

SOLUTIONS BASECAMP

EXERCISE 7 | Lesson University

Learn from your mistakes!

We've all made mistakes, so now is the time to learn from them and make sure you don't make them again!

Do a **'Thinking Time'** session on not being stupid (again!):

(tip of the hat to Keith Cunningham for this exercise)

Looking back at your...

- Biggest losses
- Stupidest decisions
- Most uncomfortable positions

Ask / answer...

- What are the 50 top/important lessons I've learned?
- Where am I making some of these again?
- Based on prior lessons learned, what do I need to do to avoid 'dumb tax' (doing the same stupid things again)?
- What are the rules and disciplines I'll put in place to minimise the likelihood of repeating my mistakes?

Now go think!

Reminder on how to do a Thinking Time session:

- Decide on a specific question or questions you want to think about
- Eliminate all distractions
- Clear 60 minutes – aim for max 40-45 minutes of thinking
- Use the last 15-20 minutes to read over what you've written and capture the *best* idea/actions
- Write the question at the top of your page and a bullet / dot under it
- Write down your thoughts/ideas/answers against the bullets
- When you write down a thought/idea/answer, immediately do another dot underneath (it creates a 'what else?' feel...you will want to fill in the blank!)
- Don't judge or filter your answers/thoughts...just get everything out!
- Let one idea lead to another
- If you begin to dry up, ask the question again or ask it in alternative ways
"what would xxxx do?", "what would my competition do?", "what could I do to make the situation worse?"
- Capture your ideas and actions while they're fresh
- Turn them into a plan
- Get the actions on your calendar