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A free, electronic newsletter brought to you by:

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IN THIS ISSUE:

- \* Fearing Change, Embracing Adventure
- \* Tip of the Month
- \* Coming Events
- \* Spread the Word

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## FEARING CHANGE, EMBRACING ADVENTURE

My life is in a state of chaos and change right now. Has that ever happened to you?

This time we've invited it in – I have to keep reminding myself of that! We decided to sell our house of 13 years and rent a house, forcing us to downsize in preparation for a probable long distance move to a warmer climate in a year or so. One of the perks of having businesses that can be conducted from just about anywhere is a choice of location.

While we've been thinking and talking about this plan for many months, chaos moved in when we officially listed the house, got a contract at our first open house, signed the lease on the rental, arranged our moving date and left for two weeks in Arizona to check out the summer heat.

I think one of the universal things about this situation is the fear of leaving the familiar and comfortable for the unknown. Heck, even when we're in a familiar but uncomfortable position (i.e., a job we hate, a relationship that isn't working) it's often hard to change. What if we don't like the new place (job, absence of relationship) when we get there? What if we find that we're someplace worse? Even when I look at the things that are "wrong" with this house that I've loved, I tell myself that at least I know what they are.

I went through similar feelings when I decided to leave my previous career to study and become a coach. After all, I had a perfectly good career, with a great business partner and successful business. So what if it involved an awful lot of travel or if the work didn't seem to have as much impact as I would have liked at the end of the day (new software often has an amazingly short shelf life). I was excited about the power of coaching, having experienced it as client, but was that enough reason to upset a pretty good apple cart?

Susan Jeffers offers a No-Lose Decision-Making Process in her book *Feel the Fear and Do It Anyway*. The basic premise of the No-Lose Model is that there are opportunities to learn and grow, to have new experiences and to learn about yourself and your world in both possible choices of a decision. She helps us to keep things in perspective by contrasting two approaches to decision making.

[From *Feel the Fear and Do It Anyway*, by Susan Jeffers]  
No-Lose Decision-Making Process

Before making a decision:

1. Focus on the No-Lose Model.
2. Do your homework.
3. Establish your priorities.
4. Trust your impulses.
5. Lighten up.

After making a decision:

1. Throw away your picture.
2. Accept total responsibility.
3. Don't protect, correct.

If you don't think the above makes absolute sense, let me summarize the steps we usually take when using the No-Win Model:

#### No-Win Decision-Making Process

Before making a decision:

1. Focus on the No-Win Model.
2. Listen to your mind drive you crazy.
3. Paralyze yourself with anxiety as you try to predict the future
4. Don't trust your impulses – listen to what everyone else thinks.
5. Feel the heaviness of having to make a decision

After making a decision:

1. Create anxiety by trying to control the outcome.
2. Blame someone else if it doesn't work out as you pictured.
3. If it does work out, keep wondering if it would have been better the other way.
4. Don't correct if the decision is "wrong" – you have too much invested.

[End of excerpt]

I think I'll use the No-Lose method myself. How about you?

#### TIP OF THE MONTH

Yesterday I went to a movie with friends. What was remarkable about this experience is that the movie has been held over with sold out crowds and it is basically a documentary on physics, mysticism, reality, and how this applies to us in everyday life. I recommend that you see *What the #\$\*! Do We Know?!* though you may have trouble finding it right now, especially on the East Coast. If you're near Tempe, AZ it's currently been held over for 18 weeks at the Harkins Valley Art. You can also check out the website for locations and lots of valuable information on the scientists/mystics involved and their books and ideas:

<http://www.whatthebleep.com> The link to *I create my day* is especially popular. It is a movie that will get you thinking.

#### COMING EVENTS

Musical event: Schubert's Trout Quintet

Kathleen Hastings (violin), Sue Kiley (viola),

Cheryl Everill (cello), Debra Exner (bass), Nicole Clouser (piano)

Two performances:

Sunday September 26, 3pm Neumann College, Aston, PA

Saturday October 2, 8pm Newark Methodist Church, Newark, DE

MMRF Philadelphia 5K Race for Research Sunday, October 3

If you are looking for a way to get in shape, make a difference, and take advantage of having a larger purpose to keep you motivated, consider walking a 5K, 10K or other event for a charity that touches you personally. If you're local to Philadelphia, join me for the Race for Research in Fairmount Park. The entry fee is \$25 and if you raise \$100 or more for myeloma research the entry fee is waived. You can register here: [http://www.active.com/event\\_detail.cfm?event\\_id=1147064](http://www.active.com/event_detail.cfm?event_id=1147064) or visit my race website: [http://www.active.com/donations/fundraise\\_public.cfm?key=exner](http://www.active.com/donations/fundraise_public.cfm?key=exner)

#### SPREAD THE WORD

If you are ready to make changes in your business and personal life or know someone who is, I'm looking for you. I work primarily with self-employed or self-directed individuals and business owners who want to maximize their effectiveness and satisfaction at work while maintaining a healthy life/work balance. Curious? Email me at [DEXner@ExnerAssociates.com](mailto:DEXner@ExnerAssociates.com) or call 302-478-5919 to schedule a complimentary half-hour coaching session.

If you are enjoying this newsletter, please forward it to your friends and colleagues! Or direct them to the subscription form and past issues at [exnerassociates.com](http://exnerassociates.com)

Thanks,

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There is no greater hell than to be a prisoner of fear.  
— Ben Johnson (1600s British Clergyman, Poet)

Please let me know if you'd rather not receive these messages.