

*“Cuts like a diamond...”*  
– Steve Chandler, Best Selling Author

# YES YES HELL NO! WORKBOOK



THE LITTLE **WORKBOOK** FOR MAKING  
**BIG DECISIONS**

**BRIAN WHETTEN, PH.D.**  
*Foreword by JACK CANFIELD*

## Create a Plan of Action

Congratulations on your decision to take the red pill, and use this book to create transformation in your life. Here are three simple steps for how to do so.

1. **Partner Up.** Either find a partner, or create a group of 4-8 people, where you can discuss what you're learning and do the workbook exercises together.
2. **Create a Schedule.** Decide how many weeks you're going to spend on the process of learning and applying the tools in this book. Then pick a time each week when you're going to meet together, either in person or by phone. On the next pages you'll find both a 10 week and 6 week schedule to choose from.
3. **Take Action on What You Learn.** As you learn something, try it out. Take action. Create experiments. Become a spiritual scientist. This book is all about developing the practice of leaping and being caught. It's about discovering what an inspired, grounded leap of faith looks like for you, creating the courage to take it, and then discovering the gifts that show up over time as you continue to do so.

Then as you do, please share your experiences, either by contributing to the Facebook discussion thread at [www.yesyeshellno.com](http://www.yesyeshellno.com) or by emailing [myexperience@yesyeshellno.com](mailto:myexperience@yesyeshellno.com).

I look forward to hearing about the value you've created for yourself and for those that you love, by taking this remarkable tool and putting in into practice.

Enjoy!

Love and light,



Brian Whetten, Ph.D., M.A.

## 4 Week Schedule

### Week 1 – Preface and Chapters 1-12

Learn about the tool – what it is and why it is so remarkably powerful

Get clear on the value you want to create from this process

Discover the meaning of life and explore how this information can be of value to you

### Week 2 – Chapters 13-31

Get clear on the gifts you most want to receive from using this tool

Explore the different – and sometimes sneaky – ways that your voice of fear shows up

Learn the foundational practices and start applying them

### Week 3 – Chapters 32-35

Learn the Yes, Yes, Hell No tool and apply it to your life

Practice using the Yes, Yes, Hell No tool and applying it to your life

### Week 4 – Chapters 32-35, Chapters 36-38 and Conclusion

Practice using the Yes, Yes, Hell No tool and applying it to your life

Take action on what you're learned

*This schedule requires up to three hours a week for reading and doing the exercises.*

## 10 Week Schedule

Week 1 – Preface and Chapters 1-5

Learn about the tool – what it is and why it is so remarkably powerful

Week 2 – Chapters 5-10

Get clear on the value you want to create from this process

Week 3 – Chapters 11-14

Discover the meaning of life and explore how this information can be of value to you

Week 4 – Chapters 15-22

Get clear on the gifts you most want to receive from using this tool

Week 5 – Chapters 23-27

Explore the different – and sometimes sneaky – ways that your voice of fear shows up

Week 6 – Chapters 28-31

Learn the foundational practices and start applying them

Week 7 – Chapters 32-35

Learn the Yes, Yes, Hell No tool and apply it to your life

Week 8 – Chapters 32-35

Practice using the Yes, Yes, Hell No tool and applying it to your life

Week 9 – Chapters 32-35

Practice using the Yes, Yes, Hell No tool and applying it to your life

Week 10 – Chapters 36-38 and Conclusion

Take action on what you're learned

*This schedule requires up to an hour a week for reading and doing the exercises.*

## 6 Week Schedule

Week 1 – Preface and Chapters 1-10

Learn about the tool – what it is and why it is so remarkably powerful

Get clear on the value you want to create from this process

Week 2 – Chapters 11-22

Discover the meaning of life and explore how this information can be of value to you

Get clear on the gifts you most want to receive from using this tool

Week 3 – Chapters 23-31

Explore the different – and sometimes sneaky – ways that your voice of fear shows up

Learn the foundational practices and start applying them

Week 4 – Chapters 32-35

Learn the Yes, Yes, Hell No tool and apply it to your life

Week 5 – Chapters 32-35

Practice using the Yes, Yes, Hell No tool and applying it to your life

Week 6 – Chapters 32-35, Chapters 36-38 and Conclusion

Practice using the Yes, Yes, Hell No tool and applying it to your life

Take action on what you're learned

*This schedule requires up to two hours a week for reading and doing the exercises.*

## **Chapter 1: One Choice Can Change Your Life Forever**

*What are some of the big decisions you've made in life?*

*On a scale of 1-10, where 1 is no trust and 10 is total trust, how much trust do you have in your ability to make big decisions in life?*

## **Chapter 2: Big Wins and Big Decisions**

How do you make your decisions? Do you weigh the pros and cons? Listen to your gut? Flip a coin? Phone a friend?

Do you throw yourself into a grinding process of trial and error? Or do you hang back, hoping that someone else will make your decisions for you?

*What are some of the strategies or tools you use to make decisions?*

*What has worked well for you with these tools and strategies?*

*What problems or limitations have you found with these tools and strategies?*

## Chapter 3: The Three Voices

*To what extent do you already trust your ability to recognize each of these three voices, when they speak? (i.e. intuition, reason and fear)*

*How does your voice of fear most commonly show up? How do you know when this voice is speaking?*

*How does your voice of intuition most commonly show up? How do you know when this voice is speaking?*

*How does your voice of reason most commonly show up? How do you know when this voice is speaking?*

## **Chapter 4: When Comfort Becomes a Cage**

*What's an example of a Big Win for you – something that's heartfelt, specific and scary, which you don't already have?*

*What level of discomfort does this goal bring up for you? How far outside of your comfort zone would you have to go, in order to create this goal?*

## **Chapter 5: Yes, Yes, Hell No!**

*Have you already used this tool, in some way, without recognizing it? If so, what's a time when you took action on a Yes, Yes, Hell No?*

*What were the results?*

## Chapter 6: Which Pill Do You Want to Take?

There are two reasons to read this book. The first is to learn something interesting about life. The second is to change the way you actually live it.

You can use this book to gain *information* or to create *transformation*. You can make it a mental exercise or an ongoing practice to change your life for the better.

It's like the choice in The Matrix between taking the red pill or the blue pill.

*Circle your choice.*

*Blue Pill: My intention is to learn new information*

*Red Pill: My intention is to create transformation*

## **Chapter 7: What Big Decisions Would You Like to Make?**

*With the following questions, please feel free to brainstorm as many answers as you like.*

*What large dilemma are you currently facing?*

*What small dilemma are you currently facing?*

*How would you benefit if you had total trust in your ability to make great decisions with each of these choices?*

## Chapter 8: What Big Wins Would You Like to Create?

The best big wins are both heartfelt, specific, and scary. First off, a big win is *heartfelt*. It's energizing. It excites you. It's in alignment with your purpose and your path.

A big win is also *specific*. While it's rooted in a direction you want to go in, a big win also includes specific destinations along the way, so you can gauge your progress and celebrate your success. Finally, a big win is *scary*. Because it pulls you outside of your comfort zone, it triggers your fears.

Pick a big win that excites you in each of three areas: work, relationships, and self.

*What is a big win you want to create in the area of work and money?*

*“What is a big win you want to create in the area of love and relationships?”*

*“What is a big win you want to create in the area of self-care of self-development?”*

*“What is the big win that up until now, you've been too scared to own?”*

## **Chapter 9: How to Release Your Fears and Experience Freedom**

Both types of courage are important. The courage to conquer is about discipline and strength. The courage to change is about acceptance and understanding. Then the greatest strength comes from being able to master and integrate both. The key is to learn which is most important for each situation.

*What is an example of a time when you displayed the courage to conquer? (i.e. in the face of an external challenge, you took a courageous action and pushed through your fears)*

*What is an example of a time when you displayed the courage to change? (i.e. in the face of an internal challenge, you accepted any conflicts, limitations or learning edges you were facing, and then from that place, created growth and deep change)*

## **Chapter 10: Tiger, Wall or Leap of Faith?**

*What is an example of a time when you faced a Tiger? (i.e. a real and present danger)*

*What is an example of a time when you faced a Wall? Are there any current places in your life where things feel stuck, or where you're pushing forward in courageous ways, but there's no sense of excitement or purpose?*

*What is an example of a time when you faced a Leap of Faith? (i.e. a Yes, Yes, Hell No!)*

## Chapter 11: The Meaning of Life

The meaning of life comes from growth, contribution, connection and creativity.

*Brainstorm a short list: what are your opportunities for growth and development? What are different ways that you could learn and change?*

*Brainstorm a short list: what are your opportunities for contribution and service? Who do you know, where there is an opportunity to make a difference in their life? How?*

*Brainstorm a short list: what are your opportunities for connection? Who would you most like to feel closer to? How could you reach out and connect with them?*

*Brainstorm a short list: what are your opportunities for creativity? What is something you're already doing in your life, where you could approach it in a more creative way?*

## Chapter 12: The Practice of Leaping and Being Caught

When we're in the middle of a Leap of Faith, it can be hard to trust our choices, given how loud the voice of fear can be. With time and perspective, the wisdom of our decisions often becomes more clear.

So let's take a look at some of the times in your life when you made choices that were both inspiring, grounded and scary. What choices did you make? What were the results of those choices?

*Think of a time in your life when you made a choice that was both inspired, grounded and scary. We're looking for something you went for that made your heart sing, or felt on purpose, and that also brought up your fears. What were some of your options? Which one did you take?*

*With this decision, how did the voice of intuition show up for you? What was it that you felt or experienced that made you feel this was an inspired or purposeful choice?*

*With this decision, how did the voice of fear show up for you? What were the specific dangers or concerns that it warned about?*

*With this decision, how did the voice of reason show up for you? What were the specific ways you checked out this decision to make sure it was sane, and then grounded the decision, as a way of carrying it out as efficiently as possible?*

*What were the results of this decision? How did it help you grow? What benefits did you receive? Were there any costs?*

*Looking back, how do you feel about this decision? Was it a wise choice for you at the time? If so, why?*

## Chapter 13: The Gift of Growth

*Think of a moment when you felt absolutely loved and connected. Consider the people you were with and the scene you were in. What were you doing? Were you worried about the future, or were you present in the moment?*

*Now, think of something that scares you. Do you agonize over finances or worry about your children? Do you worry about not being good enough? Fearing rejection? Avoiding failure? Think of a fear and repeat it to yourself. Give it your awareness. Focus on it. Then notice: What happens to your body? How do you feel? Does the world seem more or less safe?*

*Connect back to a memory of a time when you felt loved and safe. From this place, do your problems seem harder or easier to deal with? Can you think of any creative ideas for how to address them?*

## Chapter 14: The Gift of Connection

In relationships, each step to greater intimacy requires a Leap of Faith. And the more you care about someone, the louder the voice of fear becomes.

*If you could radically improve your relationship with one person in your life, who would you choose?*

*What are some examples of things that upset you in this relationship? (i.e. I'm upset because...)*

*Pick one. With that situation or issue, check in with your voice of fear. What is it scared about? How is it trying to protect you the best way it knows how?*

*Now check in with your voice of intuition, which also shows up as the voice of love. What are some of the things about this person that you most appreciate and value?*

*Take an opportunity to share what you learned with them, from a place of ownership and vulnerability. Share what you discovered, in terms of your fears. Then share what you discovered, in terms of what you most value about them.*

## Chapter 15: The Gift of Abundance

The ladder of success measures your gains in life in terms of what you *have*. How much money do you have? how much beauty? Status? How many possessions? Friends? Climbing this ladder results in health, wealth, and approval. Failing to climb this ladder leads to poverty, sickness, and rejection.

The ladder of consciousness measures your *experience* in life. How happy are you? What are you feeling? How do you show up in the world each day? Are you living from a place of love and joy or from a place of fear and judgment? Are you experiencing abundance or scarcity?

*Imagine that you had to pick one of the following choices. You only get one. Which would you choose? Circle your choice:*

- A. *A life filled with tremendous success and moderate consciousness. (i.e. lots of money and status, but only a moderate amount of happiness, love, joy and fulfillment.)*
- B. *A life filled with tremendous consciousness and moderate success (i.e. lots of happiness, love, joy and fulfillment, but only a moderate amount of money and status.)*

*What percentage of your time and energy do you put into creating more success?*

*What percentage of your time and energy do you put into creating more consciousness?*

*As a result of your answers, are there any changes you'd like to make to your life or your priorities? If so, what?*

## **Chapter 16: The Gift of Flow**

*What is an example of a time when you were in flow? What did it feel like? What were the benefits of being there?*

*Have you found any tools or keys for helping you get into flow more often? If so, what are they?*

## Chapter 17: The Gift of Gratitude

Gratitude isn't a concept. It's a practice and it's a state of being. It's a choice to shift in consciousness, and it's a consequence of doing so. So let's give this amazing little tool a try.

*Think of something that scares you. What are some of your worries? What are some of the things that cause you stress? Make a list of some of your most pressing fears.*

*As you pay attention to these fears, notice what happens to you. Do you feel more or less creative? Do you feel more or less powerful? Do you feel happier or less happy?*

*For each of these fears, ask yourself the following question: "Is this a real and present danger to me or my loved ones, right here and right now?" If the answer is yes, ask yourself, "Can I take some immediate action that will address the problem?" Write down yes or no for each of the fears on your list.*

*Are there any Tigers on your list? Any genuine real and present dangers, which you can respond to with immediate action? If so, put the book down and go!*

*If not, check in with the voice of fear and ask it the following question: "How are you trying to serve me the best way you know how?" In other words, what is it trying to protect you from? How is it trying to help? You don't need to agree or disagree with anything it says. You don't need to fight it and make it wrong, or feed it and make it right. Just listen, and seek to understand.*

*Continue listening to the voice of fear until this feels complete.*

*You: "How are you trying to serve me the best way you know how?"*

*Fear:*

*Now make a list of at least ten things that are going well in your life. What are at least ten things you could choose to be grateful for?*

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

*Think about each of the items on this gratitude list. Do you have a specific memory or image for each one that touches your heart? Feel into those images and connect with them. If you want, you can place your hand on your heart and put your attention there, as a way of connecting with this aspect of your being. What does your voice of love and intuition have to share?*

*State your gratitude out loud. "I am grateful for..." Keep going, until you feel an emotional shift inside.*

*As you practice moving into gratitude, notice what happens to you. Do you feel more or less creative? Do you feel more or less powerful? Do you feel more or less happy?*

## Chapter 18: The Gift of Service

When life gets too full, we have to reduce our commitments or reduce our consciousness.

*What is an example of a time when you wanted to be of service, but ended up going into self-sacrifice instead? Why did you say yes? Why did it turn into self-sacrifice?*

*What are some of places where you regularly over-commit yourself? What costs or consequences do you experience when you do so?*

It's just as important to learn how to say no as it is to say yes. Spoken with integrity, "no" is one of the most loving words we can say.

*What are some of your fears of saying no? What are you afraid will happen if you do so?*

*Create a "not to do list." What are some of the things you could choose to say no to, in order to create space for the most important priorities in your life?*

## **Chapter 19: The Gift of Authentic Leadership**

*What do you believe the relationship is between leadership and vulnerability?*

*What is an example of a time when you practiced Heroic Leadership? (i.e. you felt you had to make it happen, have all the answers, or measure up to people's expectations on you?)*

*What is an example of a time when you practiced Authentic Leadership? (i.e. you focused on contribution more than self-importance or you focused on questions more than answers?)*

*What are the costs and benefits of each?*

## Chapter 20: The Gift of Authentic Success

*What is an example of a time where you created stress-based success? (i.e. achieving your goals, but in a way made you less happy and/or less fulfilled)*

*What is an example of a time where you created authentic success? (i.e. committing to goals that were both heartfelt, specific and scary?)*

*Are there any places where you've hit a Wall with your success? Where you're pushing towards goals just because you feel that you "should" or that you "have" to?*

*There are two primary ways to shift from stress-based success to authentic success. Either change your goals, so that they are heartfelt, specific and scary, or change the way you're pursuing your goals, by adding in more opportunities for growth, contribution, connection and creativity. Which do you want to focus on? What are some ways you can do so?*

## Chapter 21: The Gift of Creativity

Stress creates *activity*, but it destroys *creativity*. It causes smart people to do stupid things. How stressed are you? Here's a simple assessment to help you find out.

Answer each of the following questions on a scale of 1-5, where:

1 = Strongly Disagree

2 = Disagree

3 = Neither Agree nor Disagree

4 = Agree

5 = Strongly Agree

1. I spend the majority of my time reacting to urgent problems \_\_\_\_\_
2. I have a pattern of failing to deliver on my goals and agreements \_\_\_\_\_
3. I regularly make unwise or unconscious decisions \_\_\_\_\_
4. I am driven more by a fear of failure than by an excitement for success \_\_\_\_\_
5. I am at risk of getting sick or burning out this year \_\_\_\_\_
6. My relationships have high levels of conflict and low levels of trust \_\_\_\_\_

**6 – 14 In the Zone.** Congratulations! You're a model of creativity and authentic success.

**15 – 21 Fine for Now.** You are likely succeeding, but may be at risk when the next crisis hits.

**22 – 26 Overstress.** You can not cope with this level of stress. You have three choices: create a productivity breakthrough, reduce your responsibilities, or watch the crisis escalate.

**27 – 30 Emergency.** Get help. Your life needs urgent care.

My score \_\_\_\_\_

Brainstorm a short list: What are some ways you could reduce your expectations and/or your responsibilities?

Brainstorm a short list: Who could you get help from, either to take things off your plate, or to help you create some productivity breakthroughs?

## **Chapter 22: The Gift of Joy**

*What are some of the things that give you the most pleasure?*

*What are some of the things that give you the most joy?*

*Schedule at least one block of time on your calendar, each week, for things that bring you joy.*

## **Chapter 23: The Many Faces of Fear**

*Think of an example of a time when you thought something was your truth, but afterwards you saw how it was largely driven by fear. What was it? How did your voice of fear manage to sneak its way into controlling your decision?*

## Chapter 24: The Fear of Loss

One of the most important skills is to be able to recognize our fears for what they are. Like any skill, it takes three things to develop this capacity: learning, practice and support.

If you want to be great at tennis, no amount of talent can take the place of learning the different strokes, practicing them regularly, and receiving support from a qualified coach. The process is similar for learning how to make great decisions. This book teaches the critical tools. The exercises provide the core practices. Then the real question is: will you practice them, and will you get help in doing so?

With these exercises, we're going to teach you how to better recognize your fears.

*How do your fears of loss show up? Do you naturally go more to silence or violence?*

*Who are the top three people that are most able to "push your buttons"? Name them. What is a common or current "I'm upset because..." that comes up for you with each?*

*Answer the following for each of these three people: How do they respond to conflict? Do they usually go to silence or violence? What are some of their most common complaints?*

*For each relationship, what is your real fear? What is it you care about that you're afraid of losing?*

## Chapter 25: The Fear of Unworthiness

*How does your fear of unworthiness show up? Do you tend more toward insecurity or arrogance? Do you tend more toward over-giving or over-achieving?*

*What are some of the expectations you put on yourself? Make a list of at least five of your biggest "shoulds." ("I should..." or "I should not...")*

*For each of these "shoulds," what is the "or else" that goes with it? Write down at least one "or else" for each.*

*What are some of your biggest insecurities? What do you feel unworthy about? Make a list of at least three of your biggest insecurities. ("I'm insecure because...")*

## Chapter 26: The Fear of Failure

*What are some of the things that stress you out the most? Make a list of the top three areas of your life that cause you stress.*

*For each of these areas, what are your fears? What are you afraid of failing at? Ask yourself, "If I failed at this, what am I afraid that would mean about me?"*

*Where are you using stress to push yourself forward? What are some of the costs of operating this way?*

*What are some of the areas where you most often procrastinate? For each, to what extent do you have a history of using stress and fear as your primary motivators?*

*In what areas has your fear of failure been holding you back, keeping you small, or keeping you from following your heart?*

*For each of those areas, ask yourself the following question: "What would I do if I knew I couldn't fail?" Really sit with this question. Then write down your answers, and share them with someone you trust.*

*Which of these three fears show up the most frequently for you? Do you spend more time in "I'm upset because...", "I'm insecure because..." or "I'm stressed because..."?*

*Paying attention to what you've learned so far, how would you rate your fears? On a scale of 1-10, where 1 is "no fear" and 10 is "debilitating fear" rate each of these three fears.*

*Fear of Loss* \_\_\_\_\_

*Fear of Unworthiness* \_\_\_\_\_

*Fear of Failure* \_\_\_\_\_

## Chapter 27: The Fear of Success

Our fears show up in many different ways. They can be sneaky and creative. Or they can be powerful and determined. And they can manifest as lots of different patterns. Yet they all have one thing in common. In one way or another, they keep us playing small.

*Do you ever tend towards grandiosity? If so, what's one example of how this pattern shows up in your life?*

*How have you been playing small? What is a positive action or a courageous decision you've been avoiding?*

*For this action or decision, what are your favorite "Yeah, buts"? Fill in at least 3.*

*In what areas of your life do you tend to play small? Work? Family? Friends? Creativity? A specific relationship? Name your top three.*

*For each of these areas, what are your top "Yeah, buts"? Find at least one for each.*

## Chapter 28: How to Make Great Decisions

How do you make your decisions? Do you know? Have you created any specific strategies? Or do you operate more on auto-pilot?

Here are some of the most common ways that people make their choices.

1. **Abdication.** “I don’t know...” This is when we decide not to decide. It’s when we put off making decisions, or when we just let others make them for us. It can show up as helplessness, chronic procrastination, or checking out.
2. **Desire.** “I want...” This is when we put our physical needs and desires first. At three years old, Annabelle is a great example of this. She’s very clear on what she wants – a lollipop, a piece of cake, cuddles, attention, kisses for her boo-boos – and she’s great at getting her needs met.
3. **Conformance.** “Others are doing...” This is when we make our choices based on what others are doing. High school is a great example of this, where so many decisions get made based on peer pressure, and on trying to fit in.
4. **Expectations.** “I should...” This is when we make our decisions based on what we think we should do. This can include the voice of our conscience, and it also can show up as a pattern of people pleasing or perfectionism.
5. **Pros and Cons.** “Here are the pros and cons...” This is when we make our decisions based on a clear, rational weighing of the pros and cons for each choice.
6. **Values Driven.** “My values are...” This is when we have a clear understanding of our core values and the relative priority of each, and we make our choices based on a clear understanding of how each option fits with those values.

**Workbook:** *Of these six, which do you use the most? Which do you use the least? Rank them in priority, from 1 (this is the least frequent way you make decisions) to 6 (this is the most frequent way you make decisions.)*

*Abdication* \_\_\_\_\_

*Desire* \_\_\_\_\_

*Conformance* \_\_\_\_\_

*Expectations* \_\_\_\_\_

Pros and Cons \_\_\_\_\_

Values Driven \_\_\_\_\_

To find your decision making score, multiply your Expectations answer by 1, your Pros and Cons answer by 2, and your Values Driven answer by 3. Then add these three numbers together. For example, imagine that you answered 1, 3, 6, 4, 5, and 2. In this case your score would be  $4 * 1 + 5 * 2 + 2 * 3 = 20$ .

Expectations \* 1 \_\_\_\_\_

Pros and Cons \* 2 \_\_\_\_\_

Values Driven \* 3 \_\_\_\_\_

Total \_\_\_\_\_

Of these ways of making decisions, Abdication is the least effective, and Values Driven is the most.

What was your score?

10 – 16 **Undirected.** You probably don't know where you're going, or how you're going to get there.

17 – 22 **Other Directed.** Your decisions are largely determined by what others say and do.

23 – 27 **Self Directed.** Your decisions are largely determined by your personal needs, goals and priorities.

28 – 32 **Values Directed.** Your decisions are largely determined by your values. These likely reflect a healthy mix of your own needs and desires, as well as those of others, and also the things that give your life meaning.

## **Chapter 29: Pick Your Paradigm**

*Have you consciously chosen your paradigm – either one of optimism or pessimism? If so, name it. Describe it.*

*Day to day, how much of your time do you spend in a positive paradigm? How often is that your lived experience?*

*What paradigm do you want to commit to? Declare it now.*

*What is one thing you could do, such as a daily practice of gratitude, which would help you make a positive shift?*

## Chapter 30: Create Your Compass

*Make a list of your current priorities. What do you spend the most time and energy on? Make a list. Then for each, ask the question “Do I want this in order to get something else? If so, what is it?” Write down your answer, and then repeat the question with that answer. Continue until you get to your bottom line desire.*

	<i>Priority</i>	<i>Bottom Line Desire</i>
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		

*Once you have a list of your bottom line desires, take another cut at your list. Write down between ten and twenty of your most important priorities. Include any bottom line desires you discovered. Then write each of them on an index card. Sort them, in terms of their order of priority. Which each comparison, ask yourself “Which one matters most? If I had to choose just one or the other to focus on for the next ten years, which would I pick?”*

*Once you’ve sorted the cards, write down a list of between five and ten of your top priorities, in order of importance. These form your compass. Place it where you can see it each day, and refer to it often.*

***My Compass***

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

## Chapter 31: Upgrade Your Fuel Source

*What's enough? Start with this question. Create a set of minimum standards for your life, which allow you to meet your basic needs, as well as your core responsibilities to others.*

*It would be enough if I just...*

*Are you meeting those standards? If so, congratulations! That's enough. If not, what are the easiest, fastest changes you can make in your life, to get you to the point where you are doing so? Go implement these changes.*

*The easiest, fastest changes I can make, to get to where I'm doing enough, are...*

*From this place of "enough," what's exciting? What do you want to create with your life? What are some of the heartfelt, specific, scary goals you want to embrace?*

*The heartfelt, specific, scary goals I want to embrace include...*

*As you reduce your expectations, and open to excitement, what shifts? How do you feel? Are you more or less motivated, from this place?*

## Chapter 32: Make Friends with Your Fears

The first step is to create a *connection* with this voice. The process starts by finding where your fears are showing up in your body. Think about the big win you're thinking of creating, or the big decision you're planning on making. Notice any negative or stressful emotions that arise, and notice where those are located in your body.

Place one hand on that area of your body. Then check in again. Is this the only place in your body where you're experiencing fear? If there is a second place, in your body where fear or tension is showing up, place your second hand there. Then pause, take a breath, and ask this voice a question.

*"What are you feeling or what do you want to share with me?"*

*Fear:*

Listen for the answer. If you're not able to do so at first, keep practicing, or find someone who is trained in this technique and can help you. With the right support, almost anyone can learn how to make this connection.

Once you've created a connection with the voice of fear, the second step is to create *understanding* of this voice. Ask some or all of the following questions, and listen to the answers. Keep going until you feel that you've fully heard what the voice of fear is trying to share with you.

*"What are you trying to warn me about?"*

*Fear:*

*"How are you trying to protect me?"*

*Fear:*

*"What are you afraid it would mean if that happened?"*

*Fear:*

*“What is the worst case scenario that you’re worried about?”*

*Fear:*

The third step is to create *acceptance* of this voice. Ask the following questions, and listen to the answers. Behind each warning is a positive value or goal, such as safety or freedom. What are they? Get curious.

*“How are you serving me the best way you know how?”*

*Fear:*

*“What is your positive purpose?”*

*Fear:*

*“In addition to safety, what other goals or outcomes are you trying to help me create?”*

*Fear:*

In asking these questions, the most important thing is the energy with which you ask them. As you ask them are you feeling judgmental or defensive, where you’re trying to attack your fears and get rid of them? Or are you able to meet your voice of fear with love and acceptance, such as you might give to a five year old who feels scared and alone? Even if the fears don’t sound rational, can you understand how a frightened child might feel this way?

Then the fourth step is to *make an offer of friendship*. This starts by finding one or more positive values, which both you and your voice of fear can agree on, such as safety, success, freedom, or connection. Then once you have a set of shared goals, you can offer a clean, open invitation of friendship, where you ask the voice of fear is it would be willing to work together with you to create these goals in ways that may be scary but are also safe.

If you offer this as a genuine question, where you’re okay with hearing either a yes or a no, the voice of fear will often accept your offer. Then you can complete this process by asking it what it would need from you, in order to do so.

*“I appreciate how you’ve been working so hard to create these goals, in the best way you know how. Would you be willing to work together with me, as friends, to move forward with our goals in ways that might be scary at times, and are also safe?”*

*Fear:*

*“What would you need from me, in order to better do so?”*

*Fear:*

*“Is there anything else you want to share with me?”*

*Fear:*

## **Chapter 33: Take Action and Listen for Feedback**

*What is the big decision you're thinking of making or the big win you're thinking of creating? Declare it now. Decide. Take action. Then listen for feedback.*

*The big decision or big win I've been considering is:*

*I declare and decide that I am going to:*

*One way I can take action on this – right now – is to:*

*As you declare your intention and take an action in support of it, pay attention. How do you feel? What fears come up? What do you notice in your gut or stomach area? Can you breathe into any fears that are coming up and let them be okay?*

*Then feel into the areas around your heart and head. How do they feel? What do you notice? When you declare your intention and take action on it, does your chest expand or contract? Do you feel a greater or lesser sense of joy, peace, and connection? Do you feel more or less light and inspiration?*

*As I declare my intention and take action on it, my fears show up in the following ways:*

*I feel my fears in my:*

*My fears feel like:*

*As I declare my intention and take action on it, my intuition shows up in the following ways:*

*I feel my intuition in my:*

*My intuition feels like:*

## Chapter 34: Ground Your Decisions

*What is the voice of fear trying to warn me about? Is it a real and present danger? Is it something that poses a real, immediate, physical risk to myself or those I love?*

*If so, it's a Tiger. Deal with it! Now!*

*If not, congratulations. You've found a Yes Yes Hell No! You've discovered a great choice, and a potent opportunity.*

*What is the Yes, Yes, Hell No you've discovered? If you've found more than one, make a list.*

*On a scale of 1-10, how well does each Leap of Faith match up with the priorities in your compass? How high of a priority is it?*

*What is the big win or big decision you've decided you want to pursue? Double check – is your intention heartfelt, specific, and scary? What are the areas of competency that this goal involves? Do you know someone who's an expert (a friend, a coach, a self-help author) in each of those areas?*

*Talk with at least one expert in each area. Ask them about the systems, practices, and skills that were essential to their success. What were they?*

*The most important systems for me to learn are:*

*The most important practices for me to develop are:*

*The most important skills for me to master are:*

*Great! Now create an action plan – a set of specific, small, steady steps that will move you toward your goal, as easily and efficiently as possible. Make sure that it involves developing these essential systems, practices, and skills for success.*

## Chapter 35: Question Deeply

*What is a relationship or situation that's upsetting you in some way?*

*What's your "because"? (As in "I'm upset because...")*

*In this situation, to what level are you being an Owner or a Victim?*

*Write down one or more beliefs or judgments that are causing you to feel upset. For each, ask the voice of fear the following questions.*

*"What are you afraid of?"*

*Fear:*

*"What would it mean if this belief wasn't true?"*

*Fear:*

*"How are you trying to serve me the best way you know how?"*

*Fear:*

*For each of the judgments you wrote down, get curious. How can you know that this belief is true? Do you still feel a need for it to be true? If so, why? If not, is this belief useful? Is there a more useful belief you could adopt instead?*

## Chapter 36: Commitment Creates Value

*What is a heartfelt, specific, scary change you're seeking to make?*

*How many hours a week are you willing to commit to this goal? For how long?*

*How much money are you willing to invest in creating this result?*

*How much money would you need to invest, to truly be committed to this goal?*

*What are you willing to say no to or let go of that would free up enough energy to create this change?*

*These three things (time, money, and energy) make up your investment plan. Are you ready to commit to this investment? If so, pull out your calendar, and schedule your time investments. Work this financial investment into your budget. And then do whatever you need to do to clear out of the way the things you selected to say no to in order to free up energies for this project.*

## Chapter 37: Receive Support

*On a scale of 1-10, how big is the change you're seeking to make?*

*On a scale of 1-10, how much fear and resistance does this change bring up for you?*

*Average these two numbers. This is the minimum level of support you need to find, commit to, and invest in, in order to have a strong likelihood of success.*

*Brainstorm a list of specific support resources that you could request help from or hire to support you:*

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

## Chapter 38: Pay It Forward

*Think of a recent example of when you made a difference in someone's life. Who was it?*

*How did it feel?*

*What are some of the areas where you most feel called to be of service?*

*Given your gifts, passions, and resources, what are some of the easiest, most enjoyable, and most effective ways you can make a difference? (Remember: service doesn't have to hurt!)*

*What is one action step you commit to taking – this week – that would make a difference for others?*