

Pinch Sorting Chart Instructions

You'll need a fresh Pinch chart.



Goal of this section: Practice shifting away from a place of reaction in order to regain access to your best resources.

A. Activating STIMULUS 1	B. Beliefs and THOUGHTS 2	C1. Consequent EMOTIONS 3	C2. Consequent ACTIONS 4	D. Costs and RIPPLE EFFECTS 5
Δ. Delta between A and -1 7	-1. Ego Threats / Drivers 6	-2. Reframe 8	-3. ATS Purpose(s) 9	-4. Potential Actions 10

Use a blank Pinch Sorting chart. Or, if you don't have access to one, you can just take out a blank piece of paper, turn it horizontally (landscape), create five columns and two rows, and off you go.

The rest of this document is a detailed description of how to fill out the chart. It may feel daunting at first, but please do not fear! Instead of sharing general guidelines, we've broken down the process into the smallest possible increments to avoid confusion. If you use this tool regularly, soon you will be able to sort your Pinches in no time.

Pinch Sorting—Detailed Instructions

- [Optional] List moments when you've felt "At the Mercy" recently. Look for Pinches related to those moments and add them to your list of Pinches. Then, choose one Pinch to sort.
- [Optional] If your Pinch feels very intense, start by venting about it on a separate paper.
- **Box A • Activating Stimulus**—Fill in the observable details of your Pinch in Box A of the Pinch Sorting chart.
- Check what you've listed in Box A:
 - Address one stimulus at a time.
 - Underline the specific word, gesture, or action that was a trigger for your Pinch.
 - Camera Check: Do you notice any beliefs, inferences, assumptions, thoughts or mind chatter that remain in Box A and should be moved to Box B?
- **Box B • Beliefs and Thoughts**—List the beliefs, thoughts, and mind chatter you had based on the observable detail in Box A.
- **Box C1 • Consequent Emotions**—List the emotions you experienced as a result of the original stimulus.
- **Box C2 • Consequent Reactions**—List the counterproductive behaviors you did or are likely to partake in as a result.
 - Think about what you did or felt like doing that was unproductive.
 - Think about how you did it. In other words, what energy did you have?
 - Think about what you refrained from doing that could have been productive.
- **Box D • Costs and Ripple Effects**—Capture any costs to you and to others. How does it impact the environment you would like to create?
- **Box D [continued]**—Think specifically about the ripple effects. Ask yourself: How am I likely to show up down the road if I stay Pinched? How am I likely to reinforce my filter and pile on Pinches? What collateral damage might I create? What will the accumulated costs be?
- Ask yourself: At this stage, am I really certain that I do not want to generate these costs for myself and others? Do I really want to reconnect to my best internal resources and constructively impact the situation?
 - If the answer is yes, continue. If the answer is no, you can either decide to stay in a place of reactivity or you can go back and see if you have missed important costs of being and staying in a reactive state and if you have kept yourself removed from emotionally connecting to these costs.
- **Box -1 • Ego Threats/Drivers.**
 - List your ego drivers that were likely activated in this moment. What is the familiar danger

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for your ego? What does it want to prove? You can also refer to your Desired/Dreaded Images, your patterns, your Unconscious Goal, or your Driving Idea.

o Can you recollect a childhood Significant Event that feels connected?

o Ask yourself: Isn't this just my familiar hot button engaging? Do I really want to trust my hot button blindly and continue to create costs I do not want?

o Then ask yourself: Noticing this, am I already feeling less reactive and less deflated? Am I more creative, curious, and centered?

● **Box Δ • Delta**—If you take out the subtext that your ego is adding, how is your Ego Threat (Box -1) different from your Activating Event (Box A)? Be very literal in this step.

o If you connected to a Significant Event, how is this situation different from that?

● **Box -2 • Reframe**—If you are not projecting this threat, how else could you read and experience this situation? How can you reframe it? Ask yourself:

o What elements might I be missing?

o What else was expressed that I forgot or disregarded?

o What other ways could I interpret what was said without the layer of my ego threats?

o Is there anything in the other person's context or situation that I did not consider that could help my interpretation?

o Is there a learning opportunity for me here?

o Did I do anything beforehand that contributed to Box A?

● **Check-in with yourself:** Am I already feeling less reactive and more creative?

● **Box -3 • My Purpose**—Which ATS goals help you feel recentered and energized? Which are stronger than your ego fears? You can think about Context, Contribution and Learning goals.

● **Check-in with yourself:** Am I feeling less reactive and more creative?

● **Box -4 • Next Steps**—Having reconnected to a sense of creativity and curiosity, brainstorm some different responses (some of them might be similar to C2 but from a different space).

o Think back to the moment of the Pinch

o Think about now. Is there anything you can do to clean up, if relevant?

o See if an option(s) rises to the top for you.