

WINNER of two Nautilus Awards, the Eric Hoffer Award, the Axiom Business Book Award, and two USA Book News National Best Book Awards

You already know how to win friends and influence people.
You've heard the secret.

et ou still want to know how to resol e those na in personal issues at work and in your personal life. While you might already know about the power of thought, no book has presented a practical guide on how to harness its power like *Managing Thought*. This timeless guide is the prequel and sequel to any business or personal development book you will ever read. Experience peace, happiness, and balance, and make a difference in every aspect of your life. You have the foundation to effect any change you want to make in yourself, your circumstances, and your relationships— simply by managing thought.



MARY J. LORE is the founder and CEO of Managing Thought LLC, which helps individuals and organizations develop self-awareness and change the way they think to attain long-lasting success. Mary has devoted thirty years to serving as a CPA, senior executive, entrepreneur, and mentor to corporate leaders. Her work is endorsed by business leaders, spiritual leaders, educators K-post graduate, executive, life and sports coaches, parents, and medical professionals.

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For information on purchasing *Managing Thought How Do Your Thoughts Rule Your World?* for educational purposes visit WWW.MANAGINGTHOUGHT.COM

"*Managing Thought* provides the tools that empower us to learn how to change our behavior."

William Neale, MA
Co-Founder, Denison Consulting
Developer of diagnostic tools designed to bring culture and leadership to the bottom line

"*Managing Thought* is to this century what *How to Win Friends & Influence People* and *The 7 Habits of Highly Effective People* were to the last century."

Barbara G. Stanbridge
Change Management Expert
President, National Association of Women Business Owners (2001)

"Mary Lore's book gives its readers the path toward a centered self confidence."

W. Lynn Tanner, PhD
President & CEO, TEC Canada
Canada's preeminent organization for the development of CEOs

"Mary Lore shares a very creative approach to analyzing and measuring our thought process. It validates the importance of being in control to effect positive outcomes in our lives."

Howard Putnam
Former CEO, Southwest Airlines
Author of *The Winds of Turbulence*

"This book takes the power of positive thinking to a completely new level and teaches us how to actually manage our thoughts to be creative, inspired, and impactful in all that we do. The concepts are practical and real and are equally beneficial at home or in the workplace."

Gordon Krater, CPA
Managing Partner
Plante & Moran, PLLC
One of Fortune's "100 Best Companies to Work For"



MANAGING THOUGHT
HOW DO YOUR THOUGHTS RULE YOUR WORLD?

MARY J. LORE

Includes the Complete Book and Bonus Material

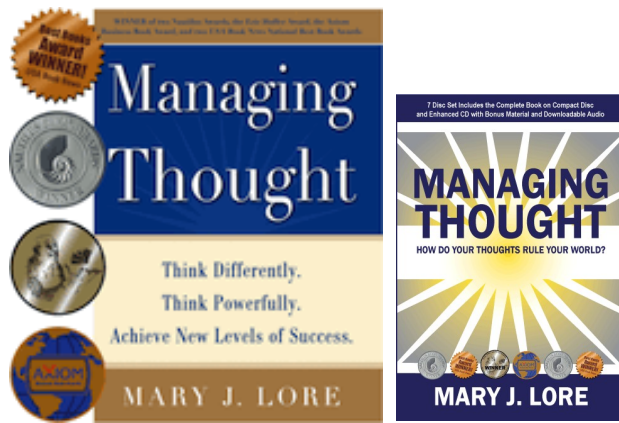
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MARY J. LORE



Managing Thought by Mary J. Lore

Introduction



Since 2002, I have shared the Managing Thought® process with hundreds of groups throughout North America as a service to Vistage International, also known as TEC, the preeminent international organization that supports the personal and professional development of CEOs and key executives. Participants in these workshops have invited me to share *Managing Thought* with groups of couples, parents, teens, teachers, students, professionals, non-professionals, executives, non-executives, and salaried and hourly workers. These participants have written and phoned to tell me how *Managing Thought* profoundly impacted their lives and their relationships with colleagues, direct reports, bosses, customers, friends, spouses, family members, and, most important, themselves.

This book documents the principles of the Managing Thought® process, and provides a system to apply to any aspect of your thinking and being, such as your life, relationships, family, career, role at work, company, department, vacation, a project, process, opportunity, problem, goal, strategy, or even a telephone call.

This book is filled with information to help you increase your self-awareness and shape your thoughts to accomplish what you want in each moment and live the life you intend. You may find yourself wanting to implement everything immediately. You can relax, because you don't have to. You can choose to practice *just one thing* throughout the moments of your day, and experience a significant transformation in your work and life. Throughout the book, I point out each *just one thing* that you can choose to practice.

Before I embark on a learning experience, I find it helpful to make an assessment of where I am right now. Along the way, I measure, acknowledge, and celebrate the changes I have made and chart my next steps. For this reason, I have developed an assessment for you to measure how you are managing your thoughts right now. If you like, you can take the assessment before reading this book, after you have read this book, and periodically in the future as you continue to practice changing the way you think.

www.managingthought.com

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To take the free “How Do Your Thoughts Rule Your World?®” Self-Assessment, visit www.managingthought.com. It is simple and straightforward, and takes about ten minutes.

I have written this book so that you can choose the approach to reading that best suits you. For example, you can read or listen to it in one or two sittings, then choose a specific topic to focus on that resonates with you. You can cover a chapter a day, a week, or a month and play with what you have learned. You can read or listen to just a few pages or tracks each day. Do what is comfortable for you.

Although it may be tempting, try not to rush through the book. If you have time to mindfully read one page, then read one page and choose one thing to practice and personally experience.

Before you begin to read, take a moment to calm yourself and open yourself to your higher awareness. Take a few deep breaths, relax your neck, massage your scalp, rub your ears, smile, stretch, and loosen your clothing.

You may find yourself thinking all kinds of thoughts as you are reading the book. When your brain tells you, *I've heard that before*, and asks you to put the book down, say, *Thanks for sharing*, and keep reading. When your brain tells you, *Hey, this self-awareness stuff is uncomfortable*, and asks you to put the book down, again say, *Thanks for sharing*, and stick with it. For many of us, transformation is not comfortable. If your brain criticizes or judges you because you should have already known a particular point or because you did know it and failed to practice it and thus wasted time or money or damaged a relationship, again say, *Thanks for sharing*, and keep reading. We are always wiser today than we were yesterday, so it naturally follows that we probably would have said or done something differently had we known then what we know now.

Remember, we learn quickly and achieve significant results when we're in a state of vision and purpose, wonder and possibility, thankfulness, joy, calm, and happiness. In these states, we are inspired and in touch with our creative power. This is not so when we are in a state of criticism, blame, judgment, or anger about ourselves or others.

When you turn on a light in a room, do you get upset that the room was dark before? When you are upset, not only do you miss out on the joy of learning, you cut yourself off from your creative power, your ability to inspire and be inspired, and your ability to access your higher awareness and learn effectively. If you find yourself tempted to criticize or judge yourself as you look at the mirror within, know that you have flipped the switch. Enjoy the light.

Please note that in *Managing Thought*, you do not become someone else. As you become self-aware and on purpose, you are rediscovering your true nature. It is as if you are peeling an onion—peeling away the layers of beliefs, expectations, and ways of

Managing Thought by Mary J. Lore – Introduction

thinking and being that you have built up over the years. You are getting back to who you really are, reopening your connection with your higher awareness. You are reconnecting with your strengths and what inspires you—what truly brings you happiness. You are reconnecting with your purpose and passion.

Managing Thought represents thousands of years of wisdom from many roads—business, psychology, biology, chemistry, physics, neurology, metaphysics, and spiritual teachings. Every concept offered serves as an example, and although the experiences of others can be illuminating, they cannot replace your own experience. Although the experiences of others can tell you where a path leads, they do not release you from the duty of taking the path yourself and even changing the path. The more openly and freely you experiment with what is offered in this book, the more you gain as you enjoy the freedom to be you.

I invite you, now, to experience the joy of peeling away all of the layers of your humanity, and bringing to light your power, your beauty, your gifts, your talents, and your purpose in living—your true nature, your authentic self.

For those of you who are listening to the audio book, you'll find bonus tracts that contain the stories, quotes, powerful statements and questions, and the Just One Things™ to practice each day that we gathered from throughout the *Managing Thought* book and grouped together for you. Feel free to listen to these as often as you like as a gentle reminder of the principles and practices of *Managing Thought*.

It is my honor and pleasure to help you become aware of your thoughts, discover what you truly want in work and in life, change your thoughts and turn what is significant to you into reality.

I hope you enjoy the book and refer to it as a trusted and guide and mentor for years to come.

A handwritten signature in black ink that reads "Mary". The letters are cursive and fluid, with a large, looping 'M' and a simple 'y'.

P.S. Feel free to visit ManagingThought.com to view and download the book jacket, endorsements, table of contents, author biography, the *How Do Your Thoughts Rule Your World?*® Self-Assessment and the PrioriTTree® Worksheets from the book.

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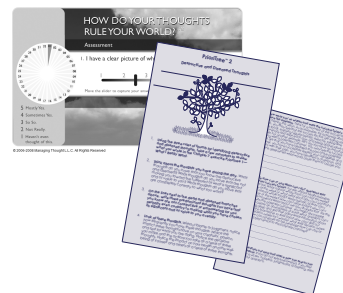
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Visit www.managingthought.com to view and download the book jacket, endorsements, table of contents, introduction, author biography, and the PrioriTree® Worksheets, and to take the How Do Your Thoughts Rule Your World?® Self-Assessment referred to in the book.



A Way of Living to Achieve Personal and Business Success

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Mary's book has won six best book awards in various business, leadership and personal development categories. The most recent Nautilus Awards for Conscious Business and Leadership and Audio Books that Enlighten and Inspire place Mary with previous winners including Deepak Chopra, M.D., Eckhart Tolle, and His Holiness the Dalai Lama!

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SUMMARY: Managing Thought provides the tools and a step-by-step process for individuals to become aware of their thoughts, discover what they truly want, in work and life, change their thoughts, and turn what is significant to them into reality.

For information on purchasing Managing Thought: How Do Your Thoughts Rule Your World? for educational purposes visit www.managingthought.com

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www.ManagingThought.com Mary@ManagingThought.com

