

Trueing Tune Up – First Quarter Review 2022

Kudos for taking the time to step back from your busy life to reflect on your journey so far this year.

As you reflect, you'll reconnect to all the good things you have done, and reawaken your Desire for something more, which is a great tool to figure out what is True in your business.

You will invigorate yourself and find new clarity and inspiration to step into the Second Quarter with renewed energy and focus and an even stronger eye on Trueing.

Session One: What Really Happened? (noon-1pm ET)

- **Take a Reality Check:** look at what actually happened, not just your memory or first impression of what happened: consult your day book, calendar, business notebook, journal.
- **Make a list.** As you go through your planner/calendar/journal, jot down what stands out, what you notice, what surprises you. What did you forget about?
- **Feel your feelings.** It's normal and human to have sadness, anger, frustration, disappointment, or other challenging feelings come up. Let them. Let them rise up. Feel them. Notice where in your body they are, if they have a color, a shape, a temperature, or a movement. See if you can simply stay present with the feeling for 90 seconds to 2 minutes. You may find it rolls through you leaving you lighter and more ready to step forward.

Session Two: Meaning, Success Anchoring, and Reckoning (1-2pm ET)

- **Make some meaning** of what happened so far this Quarter:
 - What was liberating, empowering, or supportive?
 - What was hard, disappointing, difficult?
 - What was unexpected, unpredictable?
 - What do you know now that you didn't three months ago?
 - What do you need to do to integrate or make peace with the last three months? (grieving, self-forgiveness, stories and beliefs)
 - What was the Story of your First Quarter?
- **Success Anchoring:** What were your successes and what created them?
 - What have I created that is new and different?
 - What new identity am I now inhabiting?
 - What new thoughts/stories/beliefs helped me create this?
 - What new feeling or energy helped me create this?
 - What new actions helped me create this?
 - What was the biggest deal for me in creating this?

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- What can I remember from this experience next time I want to create a new result in my life?
- **Reckoning:** what isn't working?
 - Where were you most True in your work life?
 - Where did you stray off course from your real desire or operate under a heavy weight of "should"?
 - Which of the following feel delightful and alive? Which feel heavy or difficult?
 - The focus of your work
 - The clients you work with
 - The way you work with clients (your individual packages or offerings)
 - Your overall business model (how your different offers work together)
 - Your fees
 - Your income
 - Your relationship with clients
 - Your messaging and content
 - How you create content
 - How you market (how you make what you do visible to other humans)
 - Your visibility
 - How you sell (how you invite people to pay you for what you do)
 - Your work schedule
 - Where are you not generating the results you desire?
 - What old sad stories, inaccurate assumptions, or unhelpful beliefs are you operating under?
 - Are there things you are investing time, energy, or money in that are not deeply nourishing?

Session Three: Orienting Around Desire (2-3pm ET)

- What do you deeply desire for yourself, for your life, for your business? What do you want to do, be, feel, or express more of?
- Which of the following would you like to redesign or reorient?
 - The focus of your work
 - The clients you work with
 - The way you work with clients (your individual packages or offerings)
 - Your overall business model (how your different offers work together)
 - Your fees
 - Your income
 - Your relationship with clients
 - Your messaging and content
 - How you create content

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- How you market (how you make what you do visible to other humans)
- Your visibility
- How you sell (how you invite people to pay you for what you do)
- Your work schedule
- For any areas you identified as not being True, if that area could be designed to be delicious and delightful, what would it look like? What would it feel like?
- Optional Exercise to Discern Direction:
 - If it appeals, find three images online (Pinterest is good) that capture the qualities, feelings, and energy you want for the coming quarter (or rest of the year)
 - Take a moment to decode the images - - what are the qualities and feelings they convey? What is the message or energy of that image?
 - How will you put this guidance into action? How will you let it inspire you?

Session Four: Lay Down a Trueing Track (3-4pm ET)

- **Pick one to three Learning Edge Outcomes** you want to focus on in the Second Quarter. This is where you will focus your energy and efforts daily for maximum growth. Write these down and track your progress daily. Self-coach on these daily.
- **List the Delightful Tangible Outcomes you hope this learning and expansion will create** in terms of clients, income, and so on. These outcomes are not completely within your control but are good to write down and celebrate when you achieve them.
- **Pick three of the areas you want to change** to focus on in the Second Quarter.
- **What, if any, part of you believes that you can't have that area be the way you want?** Shifting these changes your energy and makes it easier to accomplish what you Desire.
- **What more supportive or empowering Stories and beliefs will support you** in showing up in the force and power of your being? In creating a successful and Wildly True business?
- **What new skills do you need to develop to True your business?**
- **How will you keep these intentions VISIBLE** and top of mind?

Session Five: Wrap Up (4-4:20pm ET)

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Learning Edge Outcomes and Delightful Concrete Outcomes

To set a focus for your work in this group, I encourage you to set two kinds of outcomes.

Learning Edge Outcomes

This outcome should speak to how you want to **feel** while doing some aspect of your business. It should speak to how you want to see, perceive, relate to or respond to some aspect of your business.

Progressing with this outcome is fully within your control. It does not require someone else to do anything for you to progress with it! This outcome is something you can work on ongoingly.

The beauty of having Learning Edge Outcomes to focus on is that you can focus on them and progress with them no matter what else is on your plate.

I recommend at any given time you work on no more than three of these outcomes.

Examples would be:

- *I want to be bold and courageous making offers to my clients, full of curiosity about what is possible rather than worry about whether or not anyone says yes.*
- *I want to trust myself to take smart, effective action to grow my business even when I feel like I don't know what I'm doing.*
- *I want to allow all the feelings of fear and shame that come up when I look at my business outcomes and then meet myself with love.*
- *I want to grow my business while tending really well to my nervous system.*
- *I want to treat myself with the grace and compassion I bring my clients.*
- *I want to write every day and bring my whole heart and passion to the table when I do.*

Delightful Concrete Outcome

These are the concrete, tangible outcomes that would be delightful if they came to pass.

These can be useful guideposts because we can explore the stories and beliefs and practices that keep us from easily achieving those things. We can play with thought work around “It’s possible for me to have this” or “It’s possible for me to learn how to do this.”

Achieving these is usually not entirely within your control. It requires other people to take action that you are not in charge of.

Examples would be:

- *I book five new clients this quarter.*

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- *I launch a successful group program with 10 participants.*
- *I have my first \$10,000 month in my business.*
- *I have 7 clients who pay my full rate.*

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Learning Edge Tracking Sheet

My Learning Edge Outcome(s):

-
-
-

Date	Actions Taken	How It Helped

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Self-Coaching

I strongly encourage you to self-coach each day around the stories, and beliefs that come up around your:

- Learning Edge Outcomes
- Delightful Concrete Outcomes
- Real-life Experiences

Start to identify where you might move into a more useful, supportive, empowering Story around your work.

A lot of Trueing is about freeing yourself from old patterns, old stories, and old models of how you “should” do business.

While there are many models for doing Thought Work, here’s one that I find works well.

You’ll run through this TWICE in most cases. First, with your existing/unconscious/default Story, and once with your chosen/empowering/supportive Story.

The goal is to become more aware of the unconscious or underlying Stories that color your experience doing your work in the world and feel you have access to a wider range of perspectives and actions.

1. What is the ARENA of concern? What is happening that is causing distress or discomfort?
2. What is the STORY or BELIEF you are holding? What meaning are you making of what is happening?
3. What FEELING does that Story or Belief create? Allow yourself a moment of feeling that feeling. What happens to your energy when you are stuck in this Story?
4. What ACTIONS are or are not accessible from that Feeling? What do you do how do you do
5. What RESULT is most likely given the Feeling and Actions in this case?

Default Story

1. What is the ARENA of concern?

My business income. \$x in the bank.

2. What is the STORY or BELIEF you are holding?

I don’t know how to generate the income I want. Or No matter how hard I work, I don’t generate the results I want.

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3. What FEELING does that Story or Belief create?

Shame. My face feels hot and I feel sick in my stomach.

4. What ACTIONS are or are not accessible from that Feeling?

I study different approaches but don't actually put anything into practice because I'm not sure it will work. I try marketing efforts but secretly don't believe they'll work.

5. What RESULT is most likely given the Feelings and Actions?

I don't change my income.

Chosen Story

1. What is the ARENA of concern?

Same as before. *My business income. \$x in the bank.*

2. What is the STORY or BELIEF you are holding?

It's possible that I could generate more income in my business.

I am becoming someone who generates a consistent income from her business.

You are not EFFORTING to believe something more positive. You do not have to go with the most sunshine and rainbows Story. Try to find something that is MORE helpful than your current story, but that is accessible and believable to you.

So rather than the most ultra-positive story, you may use stepping stone phrases like:

It's possible that I could . . .

I am learning to . . .

I am becoming someone who know how to . . .

3. What FEELING does that Story or Belief create? Allow yourself a moment of feeling that feeling.

Hopeful. I feel an opening in my chest.

4. What ACTIONS are or are not accessible from that Feeling?

Post more often on social media.

Post without overthinking what I write.

Regularly invite people to work with me.

5. What RESULT is most likely given the Actions?

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I discover new marketing actions that bring in more clients.

Don't be discouraged if you have a lot of tricky, painful, sticky Stories. They can shift.

Don't judge yourself for having tricky, painful, sticky Stories. We all do. Love the part of you that has these Stories.