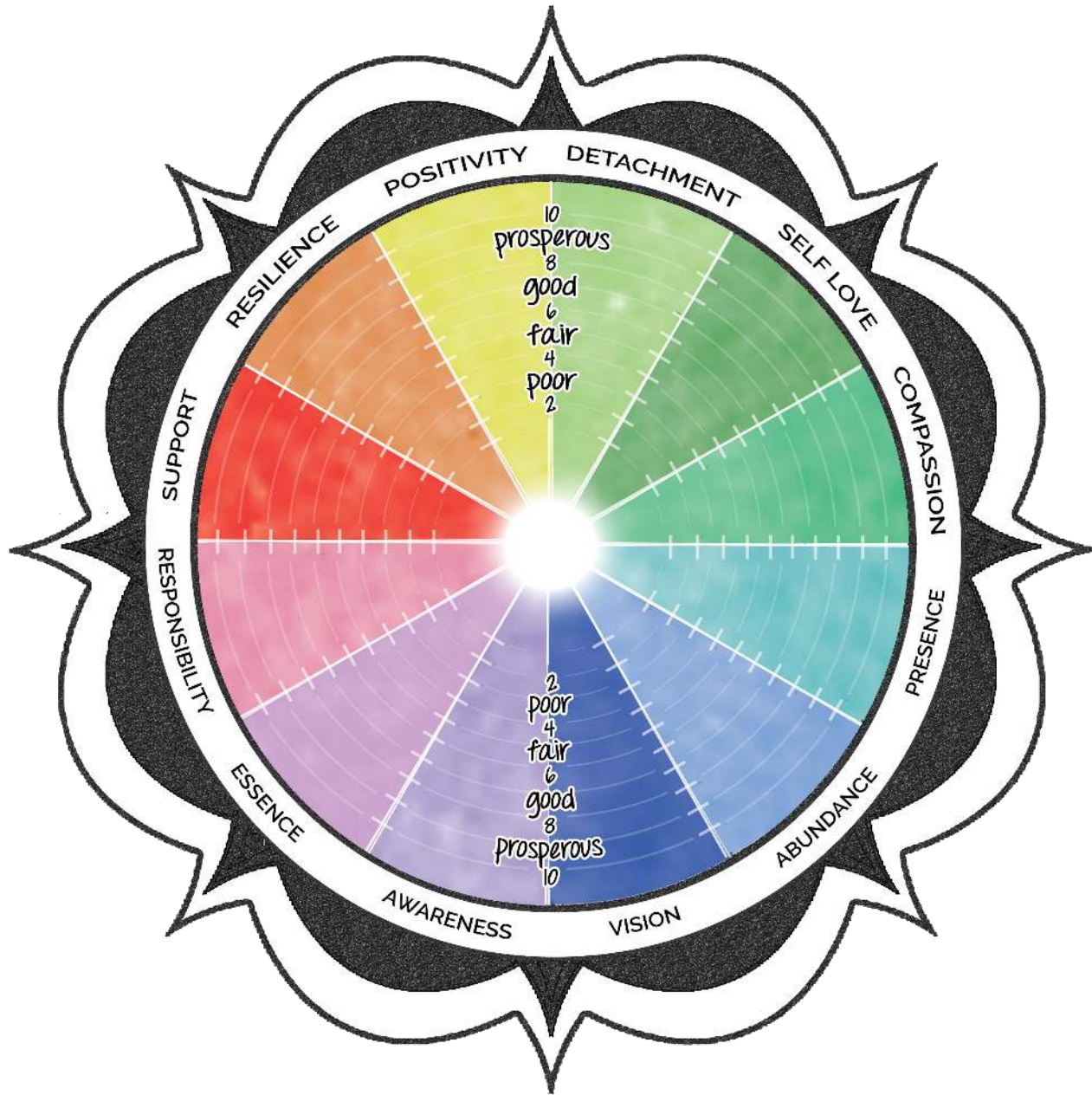




# An Abundance Mindset Facilitates:

- Creativity
- Positivity
- Hope & possibilities
- Openness
- Flexibility
- Empowerment
- Problem-solving
- Growth and expansion
- Collaboration
- Self-worth





# 12 Keys to Success





**SUCCESS is to live openly, authentically, & lovingly in alignment with the highest good of self & others – to the greatest extent possible.”**

**Joyce Marter**

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# Thank You!

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SCAN ME

**Joyce Marter**