



# HabitFinder™

## WORKBOOK

It's time for a new awareness

### **Mental Creation**

Pages 2-7

When making the decision to get on and stay on a program designed to improve your Metabolic Health, how much resistance do you face? Look at these habits to find the culprits.

### **Personal Fulfillment**

Pages 8-16

Are you truly enjoying your life or does it keep showing up differently than you want it to? How much noise and pain does this cause? Ever turn to food to quiet the noise and anesthetize the pain? Look here to unlock the source.

### **Self-Worth**

Pages 17-32

You just caved and ate a load of high glycemic carbs. Felt good for a moment but when that moment passed, what did you say to yourself about yourself? If I said half the those things to you, could we still be friends?

## Real, Genuine, and Authentic

*To be real, genuine, and authentic without the need to impress, pretend, feel shame or fear. This is the most difficult task in our mortal existence and the highest level of maturity. --Robert Hartman, PhD*

You've identified if you are experiencing any of the five common causes of low self-worth. It's time to move forward. As it relates to your self-worth, the objective is to be real, genuine, and authentic without the need to impress and pretend or feel shame and fear.

### Real

Being real is all about creating relationships—mastering connection. Review Intrinsic Validation in Success Habit #1 along with Scroll II.

Are you intrinsically validating others? Are you greeting people with agape love in your heart?

### Genuine

Being genuine is all about owning your own natural genius and bringing those gifts to the creation process and the service of others. You create the most you can with the gifts you've been given. You are nature's greatest miracle.

Are you choosing to sit in the Observer's chair and allow healthy habits of thinking to support you in showing up at your best?

### Authentic

Being authentic is about being your true self. You embrace your intrinsic goodness, free from resistance, resentment, and rebellion. You are self-directed—acting on our own moral authority, doing the next right thing for the right reason because you want to, get to, and choose to.

How does it feel to show up in your life unencumbered by facades, falsehoods, and obligation?

As you study and apply the Success Habits that follow, the real, genuine and authentic you will rise to the surface. You will feel more whole and complete, more committed to your health journey and more available to serve others without feeling exhausted and overwhelmed. Let the journey begin.



## Understanding Systemic Thought Patterns:

Systemic thoughts operate dualistically—yes/no, all/nothing, right/wrong, win/lose, life/death. There is no pantone color schedule or gray scale. When triggered, these thoughts foster resistance..

### Six Key Triggers of Resistance

#### 1. Stress

Life frequently unfolds in ways we don't expect or desire. The weight of these unmet expectations can become overwhelming, leaving us feeling unable to handle even one more challenge. This often arises from setting rigid or concrete conditions for happiness—believing we can only be content if things meet our predefined expectations. When reality doesn't align with these expectations, stress intensifies.

#### 2. Fear

For many, the desire to get healthy is not new. Past attempts—especially those involving weight loss—have often ended in failure, with progress eventually undone. The fear of repeating this cycle can become paralyzing, preventing us from taking the necessary steps forward. The core of this fear is not simply the discomfort of effort, but the deep-seated anxiety of failing once again.

#### 3. Trauma

Trauma occurs when something unexpected disrupts our mental or emotional equilibrium. Past traumas, particularly those related to weight or body image, are often buried or suppressed to avoid the pain of revisiting them. Conversations or thoughts about losing weight can trigger these old wounds, leading to resistance as a defense mechanism—an attempt to avoid reliving the hurt.

#### 4. Fatigue

The exhaustion we feel can be all-consuming. At times, we experience a level of fatigue so deep it feels like we're "bone tired." In these moments, the thought of taking on another demanding task, such as working toward better health, seems beyond our capacity. Fatigue saps our energy and willpower, leaving little room for anything else.

#### 5. Rebellion

Inside most of us is a part that resists control—especially when we feel pressured or constrained by external expectations. In earlier stages of life, this rebellion may have served as a necessary defense. Today, however, it can hinder our personal growth, blocking the path to better health and robbing us of the potential to fully express our natural gifts.

#### 6. Suspicion

People's BS antennae are on high alert. In this day and age, it can seem like everyone is selling something. Can seem like everyone has an agenda, even a hidden agenda. We might ask, "What do they really want?"



# Habit Finder™

## met·a·cog·ni·tion

the ability to step back and reflect on your own thoughts

It's time for a new awareness

## Mental Creation

When making the decision to get on and stay on a program designed to improve your Metabolic Health, how much resistance do you face? Look at these habits to find the culprits.

Measuring	Habit of Thinking
<i>Primary Motivation</i>	Self-Directed
<i>Performance Focus</i>	Excellence
<i>Constructive and Destructive Uses</i>	Visualization
<i>Openness to Advice</i>	Coachable
<i>Stress Management</i>	Resilient
<i>Commitment Level</i>	Decisive

## Principles, Practices, and Processes

Affirmations

The Power Of Choice

Index Cards

Obligation Cycle

Creating Structural Tension

Passion In The Millimeters

Passion-Driven Creation

Breaking The Bonds of Resistance

## Affirmations

### I Am (Becoming) Self-Directed

My motivation for getting and staying healthy comes from within—self-directed. I do the next right thing for the right reason because I want to, get to, and choose to be healthy. I am in charge of my health.

### I Am (Becoming) Excellent

I focus on following my fitness plan with excellence. I have a healthy understanding of how much energy I have available and how long it will take to achieve my goals.

### I Am (Becoming) A Constructive Visualizer

I use my gift of visualization constructively to get inspired ideas, intuitive impressions, and creative solutions that support my health plan. This ignites my passion—a willingness to suffer for something I love—and drives my focus, discipline, effort, and action.

### I Am (Becoming) Coachable

I can accurately assess the possible impact that another person's beliefs, values, and advice can have on my health plan. I am open to new ideas and possibilities that will add value to my health journey.

### I Am (Becoming) Resilient

I do whatever is required to get healthy starting from where I currently am to where I want to be. I stand ready to embrace and overcome anything that gets in my way. I leap back up when knocked down.

### I Am (Becoming) Decisive

I have a clear sense of direction and the power to make healthy decisions when faced with challenges that threaten my health journey.

## The Power of Choice

Choice means you can do it or not do it. It is up to you. Even by not choosing we've made a choice. Choice is synonymous with accountability. Choose wisely and you will develop greater levels of discipline.

To assist us making better choices, we will want to go a little deeper in the hierarchy of choice. Three increasing deeper and more profound Choices:

Secondary Choices:

1. Doing some things we don't like doing
2. Not doing some things we like doing

Your secondary choices that impact your metabolic health:

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Primary Choice:

These are choices we want. This is your "why" for making wise secondary choices.

Your primary choice (s):

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Fundamental Choice:

This choice is driven by your life's mission—the reason you are on this planet.

Your fundamental choice:

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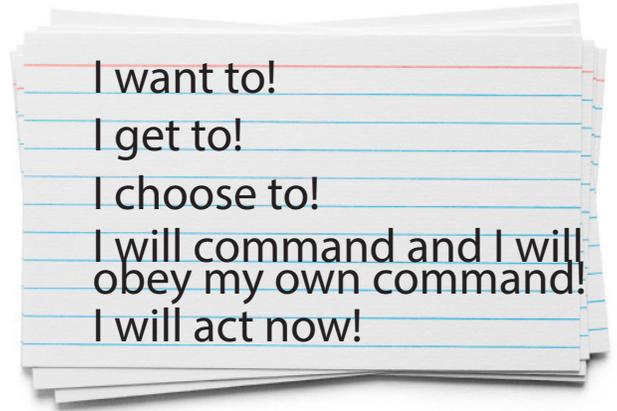
When faced with a Secondary Choice such as eating healthy or eating a banana split, we all too often succumb to the banana split. Primary Choices can give us more ammunition to successfully make wise decisions at this pivotal moment. Fundamental Choice, when clearly defined and incorporated as part of our identity, can provide armor that will protect and support us in making wise decisions.

Visit these three choices at the beginning of each day. If needed, remind yourself throughout the day to keep these choice top of mind.

## Index Cards

Create several index cards which read as follows:

Place an index card on your nightstand. Tape one on your bathroom mirror. Put one by your computer. First thing in the morning, recite aloud the words and repeat them several times during the day, as needed. Continue to read the cards aloud until you feel in charge of your thoughts.



## Obligation Cycle

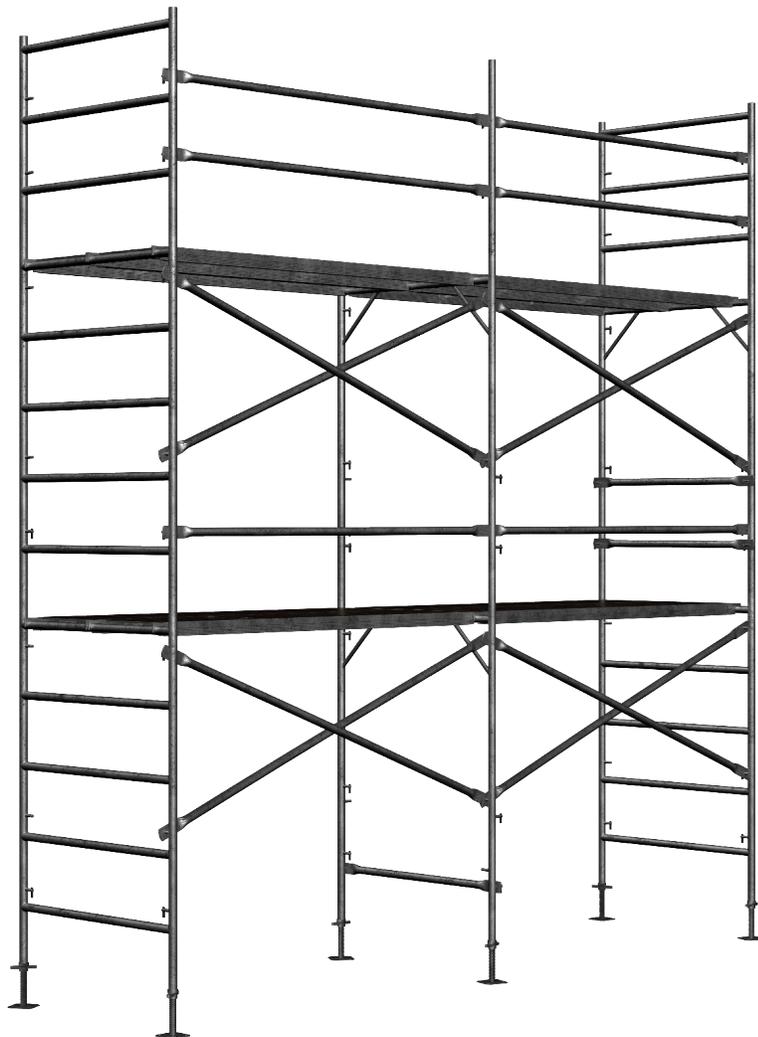


- 1) Operating from **obligation** leads to **fatigue**.
- 2) When healthy eating becomes too exhausting to continue, it leads to **rebellion**.
- 3) In a state of rebellion it is natural to eat something unhealthy.
- 4) The choice leads to feelings of guilt because you aren't living up to your goals.
- 5) Guilt leads to **recommitment** and recommitment leads back to **obligation**—have to, need to, should, and must.
- 6) And the cycle starts all over again.

## Perfection

The unrelenting, unyielding, pursuit of the unachievable.

The #1 cause of procrastination:



**Better done than perfect.**

## Creating Structural Tension

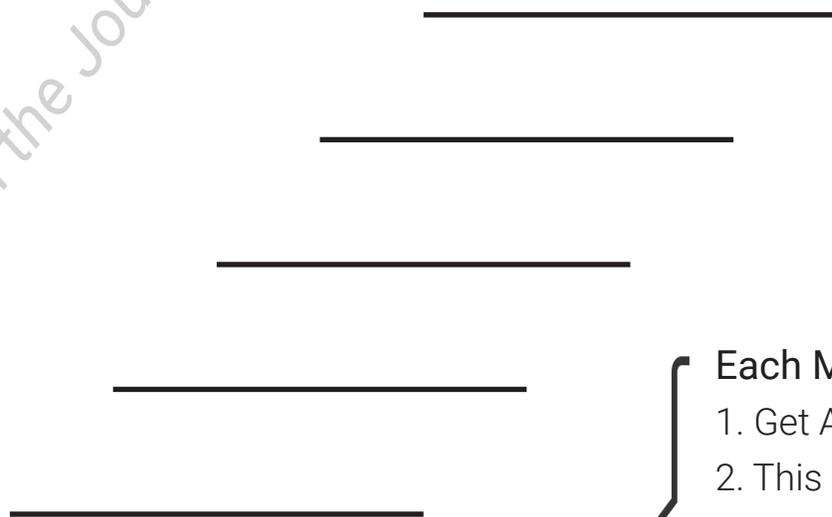
Follow the steps and let the tension help drive your actions. The only thing between where you are and where you want to be is a series of millimeters. Always focus on the next millimeter.

Target

weight, BMI, 5k, etc



Joy in the Journey



**Current Reality**

weight, BMI, medications, blood test results, clothing size, etc

- Each Millimeter**
1. Get An Inspired Idea
  2. This Ignites Passion
  3. Passion Drives Action
  4. Action Drives Creation
  5. Celebration Drives Joy

## Passion in the Millimeters

To find passion in the millimeters, choose to let go of fantasy and move forward with passion-driven creation.

### Fantasy

When living in fantasy and faced with the work of creation, the work is boring, mundane, repetitive, burdensome, and hard.

- 1 **Escape:** use fantasy in the mind to go to a future time
- 2 **Imagine:** vividly visualize what it will be like after that has happened
- 3 **Feel good:** norepinephrine and dopamine hit (if prescribed would be a controlled substance, addictive)
- 4 **Mental Construct:** the mind creates a new reality
  - Expectation:** Concrete condition for happiness. A non-negotiable mental monolith. A solid and immovable stone mountain
- 5 **Expectation unmet:** Guaranteed. Creates an autonomic reaction (more than automatic). Can feel like someone is cutting your heart out with a dull knife.
  - Cortisol:** Experience a surge of cortisol, a stress hormone designed to heal wounds and speed up metabolism. However, the enemy is reality.
  - Amygdala:** Activation of the amygdala, the fight, flight, or freeze center of the brain. It shuts down energy rich parts of the brain starting with the pre-frontal cortex—higher levels of consciousness such as empathy, practical judgment and common sense. This renders us emotionally paralyzed.
  - Fear:** With the release of cortisol and activation of the amygdala we experience F.E.A.R.—False Evidence Appearing Real.
  - Catastrophe:** Begin playing out worst-case scenarios, which are justified by the fear, and which compound the negative impact. Spend ten minutes in this dark place and you will be impaired for ten hours.

## Passion-Driven Creation

When we are living in passion-driven action we do the work without counting the cost or tracking the time. We will do whatever is required to complete the task. Plan—create—celebrate!

- 1 Target:** Instead of escaping into the future we visualize our goal as a target. That is where we are headed.
- 2 Current Reality:** We live in the now starting with what is real. What is the truth of our current circumstance. We are not going to stay here, but we will build from here.
- 3 Millimeters:** What is the first millimeter between where I am and where I want to be—my target.
- 4 Ignite Passion:** Seek an inspired idea, intuitive impression, a creative solution. If you were attached to a fMRI and received inspiration, it would record a gamma spike. This is the fastest brainwave. It is immersive—lights up parts of our brain that are normally dormant in a human being. It ignites passion.

Mental Rehearsal  
Inspiration  
Goal setting  
Passion-driven work

Passion means a willingness to suffer for something we love. With passion we will work without counting the cost or tracking the time.



## Breaking the Bonds of Resistance:

When someone points out the obvious and we do not want to take it on, we may appear resistant, even defensive. It's time to take on our fears and to be open to advice that can assist us in doing so.

### Fear:

1. What might you be attempting to avoid that is painful or difficult?  
\_\_\_\_\_
2. What have you been doing to avoid the pain?  
\_\_\_\_\_
3. Have you run out of work-arounds for your fear?  
\_\_\_\_\_



### Control:

1. Share a time, circumstance, or relationship in which you felt out of control?  
\_\_\_\_\_
2. Since that time how has this habit protected you from further harm?  
\_\_\_\_\_
3. Is the habit of resistance serving you today in getting healthy or is it obstructing your journey?  
\_\_\_\_\_

### Comfort:

1. How often do you escape into the future where everything is wonderful?  
\_\_\_\_\_
2. How much time and energy do you spend worrying?  
\_\_\_\_\_
3. What kinds of circumstances drive you into fantasy or catastrophe?  
\_\_\_\_\_

We often resist the very things that will change our lives due to fear. Let's conquer the fear.. These habits are incapable of finding good or goodness. It is time to rise to a higher level of mathematics—from systemic math to extrinsic math. Here you can find the good.

Step back from this voice, this unhealthy habit of thinking. Set it to the side. Thank it for its service. Turn back and take back control of your life—assume your role. Be real, genuine and authentic.

Consider what your habit of thinking wanted you to resist. Find three good things about this idea. Write them down. As we find the good in an idea, we can begin to practice common sense and practical judgment. We can start to see the goodness/value in the idea. This is in extreme contrast to simply right/wrong. This exercise requires we live present in the Now. Listen for dialogue that fights your focus on the good. This is your unhealthy habit of thinking, even if you identified with it in the past. It can be quite convincing. Stop, Challenge, Choose to think differently.



# HabitFinder™

**pas·sion driv·en**

a willingness to suffer for something I love

## It's time for a new awareness

# Personal Fulfillment

Are you truly enjoying your life or does it keep showing up differently than you want it to? How much noise and pain does this cause? Ever turn to food to quiet the noise and anesthetize the pain? Look here to unlock the source.

### Measuring

*Finding Peace*

*The Work*

*Life Management*

*Expectations*

*Managing Obstacles*

*Finding Meaning & Purpose*

### Habit Of Thinking

Joyful

Consistent

Purposeful

Practical

Accountable

Fulfilled

## Principles, Practices, and Processes

Affirmations

Choose Your Clay

My Environment

Power Sessions

Build Bridges

Avoid Blame and Confusion

How, Not What

## Affirmations

### I Am (Becoming) Joyful

I love my life and find personal joy and satisfaction in my health journey. I enjoy exercising and eating healthy food.

### I Am (Becoming) Consistent

I stay focused on a consistent regime of exercise and eating healthy. I have a good understanding of the relationship between the time available and the work required to create optimal health. I am becoming stronger and not just skinnier.

### I Am (Becoming) Purposeful

I live in the NOW! I realistically allocate the time, energy, and resources needed to work my health plan efficiently and effectively.

### I Am (Becoming) Practical

I effectively manage any gap between what I have created in my mind—my expectations—and what has been created thus far in tangible reality. I am driven by a clear vision, yet live in the NOW, focused on the next millimeter in the creation of optimal health.

### I Am (Becoming) Accountable

No matter how big, hard, or significant the challenges along my health journey, I address them immediately and press forward. I focus my efforts on the next millimeter of progress. I know that if I persist long enough, I will intentionally create optimal health.

### I Am (Becoming) Fulfilled

I find meaning and purpose in my health journey. I invest my time and energy staying on program knowing it adds value to my health, and ultimately my life.

## My Environment

When someone points out the obvious and we do not want to take it on, we may appear resistant, even defensive. It's time to take on our fears and to be open to advice that can assist us in doing so.

Take a moment and answer the following questions:

1. If I am in a relationship, is it safe? Yes/No
2. If I am in a relationship, is it supportive of my health goals? Yes/No
3. Do I ever complicate my health journey by buying unhealthy items at the grocery store, gas station, coffee shop, or through a food delivery service? Yes/No

If yes, what are some of my favorite go-to's?

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4. I commit to clean out my pantry and refrigerator and create a healthy food environment in my home by \_\_\_\_\_.(date)
5. In addition to cleaning out my pantry and refrigerator, what are three more things I can do to create an environment that supports health and wellness.

## Choose Your Clay

Imagine yourself holding a ten-pound block of clay. This clay represents your life. It is a compilation of your current tangible reality—your talents and skills, your shortcomings, your relationships, your health, your finances, your work—the good and the bad. Do you want this clay or do you sometimes wish you had someone else’s clay? When you look at your clay, what is your focus?

Can you clearly see your natural gifts and genius?

Are you instead focused on flaws and inadequacies?

Do you ever find yourself comparing your clay to the clay of another person?

Do you ever feel there was a time when you had more clay or better clay?

How excited are you to shape and mold and maximize your clay?

### **expectations = concrete conditions for happiness**

The greatest thief of joy is unmet expectations!

## I Choose Me

Take a few minutes to stand in front of a mirror. Imagine you are holding your ten-pound block of clay. It may feel a little strange, but take a minute to look into your eyes. Really see you—all of you.

Think about your physical attributes, your health and fitness, your career path, skills, natural abilities, relationships with others, relationships with money (debt, savings, investments), and your spirituality.

Say out loud and with conviction, **“I choose me! I choose my life!”**

This isn’t about being self-centric, but instead embracing “what is” so you can discover your natural gifts and natural genius and then focus those gifts and genius on creating the most you can with the clay you have been given. Say it again, **“I choose me! I choose my life!”**



## Power Sessions: Unleashing Your Genius



At the end of the day, take a moment to express your gratitude and feel the satisfaction of a job well done. Rest knowing you have made good use of your time and ability.

## My Power Sessions

Think about your health goals such as releasing weight, getting stronger, moving faster/longer, or hydrating more often.

What are some millimeters you could accomplish in daily Power Sessions? Check some that apply or write your own:

- |  |   |                             |
|--|---|-----------------------------|
| <input type="radio"/> meal plan                  | <input type="radio"/> attend a group call                         | <input type="radio"/> _____ |
| <input type="radio"/> lift weights for ___ mins  | <input type="radio"/> walk/run for ___ mins                       | <input type="radio"/> _____ |
| <input type="radio"/> research a health topic    | <input type="radio"/> cook a healthy meal                         | <input type="radio"/> _____ |
| <input type="radio"/> study a module in the app  | <input type="radio"/> shop for smaller clothing                   | <input type="radio"/> _____ |
| <input type="radio"/> create a hydration station | <input type="radio"/> read a chapter from <i>Habits of Health</i> | <input type="radio"/> _____ |

Choose the first three Power Sessions you would like to execute.

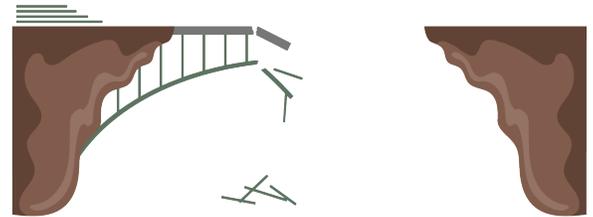
1

2

3

## Build Bridges

Can you clearly see the other side of the chasm where you are healthy? Does the bridge you are trying build to from where you are to where you want to be keep collapsing? Do you build three sections and then one falls off?



Work toward your goals using this system—Bolt, Nut, Weld—to secure your path toward health.

### Bolt

Health Coach

Fuelings

Habits of Health  
including Habit Finder Health

Community

If needed, Medically  
Supported Weight Loss

### Nut

Weekly check in meeting  
with your coach

Follow your health program  
with excellence  
fuelings, water, exercise, sleep

Read from the Habits of  
Health regularly

Attend Win Calls

Study modules in the  
client app

### Weld

Metabolically Healthy

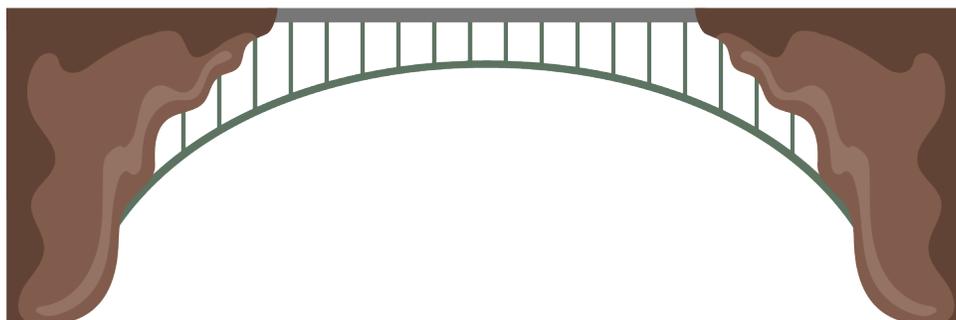
Gain muscle

Increase endurance and raise  
energy levels

Change habits of thinking

Change habits of eating

Dr. Wayne Scott Anderson calls this Human Transformation Technology.



## Avoid Blame and Confusion

When change is required, even if it will improve our productivity, the brain will find ways to help you avoid it. Blame and confusion are two of its greatest methods for doing so. We can point at another person or given situation and identify “it” as the reason for non-action. We can choose confusion, and it is a choice, and we are justified in not taking action. We get to be the innocent victim.

There are times when circumstances can negatively impact productivity such as serious illness. When considering personal accountability, be kind to yourself if you are experiencing a really challenging life circumstance. Also be careful not to use it as an excuse. Do all that you can and know that is enough.

### Growth Mindset

We are a sponge. We are hungry to learn and apply. We know we do not know everything and are curious and excited to learn new things. We want to get better and better and better at living a meaningful life.

### Closed Mindset

When we encounter something that we do not know or are not doing, we can feel less than, inadequate, even unworthy. Blame and confusion are used by the brain to shield our damaged self-worth.

Make the choice to grow!

## How, Not What

Fulfillment has less to do with what we are doing and more to do with how we do it.

List ten things you love about your body.

- |   |    |
|---|----|
| 1 | 6  |
| 2 | 7  |
| 3 | 8  |
| 4 | 9  |
| 5 | 10 |



# Habit Finder™

**gen'·shia**

never make anyone feel small, including your self

It's time for a new awareness

## Self-Worth

You just caved and ate a load of high glycemic carbs. Felt good for a moment but when that moment passed, what did you say to yourself about yourself? If I said half the those things to you, could we still be friends?

### Measuring

*Worth and Worthiness*

*Appearance & Abilities*

*Character*

*Conflict*

*Boundaries*

*Mistakes*

### Habit Of Thinking

Unconditional

Confident

Valiant

Peaceful

Protective

Forgiving

## Principles, Practices, and Processes

Affirmations

Principles of Connection

Causes of Low Self-Worth

Intrinsic Validation

The Drama Triangle

## Affirmations

### I Am (Becoming) Unconditional

I can recognize and acknowledge my infinite worth and uniqueness. I can clearly separate my pricelessness from any desire or need to improve my health. I can feel whole and complete and fully available to connect with and serve others.

### I Am (Becoming) Confident

I notice and appropriately acknowledge the value of my physical attributes, particularly my appearance. If changes are needed, I can embrace a plan to get healthy and execute on that plan without diminishing my self-worth.

### I Am (Becoming) Valiant

I have healthy and appropriate beliefs and values about myself and my current physical condition. I focus on excellence instead of perfection.

### I Am (Becoming) Peaceful

I am comfortable and confident with my own ideas and opinions about how to get and stay healthy. I can allow others to have opposing ideas and opinions without feeling the need to sacrifice mine in order to keep the peace or defend my position.

### I Am (Becoming) Protective

I set aside time for self-care to protect my health. I can set appropriate boundaries -- protect the time and energy needed to get the rest, nutrition, and the exercise require dto support my health journey.

### I Am (Becoming) Forgiving

I see my strengths and weaknesses in balance. Yesterday's defeats and yesterday's aches of the heart are powerless. I can forgive myself for missing a workout or deviating from my meal plan. I learn from the experience and stay focused on living in the NOW, intentionally creating optimal health, and serving others in my life experiences.

## Causes of Low Self-Worth

When you are able to identify the source of challenges to your self-worth, you can target these challenges and apply the principles, practices, and processes needed to facilitate change.

Review the following five causes of low-self esteem and check the box here—or at the top of any of the following pages—for any issue you feel has played a negative role in your life and damaged your self-worth. Increase your awareness so you can take on the things holding you back.



### Unmet Expectations

Unmet expectations will rob you of joy and dampen your ability to see your own worth.



### Comparison

It is easy to under-value who you are when you consistently compare your shortcomings to the gifts of others.



### Damaged Trust

When traumatic events damage trust, the foundation of self-worth can crack and begin to crumble.



### Secrets

Significant inconsistencies between your public image and secret behavior can lead to shame and self-loathing.



### Accomplishment-Driven

A focus on doing and getting things done can allow accomplishments and validation to overshadow self-acceptance.



## Unmet Expectations

The first and most common challenge to self-worth occurs when a person chooses to use their gift of visualization destructively to create unrealistic and, therefore, unmet expectations.

### Escape-and-Avoid Fantasy

Fantasy creates mental constructs—expectations or concrete conditions for happiness—which your brain interprets as reality. When your real life shows up differently—and it always does—the physical and emotional consequences can range from disappointment to devastation. The use of fantasy can be a means of escaping from the challenges of life. Other times it is the result of a traumatic event or series of events beyond your ability to understand, comprehend, or control. In these circumstances, fantasy becomes a coping tool to assist in surviving.

Whether fantasizing to cope or to escape, the long-term consequences include erosion of your self-worth when you can't seem to magically manifest your fantasy in tangible reality. When life keeps showing up differently, it is natural to turn inward and ask, "Why can't I have it? What did I do wrong? What is wrong with me?" This type of thinking questions your worth and worthiness, ability, beliefs, ideas, and contribution.

### Fatigue-driven Pessimism

Have you ever experienced a major setback in your career, finances, or family life? After all the years of sacrifice, hard work, and dedication you find yourself on the ground looking up at where you used to be. You don't know if you have the strength to do it again. When this occurs, the damage done to self-worth is similar to the damage done when someone engages in fantasy. But instead of questioning or doubting talent or ability, the doubt is focused on being able to sustain the effort required.

### Obligation

Obligation is mired in "have to, need to, should, and must" thinking. The Obligation Cycle can pull you down like a spiraling vortex, and even more damaging, convince you that no matter what you do, you will never be good enough.

#### Select any that apply to you:

- Use fantasy to cope with trauma
- Use fantasy to escape from challenges
- Doubt ability to sustain the effort required
- Stuck in the Obligation Cycle



## Comparison

Another great destroyer of self-worth is comparison. Over 88% of those actively seeking to improve their lives have habits of thinking which want them to be over-focused on other people's outward attributes—appearance, possessions, accomplishments, contributions, performance, talents, skills.

### Their Strengths vs Your Weaknesses

If you find yourself focusing on all of your perceived shortcomings, faults, and failures, and then comparing this against the outward appearance of others—your worst against their very best—you'll beat yourself up for not stacking up. It is not uncommon to take the qualities of several amazing people and compare yourself to this imagined "super human," and you will always be left lacking.

Comparison leads to devaluing your own our gifts, talents, and/or appearance, leading to feelings of worthlessness. Do you ever find yourself thinking, "If only I had...?"

### Your Strengths vs Their Weaknesses

The opposite can also be true. You may overemphasize the value of your possessions, appearance, and talents in comparison to others, in an attempt to feel better about yourself. You might find yourself thinking, "At least I don't..." or "I'm better at..."

Whether you look up to someone and feel less than or someone looks up to you, both are roles in the comparison game. You will want to respect others but never consider yourself better than or of more worth than another human being.

#### Select any that apply to you:

- Compare yourself to an unrealistic standard
- Often think, "If only I had..." comparing what you have to what you want to have
- Use "At least I don't..." or "I'm better at..." to make yourself feel better



## Damaged Trust

Trauma is defined as anything that happens which the brain was not expecting. If you have experienced traumatic events which damaged the fragile underpinnings of trust in humanity, you may have become fearful, cautious, or even reclusive. You may be unable or unwilling to let go and move forward, or even believe it's possible to do so.

The most common examples of serious traumatic events include:

- A lack of proper nurturing during development years
- Feelings of abandonment when parents separate or divorce
- Emotional, physical, or sexual abuse experienced as a child or as an adult
- Infidelity (emotional and physical) on the part of a committed spouse or companion
- Divorce or separation
- Unexpected or untimely job loss
- Serious financial setbacks due to circumstances out of your control

A natural response is victimhood, questioning, "Why me?" and the should have, could have, and ought-to-have regrets. Or perhaps you have tried to leave these experiences behind you or even tried to forget they ever happened. But these kinds of events can trigger unhealthy habits of thinking which call into question your worth and worthiness. They may want you to:

- Retrospectively and unfairly assign wisdom and decision making ability of a more mature adult
- Second guess every financial or relationship decision
- Talk you out of confronting unacceptable or aberrant behavior
- Want you to take responsibility for another person's poor judgment, poor performance, or harmful behavior
- Tell yourself you should have known better, listened more intently, been wiser, gotten out sooner, been more responsible, or acted differently

### Select any that apply to you:

- Asked yourself, "Why me?"
- Have wanted to leave a particular life experience behind you.
- Want to forget a specific life experience ever happened



## Secrets

Secrets are defined here as significant inconsistencies between a person's public image and their secret behavior, which might be embarrassing if made public. Everyone has areas in their lives which can be improved or we wished were different. Most people have over-compensating behaviors of one kind or another. This is different.

Common challenges which could lead to secret keeping include addictions such as alcoholism, drugs, and eating disorders. Significant differences between publicly professed religious or political beliefs versus current secret and harmful behaviors can also have the same effect. We want to add to this list, and with great care, neurobiological conditions, such as depression. Many who suffer from depression can do so in secret. This is very different from an addiction.

Secret addictive struggles can create behaviors, usually experienced in private or secret, for which there may be feelings of shame. Many of these challenges have their roots in very real medical conditions which cannot be addressed with coaching or fixed with a pill or a single therapy session. Because there are no visual external wounds to justify the obvious and often negative and harmful behaviors, a person and those closest to them can be left disillusioned, confused and feeling hopeless.

If you are struggling, don't struggle alone. Decide to get the professional assistance needed to adequately address these challenges. Embrace your uniqueness and intrinsic value and no longer feel less than or damaged. You are neither. You may simply be facing something which takes more than sheer determination and willpower. You would never expect a broken leg to heal by simply taking an x-ray. Shred the shroud of secrecy and with it the shame. There is healing within reach.

### Select any that apply to you:

- Have secret struggles
- Have sought or are currently seeking help from a licensed professional
- Considering seeking help from a licensed professional



## Accomplishment-Driven

In our highly competitive world, a person's ability to do and accomplish is highly valued. However, if you attempt to find your worth in your accomplishments, you will all too often be left empty. Although doing and accomplishing is important, this source of self-worth pales in comparison to simply being still and embracing your intrinsic value, uniqueness, and pricelessness.

Placing conditions on your worth might look something like these:

- I could finally feel whole *if* I had a devoted spouse.
- I would believe I'm a good employee *if* my boss would compliment me more often.
- Everyone can see that I'm doing great *because* of my expensive car.
- I know I'm a good person *because* I spent so much time serving my community.
- I'm a good partner *because* I make enough money to provide for our needs.
- If I win the race/game *then* it will confirm I'm a talented and dedicated athlete.
- I didn't get the job. *That* confirms I'm a loser.

Can you see your own intrinsic, infinite value?

Or do you limit your self-acceptance by setting conditions on your worth?

Are you actively participating in life with appropriate boundaries to support mental and physical well-being?

Or are you feeling obligated to sacrifice your time, energy, and even your well-being to meet the needs of others?

### Select any that apply to you:

- Feel good about yourself only when you are performing at a certain level
- Look to others to confirm your value

## Principles of Connection

### Practice Agape Love

See people with a heightened level of awareness.

1

### Find Value in Unique Life Experiences

Use your life experiences as your greatest and most valuable assets.

2

### Recognize and Bring Down Walls of Resistance

Release reserves of energy and cooperation trapped behind these walls.

3



### Wield the Tools of Empathy and Intuition

Stand on the path of another person, receive intuitive insights, and learn to trust your gut feelings.

4

### Choose to Become a Victor, Not a Victim

Replace victim mentality with that of a victor, allowing your trying experiences to be your teacher.

5

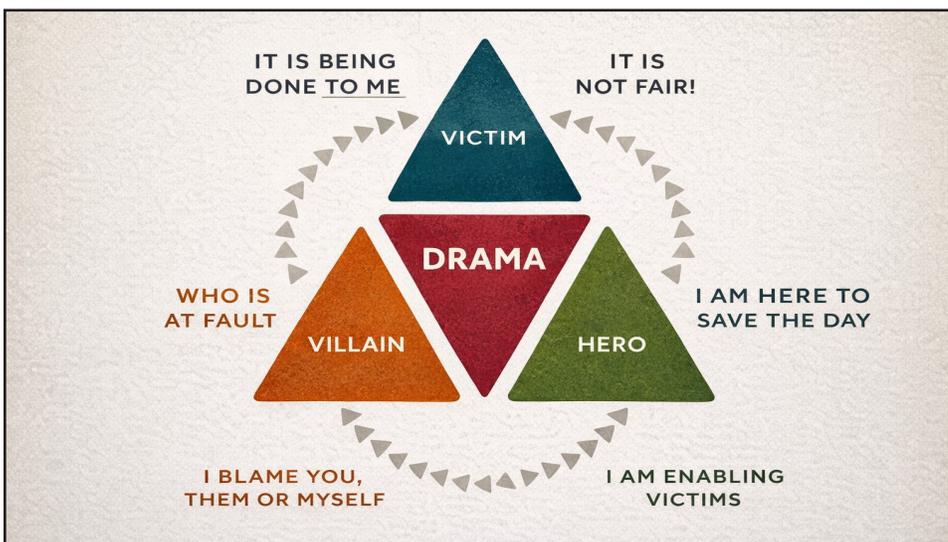
## The Drama Triangle

First introduced by Stephen Karpman and included in Dr. Wayne Scott Andersen's, *Habits of Health*, the Drama Triangle helps us better understand the roles we can play when dealing with difficult people. Dr. Andersen shared the three roles or positions we can play.

**The Victim:** The victim's stance is "Poor me?" The victim feels victimized, oppressed, helpless, hopeless, powerless, ashamed, and seems unable to make decisions, solve problems, take pleasure in life or achieve insight. The victim, if not being persecuted will seek out a persecutor or villain and also a rescuer or hero who will save the day but also perpetuate the victim's negative feelings.

**The Hero:** The hero's line is "Let me help you." A classic enabler, the hero or rescuer feels guilty if he/she doesn't go to the rescue. Yet his/her rescuing has negative effects: It keeps the victim dependent and gives the victim permission to fail. The reward derived from this rescue role are that the focus is taken away from the rescuer. When he/she focuses their energy on someone else, it enables them to ignore their own anxiety and issues. This rescuer role is also very pivotal because their actual primary interest is really an avoidance of their own problems disguised as concern for the victim's needs.

**The Villain:** The villain, sometimes referred to as the persecutor, insists "It is all your fault." The villain is controlling, blaming, critical, oppressive, angry, authoritative, rigid, and superior.



This triangle usually begins when we or someone else chooses to be a victim. Let us choose to take full responsibility for our choices. Let us choose to be victors.

## Intrinsic Validation

Intrinsic Validation is the practice of stepping into someone's world, creating connection, and successfully releasing a person's reserve of cooperation and productivity. Intrinsic Validation is not about establishing rapport, having sympathy, or simply being naively kind. It is truly caring about another person and creating a very real connection.



<b>Notice Others</b>	<b>Listen to Understand</b>	<b>Ask Empathetic Questions</b>	<b>Evaluate the Moment</b>	<b>Gain Agreement</b>
Discover what is important	Be safe to confide in	Help them feel understood	Assess timing and value	Offer support and solutions

These five steps offer a simple, concise, reliable process for confidently and consistently creating meaningful and authentic business and personal connections with others which can result in valuable outcomes for all involved.

Intrinsic Validation begins when you step away from your own concerns and needs and begin noticing others. You notice what is important to another person, look for the good in them, and verbalize it.



## Notice Others

To begin the practice of Intrinsic Validation, step outside your own world and notice others. Notice what is important to them and look for the good. Then verbalize your findings.

- 1 Look for what is important to others.** Make it a habit of silently expressing your intention to step into the world of another person and see life and circumstances from their perspective. This may require recognizing and releasing negative, fearful, or judgmental thoughts.

Become increasingly aware of your first thoughts when you meet someone who thinks or looks differently than you. Are you making hasty judgments based on:

- Religion, ethnicity, or political persuasion?
- Tattoos, hair, or body piercings?
- Physically in shape or out of shape?
- Dressed to the nines or poorly dressed?
- Physically able or physically challenged?

Become aware when someone appears to be something you feel you are not: wealthy, successful, articulate, capable, more educated. Be present, patient, and free from bias, prejudice, intimidation, and inaccurate expectations.

- 2 Look for the good in others.** Notice and acknowledge a person's performance and a job well done. Acknowledge unique contributions and accomplishments.

It is often easier to notice what is wrong or what was not completed properly. If you have children and ask them to clean their rooms, do you notice the one sock out of place or the pillow not straightened? If you are in a committed relationship, is it easier to notice shortcomings than strengths? If you manage others, how much easier is it to see mistakes than accomplishments, especially when the accomplishment represents baseline performance?

Looking for and verbalizing the good inspires people to be their best. It breathes life into them. As you more intentionally look for and notice the good, it may at first be a little uncomfortable and feel a little fake or phony. Not so. It is just the process of becoming more aware of others.



## Listen to Understand

The second step of Intrinsic Validation transitions from “I care enough to notice you” to “I care enough to understand you.” It is time to discover the power of listening to understand versus listening to respond. One of the greatest gifts you can give another person is for them to feel heard and understood.

Listening to understand requires focus and attention. When a person stops to take a breath, simply lean in. At times, you may want to take notes, not wanting to miss any verbal hints about what is really going on behind their walls of resistance. Be curious and desire to know more about what a person is experiencing. Really care. Really listen. Be safe.

### If They Won't Bring Down the Wall, Try the Door

**1** Open your own door and step outside your walls of resistance. You will more clearly see everyone else's walls of resistance when your's is down.

**2** Listen for keys to unlock the person's door. Be curious and seek to understand what this person is experiencing.

Human beings naturally and most often unconsciously send out little verbal hints about what they are thinking. These hints are the keys that unlock the door to their world. Can you listen to hear them?

**3** Step into the open door.

When you hear verbal hints, do not seek to fix or give advice. Instead, use it as a key to open the door. To do so, offer simple statements or question such as these:

“Tell me more about that.”

“Share with me what you are thinking.”

“I'm listening.”

“How did it impact your life?”

### Common Keys

“I'm so tired.”

“I'm hanging in there.”

“I really wanted to, but...”

“Honey, let's get away.”

“I hate my English teacher.”

“It costs too much.”

“You never listen to me!”

“Let's take a walk.”

“That's a stupid idea.”

“I can't take this anymore!”

“That is NOT what you said!”

“That is NOT what I said!”

“How could you be involved in something like that?!”

“Why would you agree to do that?”

“How could you do that to me?”

“How many times are you going to bug me about that?”

“Don't you care what happens to me?”



## Ask Empathetic Questions

The third step of Intrinsic Validation transitions from “I care enough to understand you” to “I care enough to have you feel understood.” Here you’ll use your empathy and intuition to identify questions that demonstrate you understand and are a safe place. By the questions you ask, you want a person to privately reflect, “Finally someone understands what I am going through! Finally someone cares enough to listen and understand me! Thank you!” Consider the depth, power, and ultimate value in your personal and professional relationships when you create greater levels of understanding.

### Keep Listening

If you don’t know what to ask, keep listening. As you increase your understanding, intuitive questions will arise. Remember to keep a safe space and don’t rush or panic as you wait for a thoughtful question.

### Your Story, Your Disruption

There is a time and a place for sharing your story, but initial connection is not the place. Imagine that you have noticed someone and shown that you are safe. You listened to understand, found a key, and they let you into their world. After sharing a specific struggle with you, your mind lights up because you have experienced a very similar thing!

In your desire to connect, you jump in and share your experience. You figuratively just picked that person up from the couch in their world, dragged them across the path into your world, plopped them down at your table, and told them your story. You then abruptly got them up, dragged them back into their world, put them back onto the couch and said, “Now continue.” Can you see how disruptive this can be?

### Holding Space

When you ask an empathetic question, the other person may need some time before they can respond. This pause can feel very uncomfortable. Silence is your friend. It means the other person is reflecting. Resist the urge to immediately jump in with a comment or follow up question. Imagine you are holding an empty container between you. You are quietly holding space for them to think and then answer.



## Evaluate the Moment

Step four is about deciding, “Where do we go from here?” By the time you get to this step, you have listened for verbal hints—keys—to unlock the door and stepped into a person’s world. You have stayed in that person’s world until you understood and demonstrated understanding. Walls of resistance have come down. During this journey you have become increasingly aware of this person’s hopes, dreams, desires, needs, challenges, and concerns. Now what? What do you do next?

One of the greatest gifts you can give a person is for them to feel understood. You have given this gift. This may be enough. Maybe they just needed a friend. This person is better than you found them. You have created value just by listening and understanding. Do you simply shake hands and thank them for sharing or is it time to go deeper?

If you have ideas, products, services, and solutions which could serve this person, and you want to invest more time with this person, you will want to determine:

- Does this person need something that I have (e.g., ideas, suggestions, products, services, etc.)?
- Could any of these bring real value to this person’s life or business?
- If so, is this the best time to present these solutions or is this enough for today?
- Is this person ready, willing, and able to listen to me?

You have reached the new moment of decision. It is time to consider what is best for them, not what is best for you; what will serve them, not further your agenda.

You must carefully consider, because the connection you have made can easily be undone if you are careless and violate this safe place. Here you evaluate a person’s needs and willingness to listen to your ideas. It is paramount that you do not do anything which would compromise the trust you have established. Wise action at this new moment of decision can create extraordinary results.



## Gain Agreement

You have navigated the new moment of decision and identified possible solutions which could add real value to this person's life. You have decided to share. It is time to gain agreement, invite this person into your world, and share. The steps you have taken to arrive at this point have created understanding and trust. This places you in a unique position to connect, serve, and create value in another person's life by:

- ✓ sharing with great confidence, because the other person has confidence in you
- ✓ being bold, firm, and persuasive
- ✓ taking a stand for this person because they know your intentions are noble
- ✓ negotiating because they know you will be fair
- ✓ inspiring because they are open
- ✓ encouraging because they are willing
- ✓ doing the hard things with love and without offense

Practicing this approach to sharing is honoring and reinforces trust, creating the very best immediate outcomes and establishing goodwill for the future.

### Objections

When you begin sharing, the person may raise an objection. **Objections are not questions which demand an answer. They are statements which demand a question.** Step back into this person's world and seek to understand. Ask questions such as, "How long have you felt this way?" or "Would you share with me your greatest concern?"

An invitation to gain agreement might sound something like this, "I have an idea which may serve you. Would you be willing to let me share?"

This person may refuse your invitation. You will want to respect this decision. Do not violate the safe space which has been created. Consider going back over your notes and review the verbal hints—keys which were identified. Did you attempt to cut any corners? Would it serve to stay in their world and gain greater understanding?

This person may accept your invitation. Visualize taking them by the arm and leading them out of their world, down the path and into your world, and having them sit down while you share ideas, products, or services.