

**UTM**

NAME:

Date:

1a. <b>C- Item</b>	2a. <b>Acceptable Reasons</b>	3a. <b>C+ items instead</b>	4a. <b>Deeper Reasons</b>	5. <b>BENEFITS</b>	6. <b>COSTS</b>
Name of C- project, task, responsibility, conversation, situations (schmoozing, relationship building).	What justification or usual reason do I give (to others or myself) for why I am not doing it now?	C+ what are the activities I gravitate toward instead, feel compelled to do?	What is the “Real Reason” for avoiding C- and gravitating toward C+	What Ego benefits from: - avoiding the C- - doing the C+ - making the trade off	
Refer to “Homework + Reflections” of the morning		Also what activities I tend to over do, that absorb too much of my time?	What EgoThreat? Fears? Powerlessness?	<i>Examples:</i> • I don't risk feeling incompetent or uncomfortable.	
Be specific: – Strategic Plan – Which one – Mentoring – Who?		But also Counter Productive Behaviors	What EgoCandie? How does it not scratch the itch of your UG, Treadmill? Makes me feel like a star or heroe...	• If I respond to my Email 24/7, I feel needed and responsible.	
– Build relationship – with which key stakeholders – Flower chart anything important that I've not moved on.	<b>MATTRESS Chart Connections: Protection Phrase, Mattress...</b>	<i>Examples:</i> • emails • certain projects • making bad with others		• If I surf the web or play video games: I'd rather appear/believe to be undisciplined, than unintelligent.	
			<b>MATTRESS Chart Connections: True Anxiety</b>		

→ 1b. **C- Zone**

→ 2b. **Hall Pass**

→ 3b. **C+ Zone**

→ 4b. **My Wall**

Any themes or conclusions for that column

7. Overall discoveries and learnings from the whole chart