AFI SHIFTER

7. Environment my ego creates

- *Draw from Costs of the Costs*
- *Draw from Victim-victimize*
- *Words of ATM, Ego, Performance*

11. What I want to create

- *Words, images,...*
- *ATS Goal Statement*

13. a.

b.

4. Ego Benefits

- *E.g., safe, comfortable, superior, right,...*

Reward

10.

Reward

3a. Knee-Jerk CPB

- *Counter-Productive*
- *Specific*
- *Observatble*
- *That I do or avoid doing*
- *Can also the CP can be in the how (e.g., tone, edge, pace)*

Automatic Routine

3b.

1. When...

Cue

- I face these circumstances
  E.g., certain people (boss, Joe, authority figures, etc), situations (Staff meetings, Sales calls, etc), set up (asked to do sthg,...)
- I sense to these physical sensations
  How do I typically feel in my body when I'm about to engage in this pattern? What are the earliest physical signs?
- I realize I have this Mind-Chatter
  What typical thoughts come up for me as I'm to engage in this pattern? What mental "cassette" runs through my mind?

9.

New Routine

12. a.

b.

c.

2. Root Cause Ego Drivers

- *Most common drivers. Fears, DDIs, DI, UG, etc*
- *Connection to any significant events?*

Unconscious Motivator

Disrupt!

8. Centering Mantra

"I'm about to...

"Because I'm afraid of...

"But what I really want is...

Conscious Motivator

5. Never Again

6. Costs

Name:
Date:

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