

PUTTING IT INTO PERSPECTIVE WORKSHEET

Step 1: Write down the in-the-moment thoughts chain, as the thoughts occurred. List the thoughts as each catastrophic belief chained into the next.

Step 2: Estimate the probabilities of your worst-case fears.

Step 3: Generate “best-case” alternatives.

Step 4: Identify “most likely” results.

Step 5: Problem Solve the most likely. What steps do you take to achieve the most likely result?

<u>Describe the Adversity</u>	
<u>STEP 1: Worst-Case Beliefs Chain of Events</u>	
<u>STEP 2: How Likely?</u>	
<u>STEP 3: Best-Case Beliefs</u>	
<u>STEP 4: Most Likely Outcomes</u>	
<u>STEP 5: Solutions</u>	

Example Worksheet:

<u>Describe the Adversity</u>	
I forgot to send out the brochures to a prospective client	
<u>STEP 1: Worst-Case Beliefs Chain of Events</u>	<u>STEP 2: How Likely?</u>
I'll lose some calling time so	75%
I make no sales calls, so	1 in a million
I get no leads, so	1 in a million
I make no commission, so	1 in a million
I get starved out of this job, so	1 in a million
I will go through a succession of failed jobs, leaving some because I'll be unable to make enough money to get by, and fired from others, so	1 in 2 million
I won't be able to pay the mortgage, so	1 in 3 million
My marriage gets placed under stress, so	1 in 3 million
My spouse leaves me, so	1 in 5 million
I end up homeless, living on the streets	1 in 10 million
<u>STEP 3: Best-Case Beliefs</u>	
I get fired, so I take my severance pay to Silicon Valley and I start up a dot.com designed to help people get their brochures together so that no one has to ever go through the ordeal I went through – I call the company salesbrochures.com, then I take salesbrochures.com IPO, and I become a multimillionaire.	
<u>STEP 4: Most Likely Outcomes</u>	
Have to get the sales brochures ready tomorrow. Lose 1 – 2 hours of calling time. Boss will be unhappy when he finds out about the mistake and will rant and rave.	
<u>STEP 5: Solutions</u>	
Get to work an hour or so early, prepare the brochures, and get them out before scheduled calling time. Call the client and let them know there's been a delay. Smooth over the relationship. Offer to drive up and see them personally. Tell boss preemptively of error and what steps have been taken to fix it.	