

UFS — Unique Framework for Success

Curated by Simon De Los Rios

WHO IS THIS FOR

This practice is for anyone who knows what they want but cannot see a clear path to it, whether the goal is your own or belongs to a client, a product, or a company you are building.

PAIN

Talking about a goal in general terms, without a specific enough picture of what is actually blocking it to do anything about it.

SOLVES

Gives you a repeatable framework, goal, obstacles, milestones, actions, that works whether you are mapping your own path or someone else's.

TOPIC

CAREER TRANSITION

BURNOUT & OVERWHELM

BUSINESS & ENTREPRENEURSHIP

READ TIME
2 minutes

TIME REQUIRED
25 min

WHAT YOU NEED
notebook, pen

BEFORE YOU START

My invitation, take some time for yourself. Put your phone somewhere else and avoid distractions. Put on music you like and if you feel like it, brew yourself a nice cup of coffee or a tea. And lastly, but most importantly, try to have fun... this must be an activity to be enjoyed.

Step 1: Place the goal at the center

Draw a triangle. Write the goal at the center, the real transformation, not the activity. This can be your own goal, or the outcome a client, a product, or a company is paying for.

- What is the one outcome sitting at the center of this? Write it in one sentence.

Step 2: Name the three real obstacles

At each corner of the triangle, write one obstacle standing between the goal and where things are now. Not the surface-level worry, the real friction underneath it.

- What are the three things most likely to stop this from reaching the goal?

Step 3: Set a milestone for each obstacle

For each obstacle, write one milestone, the clear sign that it has been moved past.

- What does it look like, concretely, when each obstacle is no longer a problem?

Step 4: List the actions that get you there

For each obstacle, write one to three specific actions that move things toward the milestone.

- What are the two or three concrete things that need to happen to clear each obstacle?

Example. Joe, a senior operations manager, wanted to move into consulting but had been sitting on the idea for eight months. His goal: land a first consulting client within six months. His three obstacles: not knowing if his experience was valuable outside his industry, having no clear offer, and waiting until everything felt ready before telling anyone. Each obstacle got a milestone, five conversations with people who had hired consultants, a two-sentence description of his offer, five people in his network knowing he was making a move, and each milestone got two or three concrete actions attached to it. The same structure works when the goal in the center is not yours. A founder building a nutrition platform used it to map her client's goal instead, eating well without it taking over their schedule, with obstacles like no time to plan and motivation dropping after two weeks. Same triangle, same process, different name in the center.

BEFORE YOU CLOSE THIS

The triangle does not need to be perfect. It needs to be specific enough that you know what to do Monday morning.

CONTINUE WITH

Too Many Options, No Clear Path, if the goal itself is still unclear, this practice helps you narrow it down before you map the obstacles.

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Source: Joel Burgess