



091 - Solving the life puzzle with Chandell Labbozzetta

Today, we're lucky to have the owner of [Life Puzzle](#) on the show.

[Chandell Labbozzetta](#) began her business career at just 14 years of age.

She later worked in business development and marketing.

But after a decade of professional experience she was totally burnt out.

She discovered [Neuro-Linguistic Programming](#) a form of psychotherapy that helps professionals to improve their self-worth.

Now she uses NLP to help other business owners to achieve their goals.

BusinessLegalLifecycle.com.au



You're not an imposter

Chandell says NLP is the language we use to determine our behaviour.

It helps people to access their unconscious mind using language.

People often rely on willpower to change their behaviour.

But willpower depends on the conscious mind which is too easily manipulated by emotions.

Many professionals suffer from an [imposter syndrome](#) - the idea that they are frauds who will soon be discovered.

Chandell and her team work with their clients to expunge those thoughts from their unconscious minds.

Learning to control your unconscious behaviour is the only way to take control of your life.



**Have you ever thought of yourself as an imposter?
Write down those thoughts.**

BusinessLegal : Lifecycle

You're always influencing people

Chandell has used NLP in her sales training courses.

The word “sales” has a very negative connotation.

It evokes ideas of manipulation and exploitation.

Many of those ideas are held by the people actually doing the selling.

She is interested in *how* people do things not *why* they do them.

Sales is the art of influence.

The key thing is how influential you are at sharing your ideas with others.

You have to understand how your unconscious behaviour affects others around you.

You are always influencing others – either positively or negatively.

BusinessLegal : Lifecycle

Write down some examples of when you have influenced someone. Try and choose at least one positive and one negative example.

BusinessLegal : Lifecycle

Learn more by ordering the book

Whether you want to have a large company or a small lifestyle business, you must pay attention to the legal aspects right from the start.

The Business Legal Lifecycle is a handbook for you to use in your business on a regular basis.

The key areas that Jeremy Streten covers in the Business Legal Lifecycle are:

How to successfully set up your business

Why and when you need to pay attention to the legal aspects of your business

Who you should consult with along your business journey



BusinessLegalLifecycle.com.au