

# LEADING FACTS<sup>®</sup>

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## Negative Thinking

*The opposite of positive thinking, which are you more likely to identify with?*

Everyone talks about why you need to be a disciple of the power of positive thinking. Positive thinking is nearly universally accepted as an essential element of success. No argument here. What are not commonly addressed are the symptoms of fuzzy thinking—the opposite of positive thinking. People frequently underestimate the magnitude of 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 change process. Today we will share with our readers 15 styles of distorted thinking. Don't be surprised or overly concerned if one or more points fit 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 judgment.
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.

Well, how'd you do on our little test? Too many points hit home? Don't worry too much unless you know that you are paying too dear a price. Although we are all hard-wired to a degree, this does not preclude us from modifying our thinking and behavior to enhance our lives when it is in our best interest. 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 research reported 11.3 billion dollars in total construction spending throughout our 22 county reporting area during 2001.

### PLANNING & ZONING FACTS

**Holy Innocents Catholic School** has begun preliminary rezoning discussions with Fulton County planners for a \$44 million dollar capital improvement project at its existing 33-acre site. Plans call for a new middle school, student center, road improvements & athletic complex linked to the school via an underground tunnel. Preliminary design by architect **Thompson, Ventulett & Stainback**. Check **Planning & Zoning Facts** for further details.

### PROSPECT FACTS.....

Developer **Trammell Crow Residential** has submitted a site plan to Fulton County planners for the "Buckhead Plaza" apartment development. Plans call for a single 6 story 320,000 sq ft (300 unit) upscale apartment building. The project will be located at 950 East Paces Ferry Road. Project design by **Diedrich/Niles Bolton Associates**. Check this week's **Prospect Facts** for more information.

### BID FACTS.....

**Highwood Properties** will construct "Tradeport Place V" at Tradeport Boulevard and Old Dixie Highway in Atlanta. Architect for this 60,000 square foot project is **Fowler Design Associates** of Atlanta. Five invited General Contractors are competing for this project. Get all the facts in this week's issue of **Bid Facts**.

### BUSINESS FACTS.....

**Ross Stores** has just opened a new retail location at 50 Barrett Parkway in Kennesaw with 60 employees. This 20-year-old Newark, California based company has 452 stores in 22 states. For additional information contact **Michelle Simpson, Manager**, at (770) 419-1203.

### PERMIT FACTS.....

Year-To-Date 2002 Permits issued in the 22 County Metropolitan Atlanta areas:

	Past Week	Yr. to D	
Single Family	1,128	10,983	76%
All Other	246	3,426	24%