

LEADING FACTS[®]

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Negative Thinking

The opposite of positive thinking, which do you more likely identify with?

Everyone talks about the power of Positive thinking and why you need to be an adherent. Positive thinking is universally accepted by all as an essential element of success. No argument here. What's not commonly addressed are the symptoms of fuzzy thinking--the opposite of positive thinking. People frequently underestimate their weaknesses and in doing so, often feel little need to improve. It is important for each of us to understand or at least recognize our problem areas in order to begin the process of change. Today we will share with our readers' 15 styles of distorted thinking. Don't be surprised or concerned if one or more points fits you like a glove. If more than half of these points apply to you, you likely have a distorted style of thinking that needs to be reviewed. With these caveats let's review 15 styles of Distorted Thinking.

1. **Filtering:** You take the negative details and magnify them while filtering out all positive aspects of a situation.
2. **Polarized Thinking:** Things are black or white, good or bad. You have to be perfect or you're a failure. There is no middle ground.
3. **Overgeneralization:** You come to a general conclusion based on a single incident or piece of evidence. If something bad happens once, you expect it to happen over and over again.
4. **Mind Reading:** Without their saying so, you know what people are feeling and why they act the way they do. In particular, you are able to divine how people are feeling toward you.
5. **Catastrophizing:** You expect disaster. You notice or hear about a problem and start "what ifs" What if tragedy strikes? What if it happens to you?"
6. **Personalization:** Thinking that everything people do or say is some kind of reaction to you. You also compare yourself to others, trying to determine who's smarter, better looking, etc.
7. **Control Fallacies:** If you feel externally controlled, you see yourself as helpless, a victim of fate. The fallacy of internal control has you responsible for the pain

and happiness of everyone around you.

8. **Fallacy of Fairness:** You feel resentful because you think you know what's fair but other people won't agree with you.
9. **Blaming:** You hold other people responsible for your pain, or take the other tack and blame yourself for every problem.
10. **Shoulds:** You have a list of ironclad rules about how you and other people should act. People who break the rules anger you. You feel guilty if you violate them.
11. **Emotional Reasoning:** You believe that what you feel must be true--automatically. If you *feel* stupid and boring, then you must *be* stupid and boring.
12. **Fallacy of Change:** You expect that other people will change to suit you if you pressure or cajole them enough. You need to change people because your hopes for happiness seem to depend entirely on them.
13. **Global Labeling:** You generalize one or two qualities into a negative global judgement.
14. **Being Right:** You are continually on trial to prove that your opinions and actions are correct. Being wrong is unthinkable and you will go to any length to demonstrate your rightness.
15. **Heaven's Reward Fallacy:** You expect all your sacrifice and self-denial to pay off, as if there were someone keeping score. You feel bitter when the reward doesn't come.

Too many points hit home? Don't worry too much. Although we are all hard wired to a degree, this does not preclude us from modifying our thinking and behavior to enhance our lives. Read back our list a little slower this time and decide how you might want to make a couple of changes. Good Selling!

Did You Know?...

DEC has reported on over 120 restaurants in **Bid Facts** over last 12 months and is currently tracking 54 new projects in the planning/pre-bid stage. Call us today for information on how you can get a special report on this sector!

PLANNING & ZONING FACTS

Developer **Greg Howington**, has submitted plans to Rockdale county for a multi-family project on Lake St. James in Conyers. Site plans call for a 19 building, 450+ unit apartment complex with swim/tennis amenities. Architect for the project is **Geheber & Lewis**. The first zoning hearing scheduled for April 8, 1999. Check **Planning & Zoning Facts** for details.

PROSPECT FACTS.....

Emory University has announced plans to redevelop **Crawford Long Hospital**. This **\$270 million** project by developer **Cousins Properties** is to include extensive renovation of all existing facilities plus a new (6) story, 500,000 SF Diagnostic Treatment Center as part of a (16) story medical office building & parking deck. Design is underway by **Jon Pickard Architect**. See **Prospect Facts** for details.

BID FACTS.....

Industrial Developments International has selected **Kajima** to build two new office warehouses at the **Northpark 75** industrial park in Cobb. Atlanta-based **Macgregor Associates** designed the 97,000 sq. ft spec development. Get all the details in this week's **Bid Facts**.

BUSINESS FACTS.....

Stein Mart has opened its 11th Atlanta area store at 4661 Woodstock Road in Roswell with 60 employees. This 92-year-old Jacksonville, Florida based company has 200 stores nationwide. For additional information contact **Phyllis Kwatinetz**, Manager, at (770) 649-8484.

PERMIT FACTS.....

1999 Permits issued in the 18 county Metropolitan Atlanta area:

	Past Week	Yr. to D	
Single Family	945	10,635	73%
All Other	215	2,857	27%