

Mental Rehearsal

Think about the new information and say to yourself, “Yes, I’ve heard that before; am I using it?” If not, “Where might it be useful? Is there a part of it that would be helpful?” Now go and experiment.

If you are currently using the idea, ask yourself, “How effective am I at using it? How can I improve on it, or an aspect of it, to make it even more effective for me and my business?”

Next, ask yourself this question: “What will I do as a result of what I’ve learned?”

As you reflect on it – try it on. Visualise what you could do with the idea. In sport we call this Mental Rehearsal. If information or an experience appears real to your mind, your emotions and nervous system will react as though it were actually real.

Doing this will make the information or new idea more memorable and increase the likelihood of you using it or an iteration of it.

To illustrate this point, try this simple experiment:

- Seat yourself in a comfortable chair, feet flat on the floor and your hands resting comfortably in your lap. Close your eyes, take a deep breath, let it out slowly and relax. Take another one. Let it out slowly. Relax even more.
- Picture in your mind a lemon resting on a table in front of you. Visualize it. See it clearly. Look at its shape – its color – its texture.
- Now, mentally reach out with your hand and pick up the lemon. Bring it up to your face. Look at it closely. Squeeze it. Do you notice how firm it feels? Feel the texture of the lemon’s dimply and waxy skin. Notice the lemon’s yellow color and round shape, with its pointy ends.
- Now, hold it up to your nose. Smell it. Do you notice the lemon’s citrusy smell? Place the lemon on the table and mentally pick up a knife that’s lying nearby. Cut the lemon in two. Pick up one half of the lemon and see the juice dripping from it. Bring the lemon up to your nose. Smell it again. Now bite into the lemon.

What’s happening to you right now? Is saliva flooding your mouth, both in your mind, as well as physically? Now consider what just happened. In actuality, there was no lemon. You just pictured one in your mind. While this was just a mental exercise, and the lemon was just imagined, chances are, if you are like most people, the mental image you were playing on the screen of

your mind triggered certain responses which manifested themselves physically and make the memory of it much stronger and lasting.

So, you can see by this exercise, that *reflecting* is a critical step for you in the process of learning and retention.

I trust you found this useful.

Best Wishes

Jon Pratlett