

THRIVING

*in the*

STORM

*Workbook*





















## EXERCISE 5 | SMART GOALS

Setting goals is one thing, but coming up with a plan to follow through so you accomplish them is another. Here's a simple plan that allows me to stay on track:

#1. Take each of your three goals and establish where you want to be one year from now.

#2. Break each goal down into four quarterly steps. Where do you need to be at the end of each quarter to hit each of those three yearly goals? Set times to check-in with yourself each quarter to see where you're at and if you're on pace to achieving your goals. Set reminders in your phone if you have to.

#3. Next, break each of those quarterly goals down into weekly steps. This is where you begin to see how realistic your goals are. If they aren't realistic, adjust accordingly, so you can realistically get where you want to be in a year.

#4. Finally, break those weekly steps down into daily tasks. You want to make sure that you're doing something every single day to move toward each of your three goals.

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## EXERCISE 6 | JOURNALING AND MINDFULNESS

The next time you're feeling overwhelmed, stuck, helpless, or a victim of outside circumstances, take a step back, and break out a pen and paper for this exercise:

**Step #1:** Write down a list of all the things that are out of your control.

**Step #2:** Write down a list of all the things that you are currently in control of in the moment.

**Step #3:** Write down what is giving you the most stress.

**Step #4:** Write down the next best thing you can do right then. From that point forward, reframe how you view the situation by not focusing on the things that are out of your control, but by focusing on what you do have control over, and the next best thing you can do in the moment.

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# EXERCISE 6 | JOURNALING AND MINDFULNESS

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## EXERCISE 7 | TRACKING WINS, POSITIVITY

I first learned this from Dan Sullivan but put my own spin on it over the years. While journaling as part of your night routine, write down three wins you experienced that day, and three wins that you want to achieve tomorrow. If you had a shitty day without any wins (it happens), write down instead what you learned from the experience, and that will become your win.

What I like to do is reflect on all of those 21 wins at the end of the week and boil them down to the top three. At the end of the month, I take those 12 wins and boil them down to the top three.

Keep doing that at the end of the quarter and the year. It may sound pointless, but what you're doing is getting in the habit of something we're going to talk about in a few chapters – focusing on positivity and abundance.

This forces you not to look at scarcity and the shitty things that might happen, which is easy to do because the brain will always harp on the negative, but to closely examine all of the good things going on in your life.

You're programming your brain to think positively. I like to think of it as looking forward by measuring backwards, because this can help set you up for future success.

**EXERCISE 7 | TRACKING WINS, POSITIVITY**

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## **EXERCISE 8 | EXAMINE YOUR RELATIONSHIPS**

Take a closer look at people you spend the most time with. Write down a list of names of the people in your immediate circle. Whether it's two people or twenty, take the time to evaluate your relationship to determine if they are in line with where you want to go.

What are their goals? Do they align with yours? Is having these people in your inner circle helping or hurting you achieve your goals?

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**EXERCISE 8 | EXAMINE YOUR RELATIONSHIPS**

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## EXERCISE 9 | CHANGING YOUR ENVIRONMENT

What is one thing you can change about your environment today?

Look over your goals and consider how something in your environment might be holding you back. Is there a temptation somewhere within your reach that you could easily get rid of? What simple change can you make today to become more productive? Just pick one to implement and work to make it a habit.

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## EXERCISE 9 | CHANGING YOUR ENVIRONMENT

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## EXERCISE 10 | FACING CHALLENGES

Think about a challenge that you are currently going through, or one you see looming on the horizon. It might be something you haven't done before or that's forced you out of your comfort zone, so it can seem overwhelming when looking at how far you have to go. This time around, try approaching it a different way by planning ahead. Ask yourself:

- How can you make sure you are as prepared as possible?
- How can you break down the goal or challenge into steps or mini-goals that can prevent you from being overwhelmed?
- How can you reward yourself when you accomplish those steps?
- How can you constantly remind yourself of your why?

These answers are going to be unique to you and your objective, but if you attack any goal or challenge with this mindset, it will help you stay focused and keep your eye on the prize.

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## **EXERCISE 11 | STAYING ON 'SCRIPT'**

Starbucks and Dunkin Donuts make a similar product, and both are successful, but they each do something very different with their coffee. They get to the same place but take separate paths. The script you follow doesn't have to be universal, it just has to work for you, and you have to be willing to pivot and adjust as you go to adapt with what might not be working or need improvement.

Your fortress is your own. When it looks like you might be wavering or drifting off course, stop and take the time to do an assessment. It's as simple as asking yourself three questions:

- 1.) What do I need to keep doing?
- 2.) What do I need to stop doing?
- 3.) What do I need to start doing?

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**EXERCISE 11 | STAYING ON 'SCRIPT'**

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**EXERCISE 12 | CORE GENIUS**

If you haven't already, identify your core genius by asking yourself a series of questions:

- I'm happiest when \_\_\_\_\_
- I'm most creative when \_\_\_\_\_
- The activities that make me the most excited to get up in the morning are \_\_\_\_\_
- I feel like I'm living my purpose when \_\_\_\_\_
- My hobbies and interests that can generate income are \_\_\_\_\_

- The talents and attributes I often get complemented on are \_\_\_\_\_
- The things that I excel at that others struggle with are \_\_\_\_\_

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## **EXERCISE 13 | FOCUS ON POSITIVITY, NOT NEGATIVITY**

It's natural for your mind to drift to a negative experience or focus on something from the past that you wish happened differently. It could be the end of a relationship or the loss of a job. It could be a time when you were shamed or belittled, or it might be a time when you lost your cool and reacted in a way that you shouldn't have. Whatever it may be, dwelling on a bad memories can be debilitating and will hold you back without you realizing it. Think about those things enough, and it becomes a pattern, but it's a pattern you can break.

The next time you have a negative memory, you're going to stop yourself and replace that memory with a positive one. So, when your brain wants to bring you down, you're going to stop and lift yourself up by recalling a time when the opposite occurred. If you're haunted by a memory of a time you were unkind, think of a time when you acted admirably. If you're reliving a memory when you choked, focus on a situation when you performed well under pressure.

It can be difficult to do this right on the spot when you slip into that pattern, so take some time beforehand to write down those replacement memories you can use the next time this occurs. Visualize that positive memory right down to the smallest detail, and incorporate every single sense, so you can bring it to life in your mind. Think about it almost like you're memorizing a script, so when you slip into that pattern, you can quickly switch gears to think about a victory instead of a defeat.



## EXERCISE 14 | POSITIVE REMINDERS

If you struggle to remain positive, one simple way to begin training yourself is to utilize the alarm on your phone. Set it at three different times throughout the day to go off and give it the title “think positive.” You can call it whatever you want. “Love, happiness, and healing.” Whatever gets you to kill your negative thoughts and start thinking positive.

Give a name to your alarm that wakes you up in the morning. Utilize post-it notes and strategically place them around the house in areas where you will randomly see them. This will allow you to reset and focus.

Don't expect to work miracles or to change your mood for the rest of the day. All you're doing is creating a habit, and you do that through a series of one-second shifts from negative to positive. Pretty soon, you'll be able to do it without the reminders, and over time, it becomes more automatic, which means that you're developing a more positive overall mindset.

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## EXERCISE 15 | ACTS OF POSITIVITY

Try to make it a point to perform just three acts of positivity every single day. That can come in any number of forms:

- Being friendly to someone you don't know.
- Telling someone they did a good job, and truly meaning it.
- Making sure to smile at people.
- Showing happiness for someone else's success.
- Paying a compliment to a total stranger.
- Pointing out the beauty of the view or your surroundings.
- Enjoying the unexpected, even when it's not what you originally wanted.
- Being a source of energy that lifts those around you.

Your attitude determines most of how you experience each day, because you get back what you put out. Once you start exuding positivity and acting like someone who people want to be around, you'll discover that this behavior can be contagious.

You might not even realize it, but even by incorporating positivity into a journal practice, you're creating the framework required to make this a positive habit that can replace a bad habit.

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## **EXERCISE 16 | ARE YOU COACHABLE?**

You don't need to work with a coach to find out if you're coachable. You can do that right now. The best feedback you can get is from the people you see every day. Turn to your friends, family members, and colleagues because those are the people who will give you the honest shit. Ask them what they think you are good at and where they think you need improvement.

If you're being an asshole, they'll tell you. You can try to fool yourself and say that people don't know what they're talking about, but if you hear the same criticism over and over, that's something you should take into consideration. They might point out some things that are difficult to hear, but you probably need to hear those things to improve.

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## EXERCISE 17 | SEEKING HELP/SUPPORT

Go back over your list of goals and examine them closely to determine how much more knowledgeable you need to become in these areas. How much more do you have to learn? Think about how more knowledge in these areas could put you at an advantage.

Pick one goal (just one), and then pick one way (just one) you're going to seek outside help and advice to achieve that goal. It could be buying a book or joining an online forum. You could watch a series of YouTube videos or listen to an audiobook or podcast on your commute to work. It doesn't matter what it is, but you have to take one step today to learn just a little bit more about what you're trying to do from someone who has that experience.

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## EXERCISE 19 | GIVING BACK

What is one way that you can start giving back? It doesn't have to be money, but it certainly can be. There are a lot of national and local causes that are worth donating to. You could volunteer your time and try to make a difference that way.

Start with what interests you and what opportunities might be available in your community. Talk with your friends or co-workers to see what opportunities they know that you might not be aware of. The only prerequisite is that it has to be genuine. You can't do it in the hope that you will get something back in return.

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## EXERCISE 20 | WHAT ARE YOU NOT DOING?

Go back to that exercise where you audited your day and look at it from a different perspective. This time around, don't pay as much attention to what you're doing as to what you might not be doing. Look at your routine and ask yourself what you aren't seeing, savoring, or appreciating.

Maybe you hate your commute to work every day, but don't take the time to consider the beautiful scenery you pass through. Instead of complaining and making yourself feel miserable for being stuck in the car, enjoy the beauty that is right outside your window. That may not apply to you, but I promise you that there is something you do on a regular basis that you can look at from a different perspective and learn to enjoy.

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# EMOTION REFERENCE

ACCEPTANCE

ADMIRATION

ADORATION

AFFECTION

AFRAID

AGITATION

AGONY

AGGRESSIVE

ALARM

ALARMED

ALIENATION

AMAZEMENT

AMBIVALENCE

AMUSEMENT

ANGER

ANGUISH

ANNOYED

ANTICIPATING

ANXIOUS

APATHY

APPREHENSION

ARROGANT

ASSERTIVE

ASTONISHED

ATTENTIVENESS

ATTRACTION

AVERSION

AWE

BAFFLED

BEWILDERED

BITTER

BLISS

BORED

BRAZEN

BROODING

CALM

CAREFREE

CARELESS

CARING

CHARITY

CHEEKY

CHEERFULNESS

CLAUSTROPHOBIC

COERCIVE

COMFORTABLE

CONFIDENT

CONFUSION

CONTEMPT

CONTENT

DISORIENTED

DISPIRITED

DISPLEASURE

DISTRACTION

DISTRESS

DISTURBED

DOMINANT

DOUBT

DREAD

DRIVEN

DUMB STRUCK

EAGERNESS

ECSTASY

ELATION

EMBARRASSMENT

EMPATHY

ENCHANTED

ENJOYMENT

ENLIGHTENED

ENNUI

ENTHUSIASM

ENVY

EPIPHANY

EUPHORIA

EXASPERATED

GLEE

GLOOMY

GLUMNESS

GRATITUDE

GREED

GRIEF

GROUCHINESS

GRUMPINESS

GUILT

HAPPINESS

HATRED

HELPLESS

HOMESICKNESS

HOPE

HOPELESS

HORRIFIED

HOSPITABLE

HUMILIATION

HUMILITY

# VALUES APPENDIX

ABILITY	BALANCE	CAREFULNESS
ACCOMPLISHMENT	BELONGINGNESS	CHARITY
ADVENTURE	BOLDNESS	CHEERFULNESS
ALERTNESS	BRISKNESS	CLEANLINESS
APPRECIATION	CAMARADERIE	COGNIZANCE
ASSERTIVENESS	CARE	COMPASSION
AUDACITY	CHALLENGE	COMPLETION
AWE	CHASTITY	CONFIDENCE
BLISSFULNESS	CLASSY	CONNECTION
BRILLIANCE	CLOSENESS	CONTENTMENT
CALMNESS	COMMITMENT	CONTROL
CAPABILITY	COMPLACENCY	COOLNESS
CERTAINTY	CONCENTRATION	CORDIALITY
CHARM	CONGRUENCY	CORRECTNESS
CLARITY	CONSISTENCY	COURAGE
CLEVERNESS	CONTRIBUTION	COURTESY
COMFORT	CONVIVIALITY	CRAFTINESS
COMPETENCE	COPIOUSNESS	CREATIVITY
COMPOSURE	ACCEPTANCE	CREDIBILITY
CONFORMITY	ADAPTABILITY	CUNNING
CONSCIOUSNESS	AFFLUENCE	CURIOSITY
CONTINUITY	ANTICIPATION	DARING
CONVICTION	ARTFULNESS	DECISIVENESS
COOPERATION	ATTENTIVENESS	DECORUM
ABUNDANCE	AWARENESS	DEEPNESS
ACHIEVEMENT	BEAUTY	DEFERENCE
AFFECTION	BENEVOLENCE	DELICACY
AMBITION	BRAVERY	DELIGHT
APPROACHABILITY	BUOYANCY	DEPENDABILITY
ASSURANCE	CANDOR	DEPTH
AVAILABILITY		DESIRE



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