

Life Mastery 2



Session 6 What's GREAT About This?

By Mark Fournier

- **What's GREAT about this?**
- **Best Case / Worst Case**
- **The Shift**
- **Assignments**

What's GREAT about this?

What's GREAT about this?

The '*What's GREAT about this?*' Shift is yet another Shift that bears focus beyond that covered in Life Mastery 1. As with other powerful Shifts, *this* Shift allows us to take control of our 'reality' and consequently, of our feelings and behavior.

This is one of the simplest and most powerful of all the Shifts, and not only is it something that *anyone* can do; it works in almost any situation. It's also relatively 'Fast, Fun and Easy'.

As you will recall, the idea behind this Shift is a simple one: 'Ask an empowering question, and you will get an empowering answer'. But most of us never ask such questions... especially not when we're upset!

Even though we spent a considerable amount of time learning the value of asking this question during LM-1, chances are, when challenges occur, your *first* instinct is STILL to focus on the 'problem', and as such, you may still have difficulty *consistently* seeing the *solution*. How can we see the solution when we're looking in the wrong direction?

“We cannot see our shadows while facing toward the sun.”

~Helen Keller

By asking 'What's GREAT about this?' we are essentially focusing on the *possibilities*. And in so doing we generally wind up *seeing* the possibilities. We need to MASTER this Shift in part, because it is the quintessential 'problem-solvers super tool'!

As discussed in LM-1, when things aren't going our way... we still have a choice... we can either look at what's WRONG, or we can look for what's GREAT. And whichever one we're looking for is the one we will eventually see... because there is *always* something good, and something not so good about *everything*!

THIS is why 'Everything Always Works Out'... it's because no matter how a thing turns out... there is always something good (or GREAT) about it ... all you need to do is *look*.

Hopefully, by now, you are formally keeping an EAWO Journal, in which case, you will find it helpful to regularly list what turned out GREAT about every challenge you face.

Although performing this particular Shift is an incredibly simple task you will quickly find two significant challenges:

- 1) Until it becomes a **habit** you will keep forgetting to ask the question. (And if you don't ask what is GREAT, you won't SEE what is GREAT.)
- 2) The more upset you, your friends, family or client are, the more difficult it will be to see something GREAT. This doesn't mean there *isn't* something... it just means that your ego and emotional state are making it difficult for you to *see* it. And in most cases your ego won't even let you LOOK for it... it will just blurt out "There **ISN'T** anything great about this!" And it will *believe* this to be true. And this will *continue* to be so until it becomes a **habit**.

The above points are the two *primary* reasons why we need a Support Community:

- 1) We will forget to ask 'what is GREAT', and will need 'someone' to remind us.
- 2) When we can't see what is GREAT about our situation (because we are too upset to even begin looking), our Support Community will be there to give us a little nudge... to *help* us see the possibilities. The Support Community doesn't do all the work because it's important that we think of a few 'GREAT' things on our own... but they *can* come up with the first one or two things, just to show us it is possible to find *something*.

You will quickly discover that it is often easier to see what is GREAT about *other people's* challenges than your own challenges. This is because you yourself aren't emotionally involved or nearly as attached to the outcome when it's someone else's issue as *they* are likely to be. As such, when YOU are the Support Community, you can remain in a more neutral position and calmly look around for the advantages to their 'challenge'.

This condition will help make it all the more clear to others in your life that you will each benefit from each other's support as you will each be better able to calmly look for what is GREAT at times when the other is too caught up or emotionally charged to do so.

Although we've done similar exercises in LM-1, this particular exercise always brings about benefits, so let's do it again.

EXERCISE

List three challenges from your real life... these can be general challenges such as the fact that you are getting older every year or more specific challenges (such as dealing with someone who is chronically late to your appointments).

After listing the challenges, attempt to write TEN things that are GREAT about them. The reason why you list not 'one', but TEN items is because the more you list the more likely you are to begin believing that there really are GREAT things about this, *and* the more likely you are to *find* them. Also, just being in the process of trying to come up with ten items causes you to start focusing more toward the solutions and away from the problem (if you can't come up with 10 GREAT things that's okay, but at least *try*).

My Challenge: _____

What is GREAT about it: _____

As you can once again see, asking this simple little question can change EVERYTHING!

The ‘Best Case’ / ‘Worst Case’ Shift

The next level of this Shift involves playing a more complex game... but once you master it nearly ANY situation can be turned into an advantage. And the power you will have to convert your clients emotional state will grow significantly greater.

I call this The ‘Best Case’ / ‘Worst Case’ Shift... but it’s really just a more in-depth version of the ‘What’s GREAT about this? Shift’.

How would you feel if you knew that no matter what situation you are in, and no matter what route you took (provided it brought no harm to others), you would still wind up *better off* than where you are now? Think about it... if no matter what actions you take you can still wind up in a better place than you’re in right now, then technically you can’t lose! It would be so much easier to take action (even risks) if we knew we couldn’t ‘fail’. And it would be far easier to let go of anxiety over our current situation or over future outcomes as well. So how is something so exciting... possible? I’ll show you:

For the most part, when things begin ‘going sour’ for us, we tend to look not only at what is going ‘wrong’ *now*, but at how bad it will be in the *future* as well. In Cognitive Behavioral Therapy, this is called ‘Fortune Telling’. In other words, we look at the *worst* case scenario, and assume it is going to happen. This is human nature, and we use it in the hope that it will either *protect* us from the worst, or *prepare* us for it. But studies have shown that it rarely does either. In fact, it typically makes things even worse by putting us in a fearful or anxious state and blinding us to the possibilities, thereby handicapping our ability to take positive proactive steps toward a productive outcome.

Oddly enough, although we frequently look at the ‘*worst* case scenario’ we rarely give equal time and effort to the ‘*best* case scenario’. And since both scenarios are little more than two of an infinite number of possibilities, it makes little sense for us to dwell on only one of them. Also, since ‘focusing on our problems’ blinds us to the solutions, it makes even less sense to focus only on the *worst* case scenario without at the very least giving the *best* case scenario equal consideration. Keep in mind however, that no matter what scenarios you concoct they are still nothing more than ‘potential possibilities’ in a limitless future. And as a result, it also makes little sense for us to get too worked up over any one ‘worst case scenario’ that may never even happen.

But let’s take this concept one step further... (and this is how we get to more or less *guarantee* that no matter what actions you take you will still wind up better off than you are now):

Pretend for a moment that you went ahead and imagined the worst case scenario of some situation you’re concerned about.

So what happens when we imagine the worst case scenario? Generally, we then become upset, begin to panic, freak out, back down, run away, or any number of disempowered behaviors. But what we almost NEVER do is FINISH the ‘Story’. We stop at ‘worst case scenario’ as if the world will suddenly freeze the moment it happens and we will be trapped in this ‘worst case scenario hell’ forever. It’s like the guy who worries that he will lose his job. But the question he *doesn’t* ask is ‘**And THEN what?**’ In other words... if you lost your job what do you think would happen NEXT? Would the world come to an end? Would you be thrown into a volcano? No, you would go find another job... because the ‘worst case scenario’ **isn’t** the *end*... it’s just the beginning of yet *another* possible scenario.

So what we need to do is ‘finish the Story’... once we reach our so called ‘worst case scenario’, we need to keep going. And how do we do this? By asking the question ‘What’s GREAT about this?’ By projecting a future worst case scenario, and *then* asking ‘what is GREAT about it’ we are essentially turning it into a *best* case scenario because once we figure out what is GREAT about it, we no longer need to fear it... because no matter how it turns out, we always have the ability to find something GREAT about it and turn it around... which is once again why Everything Always Works Out.

By now you can see how our various Shifts can be used together and even build upon one another.

You can now take your challenges (or those of others) and either go straight to the question of ‘What’s GREAT about this?’ Or, if they insist on focusing on a ‘worst case scenario future’, you can let them do so, and *then* ask ‘What would be GREAT about it’.

EXAMPLE:

You: ‘So, what IS the worst case scenario?’

Your Subject: ‘I could lose my job over this’

You: ‘And if that happened, what would be GREAT about it?’

Your Subject: ‘I could reinvent myself and my career... finally start my own business, begin working from home, spend more time with my family and do something I’m passionate about... I might even make more money... and probably wouldn’t care either way because I would already getting everything I want and need’

You: ‘So, in other words, your ‘worst case scenario’ could ultimately turn into the *best* case scenario and one of the best things that ever happened to you, is that correct?’

Your Subject: ‘Oh my gosh... yes, you’re right.’

You: ‘So, are you ready to let go of your fear and begin moving forward?’

Your Subject: ‘Yes I am.’

You: ‘We’ve taken a look at how great the worst case scenario might turn out, but what if the worst case never happened in the first place... what if you got the *best* case scenario right off the bat... what might *that* look like? What is the *best* thing that could happen over this incident?’

Your Subject: ‘I guess that instead of losing my job over this, my boss could call me in to find out what happened and when I explain it to him along with all of my ideas for ways of keeping things like this from ever happening again he could give me a raise and put me in charge of creating and running a quality control department... which would be so cool!’

You: ‘So, what steps might you take right NOW to bring *this* scenario about?’

Your Subject: ‘I could decide not to wait for my *boss* to decide anything... I could request a meeting with him first thing in the morning and TELL him what happened, then share all of my solutions with him and begin moving toward my best case scenario on my own!’

You: ‘So, is this something you would like to do?’

Your Subject: ‘Yes I would... but what if he refuses to meet with me or he doesn’t like my ideas?’

You: ‘Then we’re right back where we started... which is where even in your worst case scenario you wind up better off than where you are now...’

Your Subject: ‘So no matter what I do... or what my boss does... I can always turn it into something GREAT... so I really have nothing to lose by asking to meet with him and nothing to fear about the outcome...’

You: ‘Exactly.’

Your Subject: ‘So I guess that’s it... I’ll just go see my boss tomorrow and see *which* best case scenario comes of it...’

You: ‘Yes! So how are you feeling right now... do you feel you have accomplished your objective for our session together today?’

Your Subject: ‘Absolutely!’

The Shift

What's GREAT about this?

This Shift is primarily used for helping yourself and others:

- Overcome Stress, Fear, Anxiety and Overwhelm
- Let go and create a peaceful sense of calm acceptance
- Get off the 'Dark Train' (more about this in future lessons)
- Generate excitement and passion for their current situation and their future

This Shift involves fairly equal dialog between you and your subject.

Vocal style: Calm or Uplifting

Music: Soothing or Uplifting

Aroma: When possible a scent chosen by your subject as being 'their favorite'

Set Up

As a reminder, one of the first things you need to do when you begin working with your subject is to find out what State they are in and where you need to 'take' them. And you do this by asking them the following simple questions:

- 1) How are you feeling today (mentally and emotionally)?
- 2) How would you *like* to be feeling when we are through?

If you decide on the 'What's GREAT about this?' Shift you will move to Step #1 below, however, if your subject is highly agitated, distracted or unable to fully relax, you may wish to combine this with another 'calming' Shift such as *Focused Breathing*.

Step #1

What's your Story?

Ask your subject to share their 'Story' with you. Explain to them that if they can share their thoughts and feelings in under five minutes it will allow you more time to work with them on the solution. ... Recognize that whatever they tell you, it is still just a 'Story'. Make sure they tell you what their concerns, fears or issues are before moving on.

Once you believe you understand what their Story is, repeat it back to them to make certain that you fully understand it. Paraphrase it if possible. **Make sure you clearly identify what they believe the 'problem' is and what they are concerned will 'happen' as a result of this 'problem'.**

After they confirm that you fully understand what their Story is, and if you believe they are ready to let go of their Story and start feeling better NOW, move to Step #2 below:

Step #2

What's GREAT about this?

- Ask your subject what is GREAT about the situation they've described to you (explain to them that there is always *something* GREAT about everything and it is now their job to figure out what it is... ask them to list as many things as possible.
- As they list these things, repeat some of them back to them and even build on these items to help them create some excitement around their list.
- Once you and your subject have come up with enough GREAT things about their situation that they are ready to let go of their negative thoughts and feelings around it, you will ask them how they are *now* feeling. If they feel their issue has been resolved and you have time left in your session, you will offer additional Shifts that will take them higher still.

However, if they are not yet ready to list 'What's GREAT' (even when you help them), you will move to Step #3 below (especially if they are obsessing about the future):

Step #3

Worst Case Scenario

- They may already have told you what their 'worst case scenario' is, but if they haven't, you will want to have them share it with you now.
- Once they've shared their worst case scenario, you will help them understand that even if their worst case scenario comes true... their life will go on... and as such it only makes sense that they 'finish the story'... in which case, you would say... 'Okay... even if this did happen... your life wouldn't end... you would continue living... so the question is... 'continue living' in what way? And the answer is... 'its' up to you'.
- You would then take them back to Step #2 and ask them... So... if your worst case scenario took place... what would be GREAT about it? And then continue the Step #2 process.

Step #4

Best Case Scenario

- You would then explain that the so called worst case scenario that they have chosen is only one of an infinite number of possibilities... and that in the unlimited universe there are an equal number of *positive* scenarios as well, so it's only fair that they also consider what the *best* case scenario might be.
- You then ask them to create and describe what the best case scenario might be if the worst case never happened.

Step #5

Let it Go

Once the client appears to have moved into the state they were hoping to achieve, if there is time left, ask if they would like to do another Shift and then use whichever Shift seems most appropriate for the situation and individual.

Step #6 (Client Assignments)

Before releasing your subject, recommend that in order to sustain and build upon the positive feelings you've created, that they do the following after they go home:

- Practice asking 'What's GREAT about this?' every chance they get.
- Get others in their life practicing this as well.

Summary:

Asking the question 'What's GREAT about this?' is one of the simplest and most effective methods on earth for solving problems and altering your state. The more often you apply it the more time you get to spend finding solutions and loving your life.

Assignments

Take on as many of these assignments as possible (remember, it isn't what you learn that will help you master this process, it's what you DO).

Continuing Assignments:

Continue enrolling others into your Support Community.

Continuing Assignments:

Continue sharing the lessons you've learned thus far with as many members of your Support Community as possible.

Continuing Assignments:

If you are involved in our Life Coaching & Mastery course or hoping to one day become a certified Life Coach, continue logging the hours you spend learning these coaching techniques and separately logging the hours you spend coaching others with them.

Continuing Assignments:

Practice applying the 'Loving What Is' Shift to your own life throughout the week

Continuing Assignments:

Do the 'Loving What Is' *assignments* for yourself (as listed above under Client Assignments).

Continuing Assignments:

Practice applying the 'Loving What Is' Shift with members of your Support Community throughout the week

Continuing Assignments:

Continue applying the 'Focused Breathing' Shift to your own life throughout the week

Continuing Assignments:

Continue applying the 'Focused Breathing' Shift with members of your Support Community throughout the week

Continuing Assignments:

Practice applying the 'S.W.A.P.' Shift to your own life throughout the week

Continuing Assignments:

Do the 'S.W.A.P.' *assignments* for yourself (as listed above under **Step #5** Assignments).

Continuing Assignments:

Practice applying the 'S.W.A.P.' Shift with members of your Support Community throughout the week

Continuing Assignments:

Create your own EAWO Journal, use it not only for yourself but to show your subjects what to create for themselves.

Continuing Assignments:

Practice Focused Breathing while using the phrase 'Everything Always Works Out' as you inhale, and 'Letting Go, Letting Go, Letting Go' as you exhale.

Continuing Assignments:

Practice applying the E.A.W.O Shift with members of your Support Community throughout the week.

Assignment #1:

- All week long ask yourself... What is GREAT about this?
- Share it with others all week long and help them find 'what's GREAT' too!

Assignment #2:

Any time you find yourself (or others) looking at the worst case scenario do two things:

- 1) Keep going... once you get to the worst case scenario, ask what would be GREAT if that happened... and keep asking until you don't care if the worst case occurs because the outcome will still be GREAT.
- 2) Once you've figured out what would be GREAT about the worst case scenario, ask what would be the *best* case scenario... what if the worst case never happened?

Optional Assignment:

'Think about your Thinking': For the next week, pay attention to your *conscious* 'thoughts, Stories and Self Talk', notice throughout the day the kind of things you *tell yourself, think about* and *focus on*, then experiment by replacing any *negative* 'Focus, Thought, Self Talk or Stories' with more *positive* ones and see how differently this makes you feel and behave.

Optional Assignment:

'Pay Attention to what you Pay Attention to ... Notice what you're Noticing': For the next week, be aware of what you are 'looking for' in your circumstances and in others, next, experiment by *looking for* new more positive things in each of these scenarios and see how this changes what you 'see' and consequently how you feel and behave.

Optional Assignment:

For the next week, pay attention to the difference between 'what is happening' and your *interpretation* of what is happening. See if you can remove your interpretations from the equation and see things for what they 'really' are. This is nearly an impossible feat, but just see how close you can come to pulling it off.

Optional Assignment:

For the next week, pretend that it's all just a game... and view each challenge that comes along as you would if it were only Hide-N-Seek, and would all work out in the end.

Optional Assignment:

For the next week, begin figuring out how you can eliminate the things in your life that wouldn't really matter if you knew you had only a year to live, and begin focusing more on the ones that *would* still matter.

Optional Assignment:

For the next week, refuse to look at anything negative that happens as being a catastrophe, see it instead as nothing more than an inconvenience... or better still as a catalyst for something wonderful.

Optional Assignment:

For the next week, do everything in your power to keep from judging others... accept that their behavior is appropriate for their perceptions and programs. And whenever you get the opportunity, ASK them to describe 'what they see and how they feel' so you can too can see inside of *their* Glass Box. Make sure you paraphrase what you've heard.

Optional Assignment:

For the next week, any time you feel yourself slipping into fear or self-pity, pretend that you are a 'wild animal'... then go about your day as they would and just refuse to give it another thought.

Optional Assignment:

For the next week, take every single dark or negative thought as it occurs and immediately replace it with a better, more positive one, and then act upon it.

Optional Assignment:

For the next week, practice replacing your vacation-hells with vacation-heavens. Then once you've affectively climbed aboard the Bright Train, practice returning to NOW and appreciating the moment.