



Fast-Track to Wealth Program

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The Glass Ceiling

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Have you ever bumped, or perhaps slammed, into your own glass ceiling?

Your glass ceiling isn't something imposed by others. It was put there by your unconscious mind in the mistaken belief that it would make you more successful. (What do you expect from a part of your unconscious that probably has an effective age between 1 and 12 years old? It's probably trying to protect you from getting hurt – or punished -- by reaching too high.)

For example, have you peaked out in your earnings? That is, when you adjust for inflation, are you earning the same as or less than in past years?

Or, have you peaked out in your relationship? Is it ho-hum or worse?

Have you peaked on the percentage of sales quota you can achieve?

Your Upper Performance Limit (UPL)

If your answer is "yes" to any of these questions, you have probably bumped smack into your own glass ceiling, your upper performance limit (UPL). Your UPL is the level beyond which your unconscious won't allow you to rise. No matter how hard you work, no matter what the level of your knowledge and abilities, no matter how much time you put in, you can't do any better than that UPL.

It's frustrating, a feeling that is familiar to most of us.

And, if there's an *upper performance limit* then there must be a *lower performance floor*. Right you are. And what lies in between? Right again! Your comfort zone. That cozy, relatively stable and rutted terrain where you feel safe. Where life is predictable. And stale. (Although for some, *not* achieving to potential is anything but stale. It can feel awfully frustrating sometimes.)

How do you determine where your limits lie? How do you determine how much you are comfortable earning, how much love and affection you can



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give and receive, or how high a percentage of your sales quota you can achieve?

Finding and Raising Your UPL

Actually, your body can tell you. Just *thinking* about an amount or percentage over or under your limits registers in your body as stress. In the Fast-Track to Wealth

Coaching Program, I give you a method to determine your UPL mathematically. Perhaps the more important question is how you raise your limits and comfortably earn, love, and make more?

Emotional Freedom Technique (EFT) is a fast, reliable way to change the thoughts, beliefs, and emotions that limit you. EFT works equally successfully for both eliminating negative beliefs (I can't, I'm not worthy, I'm afraid to) and for installing positive beliefs (I am capable, I deserve to, I am excited about what I can do).

To learn more about EFT, click on www.drjoanberry.com/energy.htm or go to www.emofree.com. The results people are getting with this new easy to learn technique are remarkable!