

# UNDERSTANDING YOUR DRIVERS

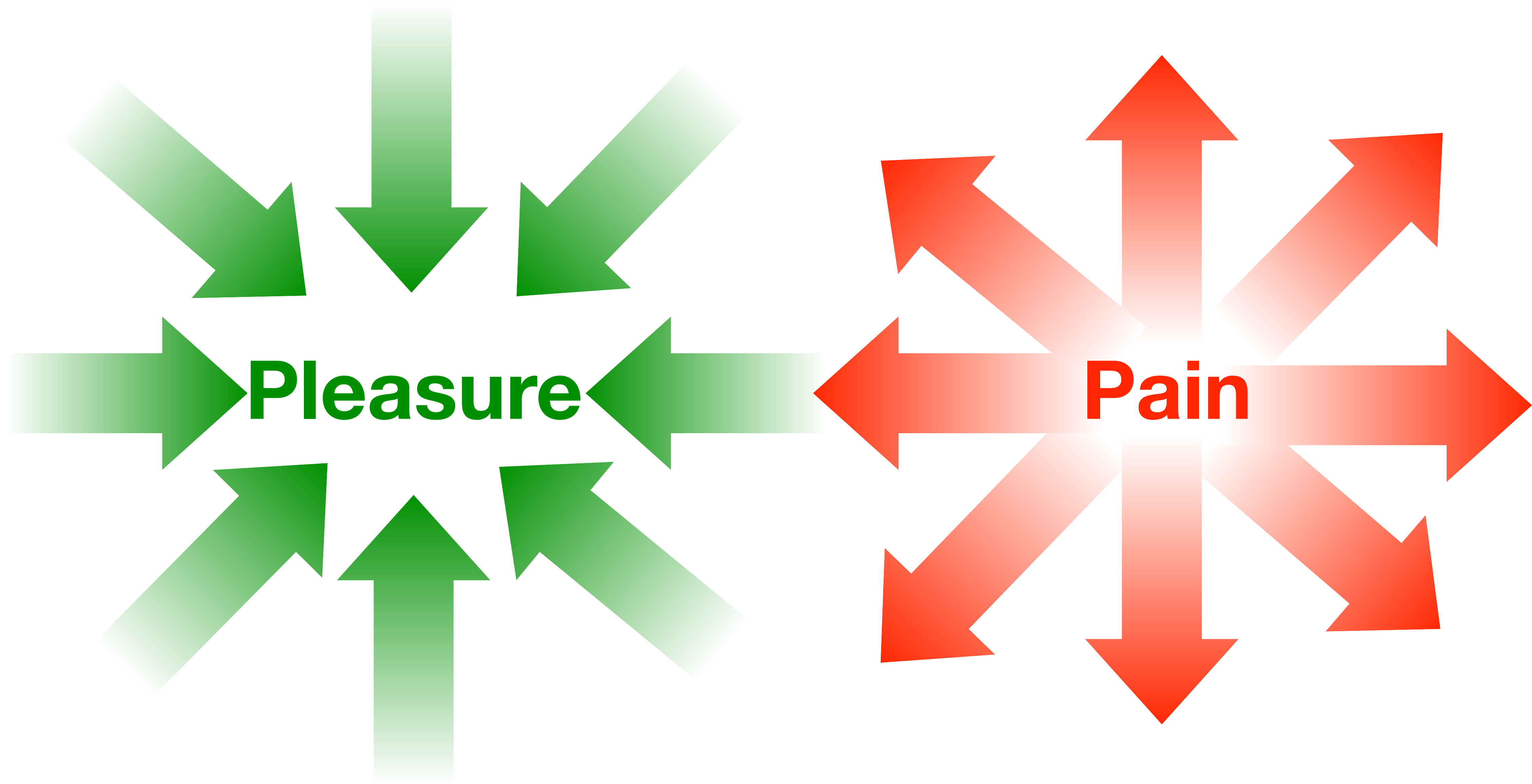




The secret of success is learning how to use **pain** and **pleasure** instead of having **pain** and **pleasure** use you.

If you **do** that - you are in control of your life.

If you **don't** - life controls you.

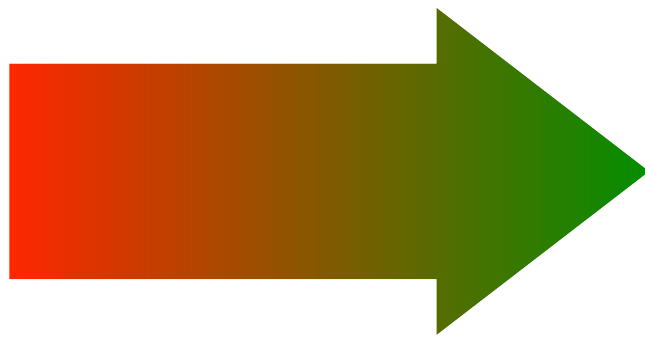


**PAIN**

**PLEASURE**

GENERAL

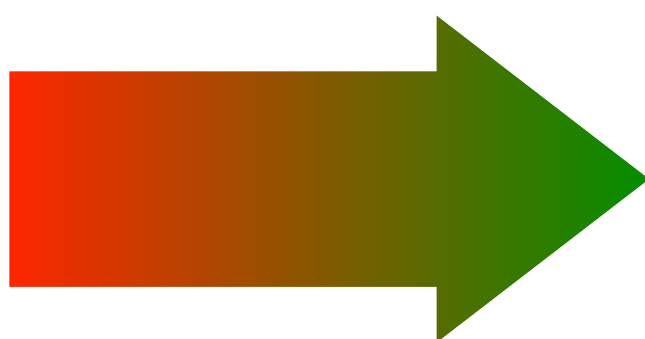
Fear



Hope

West

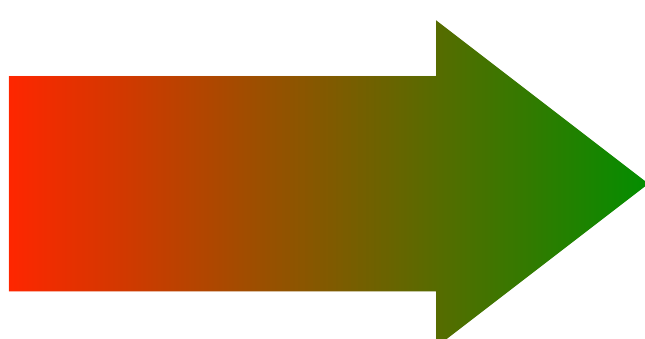
Rejection



Acceptance

East

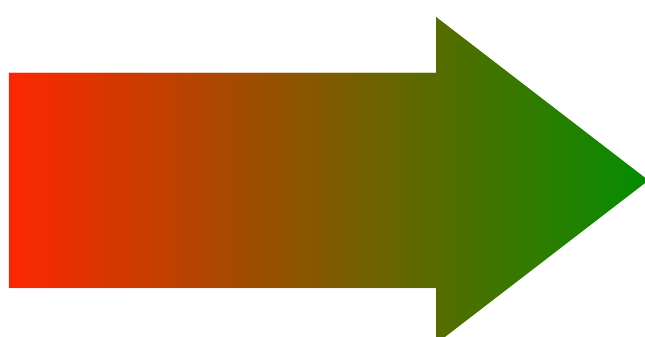
Fragility



Power

North

Flawed



Unity

South

What do we do with all these fears?

We tell ourselves seductive **stories...**

We repeat them endlessly.

They become 'facts'.

Then we navigate around them.

**Forever.**

*...and we recruit others to 'play' with us.*

My work over the past 35 years has revealed that there are very few of these **stories**.

*(Of course - there are endless variations...)*

The following is the first exercise I require my \$60,000/yr clients undertake...

Choose the 3 stories that are most **LIKE** you.

Bully	Worker Bee	Perfectionist
Rebel	Peacemaker	Smart Arse
Persecutor	TeamPlayer	Loner
Boss	Battler	Overachiever
Commander	Victim	Preacher
Hero	Martyr	Head Tripper
Salesman	Foot Soldier	Avoider
Clown	Mouse	Princess
Drama Queen		Chatterbox

Choose the 3 stories that are most **UNLIKE** you.



*Exercise:*

My three choices are...

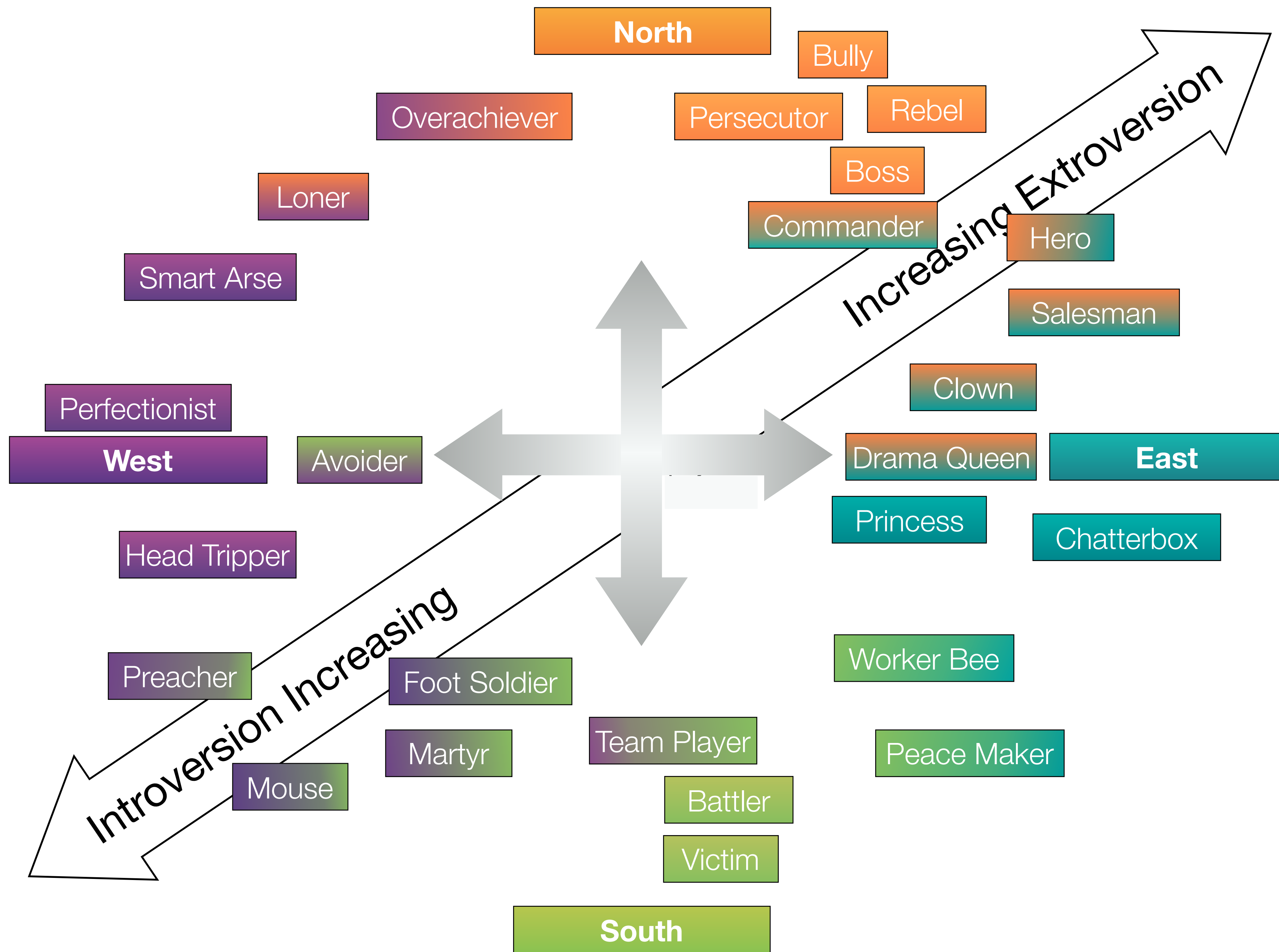
What's great about them is...

What holds me back is...

What I need to do is...



# UNDERSTANDING YOUR DRIVERS



# North Fears...

## BEING ABANDONED

Is ego motivated to take control thereby avoiding being left.  
In fact is prone to leaving first.

## LOSING CONTROL

A loss of control makes abandonment possible...

## SLOW DECISION MAKING

Anything could happen when decisions take too long!!

## BEING CONSTRAINED

Brings a sense of powerlessness - the opposite of control.



# East Fears...

## BEING IGNORED

Is ego motivated to persuade and influence people to like them.  
Always doubts that they are truly accepted.

## BEING DISLIKED

Rejection, criticism - even disagreement and interpreted as signs of inadequacy.

## BEING LEFT OUT

Automatically assumes that exclusion is because of a personal fault.

## BEING MADE ACCOUNTABLE

Petrified that explaining their decisions will lead to criticism.

# South Fears...

## NOT BEING ABLE TO EARN APPROVAL

Bereft of any sense of innate goodness, the Southy fears not being able to prove or earn their place in the team.

## LEADING

The potential for 'getting it wrong' is too great.

## BLANK CANVAS

Not knowing where to begin creates paralysis as a method of not leading the team off a cliff.

## ABANDONMENT

The original wound repeated.



# West Fears...

## FAILURE

A conviction that innate or intrinsic value doesn't exist and therefore must be earned leads the West to fear failure of even the smallest kind.

## GETTING SOMETHING WRONG

A typo or miscalculation is 'proof' of unworthiness...

## OPENING EXPRESSED EMOTIONS

Anything could happen when emotions are let loose...

## IRRATIONALITY

Feeling based decisions terrify the Westy because bad decisions could be made.

## North Must Prioritise

Self development.  
Rules of engagement.  
Using empathy.  
Understanding & compassion.  
Suspension of judgement.  
Dump the all or nothing approach.  
More friends.  
Ability to be constant.  
Use of logic WITH gut feel.  
Deeper spiritual life.



## East Must Prioritise

Developing higher EQ.  
Frameworks of accountability.  
Stronger supervision.  
Clearer time management.  
Greater reliance on facts & figures.  
Personal organisation.  
Greater objectivity.  
Constancy under pressure.  
More logic.  
Greater restraint.

**South**

Must Prioritise

Self belief.  
Spontaneity.  
Greater drive.  
Faster decision making.  
Greater assertiveness.  
Exercise more leadership.  
Artistic or creative expression.  
Forthright opinion sharing.  
Goal clarification.  
Appreciation of intrinsic worth.  
Adventurous-ness.



## West Must Prioritise

Learning EQ

Loosening of relentless standards.

Using empathy.

Understanding & compassion.

Emotional expression.

Artistic or creative expression.

Defined targets.

Progressive milestones.

Development of 'gut feel'.

# Assignments

<b><i>1</i></b>	What 3 positive changes do you intend to make?
<b><i>2</i></b>	What 3 negatives will you eliminate?
<b><i>3</i></b>	How will you measure success? <i>Accountability buddy?</i>