AFI Shifter Impacting Environment 11. Environment I want to create • Structures / changes to influence Environment my ego creates the environment • Draw from Costs of the Costs • Words of Elan E.g.: - house = alcohol free zone • Draw from Victim-victimize • Noble Goal - look for a safe group of friends • Words of ATM, Ego, Performance • Purpose - change the perf review process Context Practices 10. Eco Benefits E.g.: Ego Benefits - Give my wife a heartfelt hug every day Example A: When I take stock 1/Q. "Am I... • E.g., safe, comfortable, - Give positive reinforcement frequently • noticing some satisfying feelings superior, right,... - Send 1 note of gratitude daily to a (from stepping out of my box, creating what I want, feeling coworker connected and safe, etc) • closer to creating my purpose? • I stopping the costs?" ^{9.} AFI Practice v1 3a. Knee-Jerk Opposite When.. AFI Practice v2 CPB Automatic Routine **Behaviors** New Routine Anticipatory • I face these circumstances • If I E.g., certain people (boss, Joe, authority • Counterwillpower my way figures, etc), situations (Staff meetings, **Productive** through it, how am I *Sales calls, etc), set up (asked to do sthg,...)* • Specific likely to do the oppo-• I sense to these physical sensations How do I typically feel in my body when • Observatble site and be Counter-*Ex.A: - Prep the feedback in advance* • That I do Productive? What I'm about to engage in this pattern? What and give it to the person in writing or avoid doing specific, "flip side off are the earliest physical signs? • Can also the the coin" knee-jerk In the moment • I realize I have this Mind-Chatter CP can be in the behaviors? What typical thoughts come up for me as how (e.g., tone, • What I do, avoid I'm to engage in this pattern? What edge, pace) doing and/or how I do mental "cassette" runs through my mind? ^{8.} Centering Mantra 2. Root Cause *Ex.A:* - *Communicate my feedback* Motivator clearly, directly and with care Ego Drivers __ "I'm about to... Plan B ("If my fear happens...") • Most common drivers. Fears, *CPB/Costs if ignored* -> See Box 3a. DDIs, DI, UG, etc • Connection to any significant "Because I'm afraid of... events? *ExA: - Notice my pinch, express my Ego Threats/Drivers* -> See Box 2 goal, ask person what they have heard Never Again "But what I really want is... *Word of Purpose or Elan* -> *See Box 11.* Name: Date: Costs