# Mattress Prep Behaviors

(do and not do to minimize the potential blow)

Easy Failures /

(Performance disatisfactions, set backs)

## Pre-emptive Phrase

(What I say to minimize expectaions/ potential disappointment)

#### **Mattress Phrase**

(How do I justify the failure?)

4 I'd rather appear

Trade-Off Phrase

than

Driver Dreaded (If s.o. suggest I am not that, I will get in a May Day)

Fears and Pains from the memory of our Hard Failures

Camouflage

True Anxiety

### **Benefits**

(First of the mattress cycle and later of the whole chart)

#### Costs

(First of the mattress cycle and later of the whole chart)