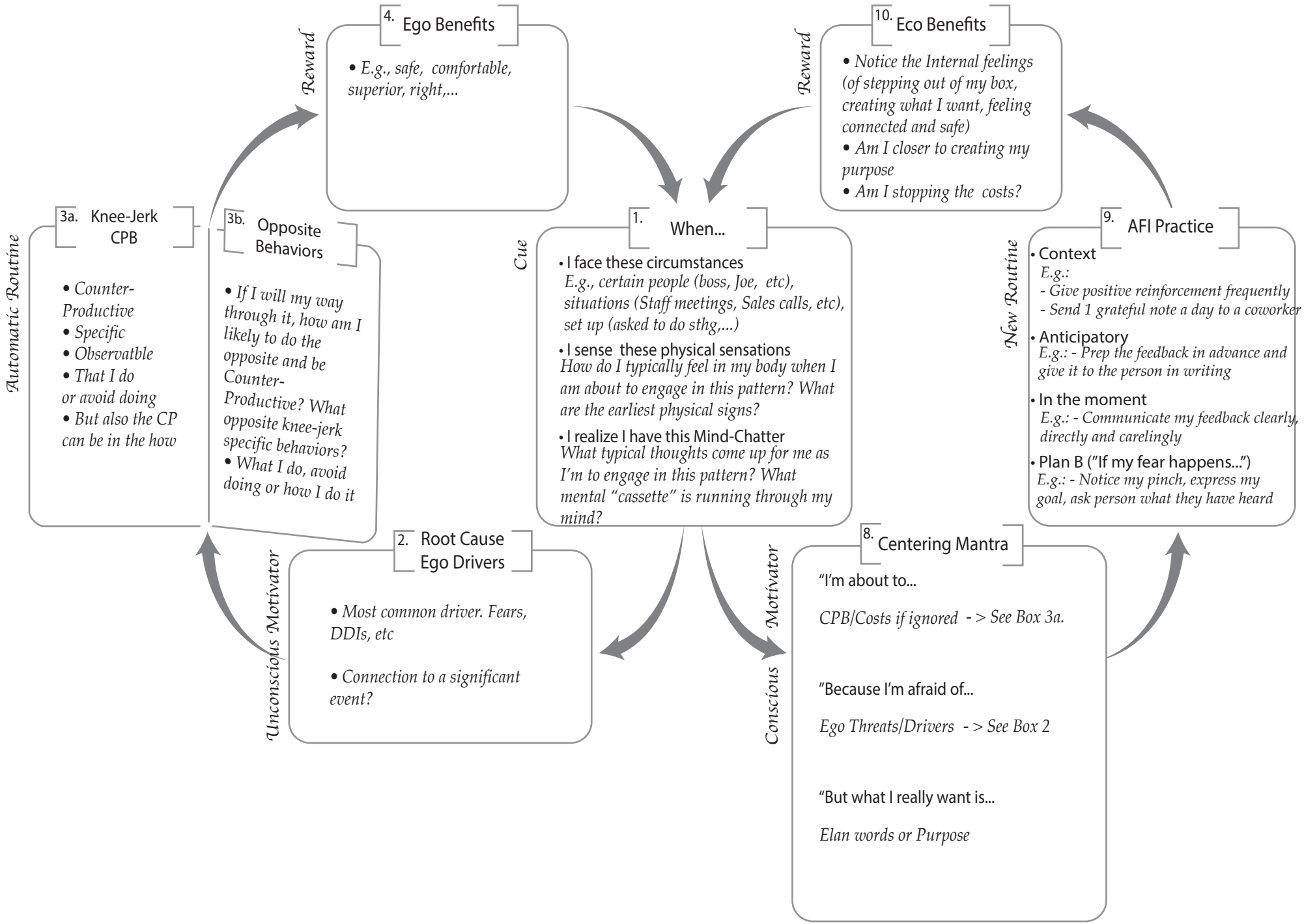
4. Ego Benefits
• E.g., safe, comfortable, superior, right,...
Reward
10. Eco Benefits
• Notice the Internal feelings (of stepping out of my box, creating what I want, feeling connected and safe)
• Am I closer to creating my purpose
• Am I stopping the costs?
Reward
3a. Knee-Jerk CPB
• Counter-Productive
• Specific
• Observatble
• That I do or avoid doing
• But also the CP can be in the how
Automatic Routine
3b. Opposite Behaviors
• If I will my way through it, how am I likely to do the opposite and be Counter-Productive? What opposite knee-jerk specific behaviors?
• What I do, avoid doing or how I do it
1. When...
• I face these circumstances
E.g., certain people (boss, Joe, etc), situations (Staff meetings, Sales calls, etc), set up (asked to do sthg,...)
• I sense these physical sensations
How do I typically feel in my body when I am 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" is running through my mind?
Cue
9. AFI Practice
• Context
E.g.:
- Give positive reinforcement frequently
- Send 1 grateful note a day to a coworker
• Anticipatory
E.g.: - Prep the feedback in advance and give it to the person in writing
• In the moment
E.g.: - Communicate my feedback clearly, directly and carelingly
• Plan B ("If my fear happens...")
E.g.: - Notice my pinch, express my goal, ask person what they have heard
New Routine
2. Root Cause Ego Drivers
• Most common driver. Fears, DDIs, etc
• Connection to a significant event?
Unconscious Motivator
8. Centering Mantra
"I'm about to...
CPB/Costs if ignored -> See Box 3a.
"Because I'm afraid of...
Ego Threats/Drivers -> See Box 2
"But what I really want is...
Elan words or Purpose
Conscious Motivator