

Where could you be more

COURAGEOUS?

“The greater danger is not that our goals are too lofty and we fail to achieve them, but that they are too small and we do.”

Michelangelo



Margie Warrell

Coach ♦ Speaker ♦ Author

♦Website♦

www.margiewarrell.com

♦Email♦

margie@margiewarrell.com

♦Blog♦

www.findyourcourage.com

♦Phone♦

(+1 USA) 214 686 4155

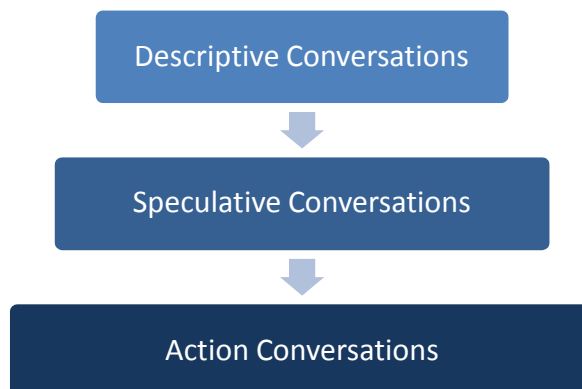
Think Bigger, Live Bolder, Achieve Outstanding Results.

Aristotle once wrote, “Courage is the first of all virtues, because it is the only one that guarantees all others.” Courage lies at the heart of every truly successful endeavor since courage is not the absence of fear or self doubt, but action in their presence. Without courage, we cannot be powerful in pursuing the goals that inspire us – professionally or personally –nor in making the full quota of the contribution we are capable of, since any goal worth achieving will call on us to step into unfamiliar territory, put ourselves at risk in some way and challenge us to grow as a human being. Without courage, the success we achieve and contribution we make will be confined to the limits of our comfort zone.

Fear is innate and exists to keep us safe from harm or pain. Like all emotions that originate in the amygdala, fear can overwhelm rational thought, overlook reality and hijack the brain. Left unchecked, fear can sabotage our success and happiness by limiting our:

- ❖ Aspirations
- ❖ Conversations – ‘Public’ & ‘Private’
- ❖ Actions

Our ability to be effective in three core domains of conversation determines our ability to be effective in creating the results we want for ourselves in life. Fear often infiltrates into these conversations and in doing so undermines our ability to affect the change we want, in our own lives and in the lives of those we seek to help.



1. Descriptive Conversations: *Where am I?*

How you describe the challenges you are facing determines the actions (or lack thereof) that you will take to address it. Too often our stories about how something 'is' keep us stuck in excuses and justifications and complaint.

Descriptive conversations are powerful as they can move us forward or hold us back in profound ways. They describe a situation, problem, challenge, relationship or person (including yourself!): what's working, what's not working; what happened, what didn't happen, what you believe 'should' have happened!

- *Distinguish Fact and Opinion*: We each observe differently so distinguish what happened (the facts) from your 'story' about them. Likewise distinguish the person from behavior/results. Avoid falling into the "Linguistic Trap" that occurs when we treat our opinions as though they were the 'truth'.
- *Ground 'Assessments'*: Uncover invalid stories/opinions. Challenge assumptions. Look for conflicting evidence. Consider alternative perspectives. Question your logic. Where are you interpreting false meaning? Your stories can limit possibilities for action.
- *Take Responsibility*: Complaining about problems doesn't solve them. You can't always choose your circumstances, but you can always choose your response to them. Own your life fully.

2. Speculative Conversations: *Where do I want to go?*

For anything to be tangible it must first be imagined. So speculate and dream about what you would love to do, be, change or experience.

- *What's Your Ideal Outcome?* What do you *really* want? Wave the wand.
- *Focus on Future*: Stay focused on what you want vs. not want; future vs. past; possibility vs. probability; what you can do vs. what you can't.
- *Identify Fears*: If you don't own your fears, they own you. What would you do if you did not fear failing, disapproval, confrontation or being inadequate?

Remember, courage is not the absence of fear, but action in its presence.

- *Be Open Minded*: Brainstorm different possibilities. Invite help in finding the right solution. All ideas go on the table!
- *BE/DO/HAVE*: Who do you want to BE? Who do you need to be to turn your dreams into reality? It begins with you. The DO and HAVE all flow from that!
- *Embrace Wonder*: Shift your 'mood' from resignation or resentment to wonder, ambition and action.

3. Action Conversations: How do I get there?

Life rewards action. Success comes when we are willing to step boldly into action (and out of our comfort zone) and make the changes required to bring about the results we want. Action conversations are therefore centered around what needs to start happening and what needs to stop happening to get us from current Point A to desired Point B.

- What fears do you need to overcome to step into action? Follow the 3 step model below



- **Name It:** *If you don't own your fears, they own you.* What are you afraid might happen if you put yourself at risk? Feel to the core of the feeling and be mindful of habitual defense responses.
 - **Tame It:** *Making the decision not to let your fears and doubts run your life is pivotal to creating the results you want in life.* What's the price you (and those you care about) are paying by giving this fear power? How will it cost you if you fail to take action and stick with the status quo?
 - **Step Through It:** *Feel your fear and do it anyway!* Imagine yourself having accomplished this goal... put yourself in the moment you know when you have done what you stepped out to do... how will you feel? What will you see? Who will celebrate with you? What will it look like?
- *Don't Just Think It, Ink It!* Write down who you want to be and what you want to accomplish. The more clearly you can describe what you want, the more effective you will be in harnessing the resources to accomplish it. Write specific goals.
 - *Break it Down:* Break your goal down into 'bite size' do-able steps with deadlines. Ensure you can measure progress and success.
 - *Engage in The Promise Cycle:* What requests do you need to make? What commitments do you need to honor? What or who do you need to say no to? Who do you need to hold accountable? What can you outsource/delegate?
 - *Go Public:* Share your goals and enlist support from others. When you have people around you who believe in your ability to succeed, it creates an environment in which success is easier to achieve. Likewise, be vigilant of naysayers and physic vampires!
 - *Upgrade Your Physical Environment:* Are there any elements of your physical environment that hinder your efforts to maintain forward momentum? What would the ideal office set up be and what do you need to do to have it? Do you need to create new systems or reconfigure old ones to optimize your efficiency and effectiveness? Do you need to invest in updated software or hardware or simply reorganize your office?

Think Bigger, Live Bolder! ACTION PLAN

STEP ONE: Where am I?

Below write down a challenge you are facing in regard to each of the areas below that is keeping you from taking this area to the next level of success. Reflect on what stories you have had about yourself, a problem, a person or the situation that have kept you from achieving greater success or mastery in this area. Where might you have been stuck in excuses and rationalizing your inaction?

Area #1 (Practice Building/Business Development Related)

.....
.....
.....
.....
.....

Area #2 (Coaching Mastery/Client Relationship Related)

.....
.....
.....
.....
.....

Area #3 (Other)

.....
.....
.....
.....
.....

STEP TWO: Where do I want to go?

What would you really like in regard to each of these areas; what would be your ultimate outcome if you were thinking BIG? Describe then write down a S.M.A.R.T. Goal for each.

Area #1:
.....
.....
.....
.....

Goal 1:
Area #2:

Goal 2:

Area #3:

Goal 3:

Who do I want to be?

Who do you need to BE in order to step boldly forward into action, rise above your fears and fulfill your goals, dreams and potential? What characteristics define the coach/business owner/person you aspire to be – for your family, clients, your community, and, most of all, for yourself?

.....
.....
.....

STEP THREE: How do I get there?

In relation to each of the three goals listed above, what do you need to do to achieve it and bridge the gap from where you are today to where you want to get to? What would you do, say or be if you weren't afraid of failing, disapproval, or simply being insufficient for the task? What actions do you need to take to accomplish the goals listed in Step 2? What conversations do you need to have? With who? About what (specifically!)? What requests do you need to make? What research do you need to do? What commitments do you need to complete, negotiate or say no to?

List the first few steps you will take for each goal and assign a deadline.

• **Goal#1:**

- Step 1. By
- Step 2. By
- Step 3. By
- Step 4. By
- Step 5. By

• **Goal#2:** _____

- Step 1 By
- Step 2 By
- Step 3 By
- Step 4 By
- Step 5 By

Goal #3: _____

- Step 1 By
- Step 2 By
- Step 3 By
- Step 4 By
- Step 5 By

Write down how you will feel about yourself if you don't honor these commitments. What would you regret?

.....
.....

Write down how you will feel about yourself if you do honor these commitments. What opportunities might arise?

.....
.....

Write down the names of at least 3 people you can share these goals with and ask to hold you accountable.

- 1.
- 2.
- 3.

Margie Warrell is an ICF Certified Executive & Life Coach, Speaker and Author of *Find Your Courage!* Originally from Australia, she is also the busy mum of four young children who walks her own balancing act on a daily basis! Margie is passionate about challenging individuals and organizations to **expand their vision** of what's possible, **engage in bigger conversations** and **live more courageously!**

To subscribe to Margie's *Live Boldly!* newsletter or learn more about her speaking and coaching programs email info@margiewarrell.com or visit www.margiewarrell.com

 Subscribe to Margie's blog findyourcourage.com  Follow Margie on Facebook facebook.com/pages/Margie-Warrell/79566605387  Watch Margie on YouTube youtube.com/findyourcourage

