



DreamLift

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a monthly newsletter from
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"You are the average of the five people you spend the most time with."

-Jim Rohn

To find out who you are, just look around...

Take a moment to savor Jim Rohn's quote again:

"You are the average of the five people you spend the most time with."

I love the way this quote expresses a simple idea...we tend to pick up the attributes and characteristics of those we spend time with. I'm sure you've had that experience. I've noticed I sometimes pick up sayings or speech patterns when I'm around a person a lot. I think it's a human tendency - wanting the oneness that comes from making a connection with another.

Is being the "average" of those around you a good thing or a bad thing? Depends. Let's take a look.

Think about the five people with whom you spend the most time. These are the five people you interact with the most...the five people you would choose for your "favorites" on your cell phone plan. Let's call those five people your "Circle of Influence".

Think about the characteristics, traits, qualities and attributes of those five people. You may want to write down those characteristics so you can really take a look. Those five people likely have positive qualities to which you are drawn. What are the strengths of the people in your "circle"? What are their virtues? What do you like best about them?

Now, let's look at the flip side. Sometimes the significant people in our lives have challenging personality traits. It doesn't mean we love them less - it just means they exhibit characteristics we find tricky or uncomfortable.

Continuing with your list, ask yourself about personality traits you find in your circle that you resist or dislike. Are there things about each person that you pull away from...any characteristics that cause you to withdraw, roll your eyes, or feel embarrassed? If so, list those as well.

Now, review your list of all the characteristics of your circle. There are likely character traits that come up more than once. When a trait or characteristic repeatedly emerges among the five, you can assume that is a trait you *either have or are developing*. Whether we consider those traits positive or negative, the process of being exposed to those traits likely means we're picking them up. We are the "average" of those people.

So, What's a Person to Do?

If you find there are many characteristics of your Circle that you don't want for yourself, you might want to consider some steps to help you make decisions about your exposure to those traits.

- **Consider the value you receive from each person in your "Circle"** - What does each person do to enhance your life? How do they support you? What does each person bring to the table that serves you in some way?
- **Are there people in your "Circle" without your permission or choice?** This is an important point to consider. For example, you may have a toxic co-worker who you spend a lot of time with because you "have to". If a toxic personality is affecting your well-being, it's time to ask yourself some serious questions about whether there are ways to reduce your exposure to that person, or eliminate that person from your circle completely.
- **What can you do to shield yourself from the negative traits of the people in your "Circle"?** When someone is in your circle by choice, yet is adding negatively to your influence, ask yourself what you can do to let go of wanting to change that person, and letting go of the feelings that come up for you in response to that person. I use [The Sedona Method](#) to let go of the negative feelings, and I highly recommend it.
- **List your own traits, strengths, characteristics** - ask yourself what you are offering to your circle, and what you can do to enhance the experience of the people you influence.

When you are conscious about the influence others have on you, you can be clearer about accepting or rejecting their traits. You can more deliberately choose to be the person you mean to be!

When in doubt...offer a positive vibration and your "Circle" will respond by matching your vibration!!!