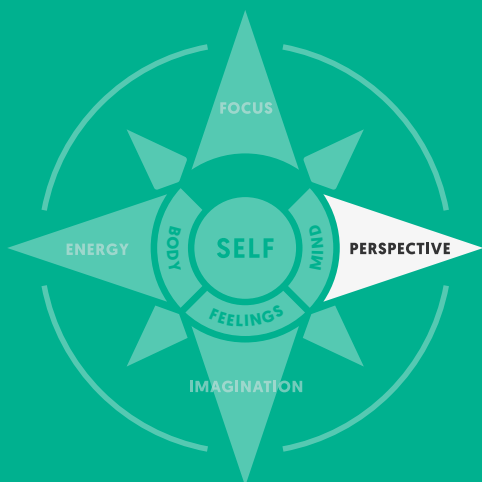


SKILL #2

# Perspective.

Your attention is like a spotlight. Where it is focused can either increase the burden of pressure or lighten the load. Under pressure, make a conscious choice to redirect your spotlight in a way that will serve your resilience.



# Here are two ways to redirect the spotlight of your attention in challenging situations:

## Business-As-Usual Reframing

Three strategies for reframing the 'paper-cuts' of everyday life.

1

### CONNECT WITH GRATITUDE / IT COULD BE WORSE

e.g. I could be out of a job. I could have fallen ill. The company could have gone bankrupt. Someone could have been injured.

2

### LESSONS FOR THE FUTURE

e.g. Ask for help when I need it. Learn who the key players are first. Include all stakeholders early on. Broaden my knowledge on X. Don't be so quick to rush to action.

3

### NEW POSSIBILITIES

e.g. Explore a new market. Expand my network. Connect with others in a similar situation. Create our next new product.

## Industrial-Grade Reframing

A three step process for reframing setbacks with more emotional heft.

### STEP 1: PREPARE

- Identify the problem, setback, or crisis you want to reframe (e.g. loss of a major account or client, staffing challenges, competitive threat, etc.)

### STEP 2: CONFRONT REALITY

- List the potential threats associated with that problem, setback, or crisis (e.g. may miss revenue targets, senior management might be unhappy)
- Identify the threats over which you have some control and plan for action. (e.g. mount a marketing campaign to get new clients, mitigate lost revenue)

### STEP 3: REFRAME

- Find the opportunities in the situation (e.g. the loss of a big client provides time and impetus to get creative and think outside the box when strategizing for future projects and campaigns)