

SOLUTIONS BASECAMP

EXERCISE 1 | The Model Thought Download

*Remember: Circumstances **drive** Thoughts **drive** Feelings **drive** Actions **drive** Results*

Step by Step Guide:

Step 1:

Get a blank piece of paper.

Step 2:

Choose one area to focus on (just do one at a time) – choose a specific **result** you're getting, an **action** or **in-action** you're doing/not doing, or a **feeling** you're feeling.

Step 3:

Starting with the 'thing' you chose to focus on, then write down what's driving it...work backwards. So, if it's a result, what are the actions or in-actions driving it? If it's a specific feeling, what're the thoughts driving it? Work back to the circumstances (the facts!) driving the thoughts.

A few important points! It's ok to feel feelings – both negative and positive!! (you wouldn't be human if you didn't). And when I say thoughts, think of them as a sentence in your head...one sentence per thought. And please don't mix up thoughts (you choose to think them) with facts/circumstances!

Step 4:

Now look at the circumstances/facts and thoughts you've written down, and ask:

- Is this thought true and/or valid?
- Is it helpful? Is it moving me forward?
- Is there a better way to think about this?

Step 5: (this is the good bit...!)

Once you've challenged your thoughts, you then get to **choose** what a better set of thoughts, feelings, actions and results would be. Write them down and make them a reality.

Now go think them, feel them, do them, and achieve them!

Example of what Step 3, starting at an inaction, or procrastination, could look like:

Choosing an in-action, the feelings that might drive it might be:



And looking at just one of these feelings, the thoughts that are driving it might be:



The circumstances (the facts) in this case could be:

Your reducing bank balance, a client leaving, being forced to not work...you get the idea!

Step 4 would be looking at those thoughts and challenging them!

- *I'm going to run out of cash*, but I know how to raise more funding
- *I'm not going to let my staff down*, *they're the heart of my business*
- I can minimise the risk of getting something wrong
- My business is only going to fail if I take no action and allow it
- I can't do this, yet!
- etc (you get the idea!)

Go and change your thinking...and change your results!