

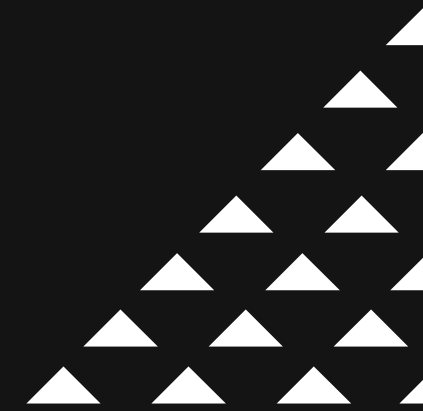
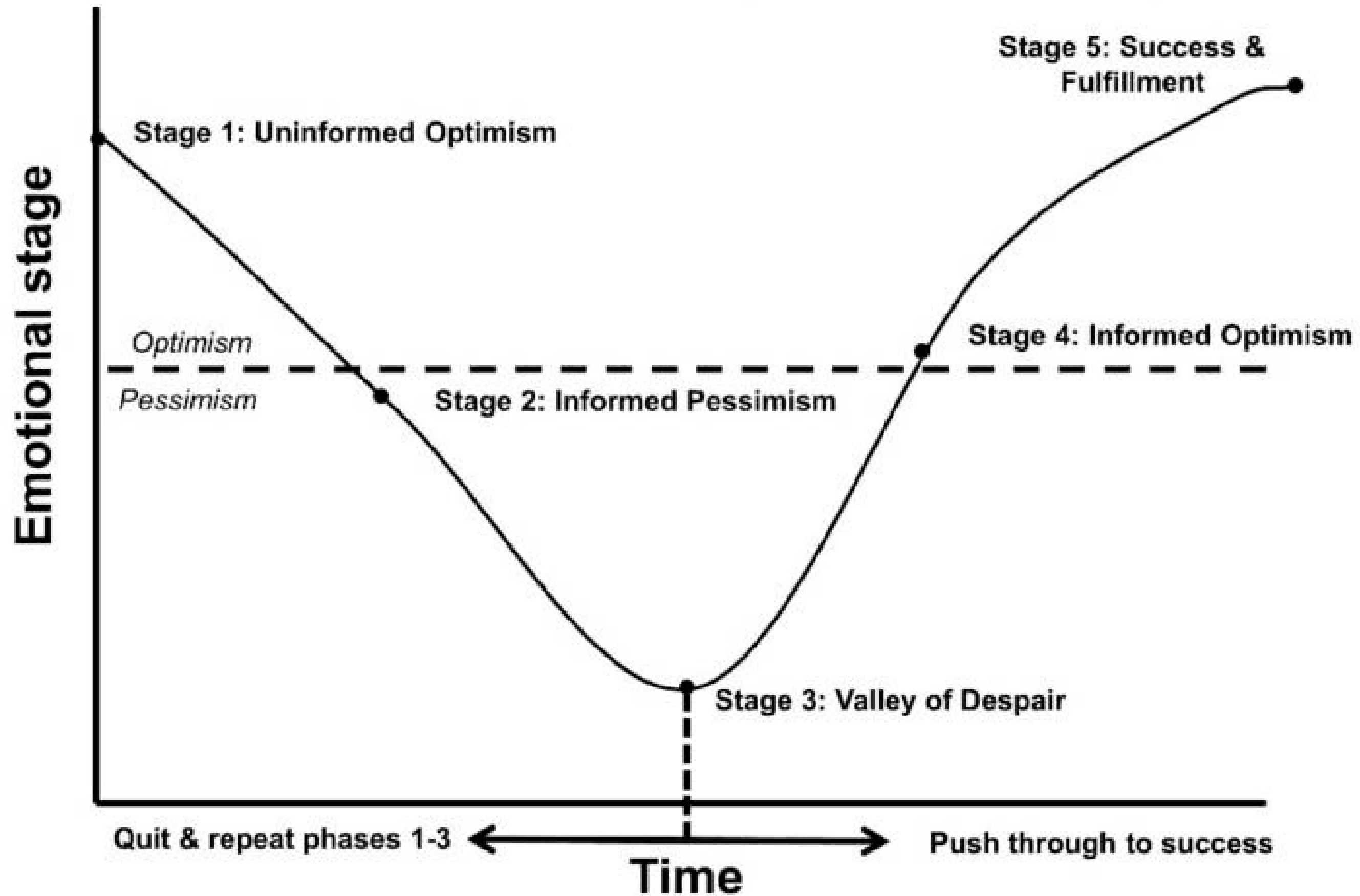


EMOTIONAL STAGES OF CHANGE

BE MORE HUMAN PERFORMANCE

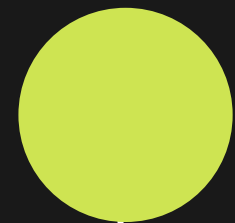


The Emotional Cycle of Change

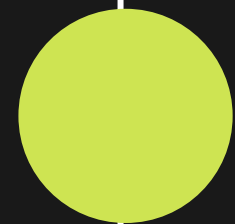


STAGE 1: UNINFORMED OPTIMISM

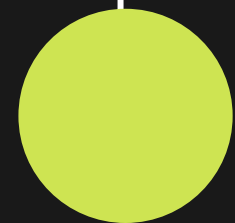
Knowing the benefits with none of the cost.



When you joined the program you saw the end goal and got fired up!



This is the dream! The vision.



Everyone can imagine and dream what it would be like to have X or be X but little know what it truly takes.



STAGE 2: INFORMED PESSIMISM



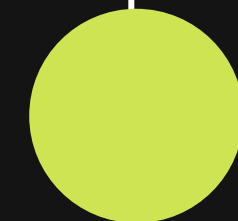
As reality hits positive emotions start to decrease and pessimism sets in.



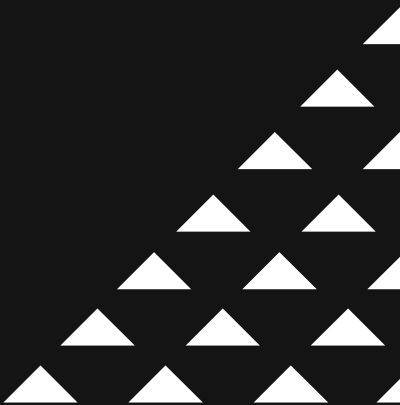
This stage is a shift to a negative emotional state. Here, the benefits don't seem as real, important, or immediate, and the costs of the change are apparent. People question if the change is really worth the effort. You start looking for reasons to abandon the effort. But it gets worse.



Orientation



First couple weeks



WHEN THINGS GET TOUGH YOU HAVE 3 OPTIONS

We all hit a cross roads when we face difficulty, which road are you going to take?



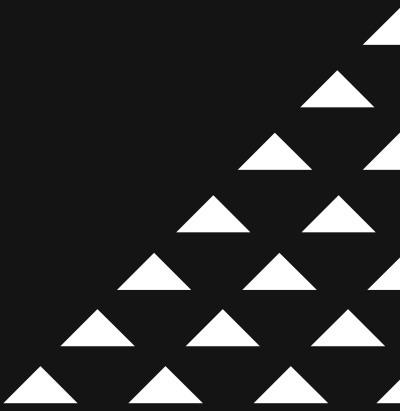
**Quit and
start over**



**Stick to the
plan**



Be More



STAGE 3: VALLEY OF DISPAIR

The pain of change is felt and the benefits seem far away and unimportant. The quickest way to end the discomfort is to quit and go back to the way you did things before the change was introduced. The past doesn't seem so bad at this stage.

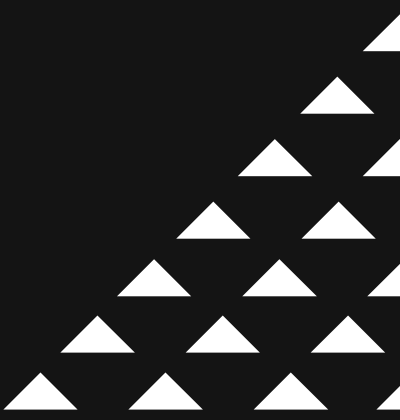
- When most people give up
- Benefits aren't worth the effort
- Only the truly committed or the ones with a strong enough "why" make it through this stage.



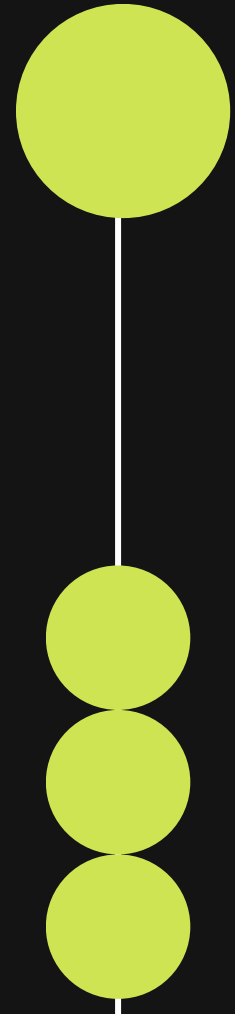
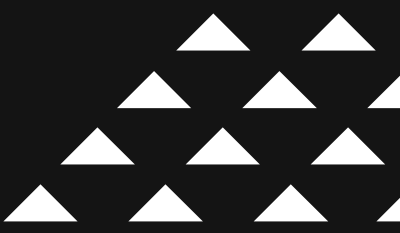
HOW TO OVERCOME NEGATIVE EMOTIONS



- Support systems
- Purpose - mission/vision (why)
- Planning
- Habits
- Exercise
- Setting goals (short and long term)
- Eliminate anything that doesn't align with your goals



STAGE 4: INFORMED OPTIMISM



The possibility of success increases and you are back in the positive emotional zone. The benefits of your actions are starting to bear fruit and the cost of change is worth it. The key here is not to stop but keep going.

Results are starting to be seen/felt.



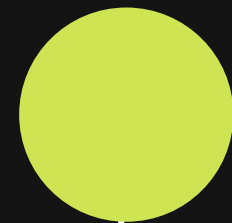
Starting to nail down the routine.



Understanding of the system and processes.



STAGE 5: SUCCESS AND FULFILLMENT



the benefits of your new behaviors are fully experienced and the cost of change is perceived now as worth it.



The actions that were once difficult and uncomfortable are now routine.





THANK YOU

BE MORE HUMAN PERFORMANCE

