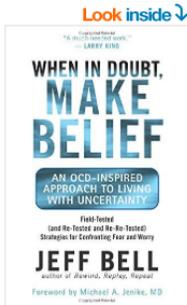


10 Steps through Doubt

The book: <https://www.amazon.com/When-Doubt-Make-Belief-OCD-Inspired/dp/1577316703>



PART 1:

Is doubt all bad? No.

Heathy doubt: Intellect Based Doubt - based on reason, logic... tempts to prompt curiosity and/or caution.. leads us to act with doubt in a constructive way. You WANT this type.

Unhealthy doubt: When doubt evokes more anxiety than curiosity or prudent caution. Look at 3 Questions: Does the doubt cause a series of increasing distressing "what-if" questions? (*What if someone hangs up? What if someone yells? What if someone threatens me? What if someone caller-ID's me and reports me to DNC police? What if someone writes down my name and comes to my office and makes a scene? What if someone comes and shoots me? What if I DIE?*) 2. Does this give me only 2 black/white choices? 3. Does this create a strong act or avoid response that others might see as excessive?

Four Trapdoors (Traps)

1. **FACT Checking** (and rechecking and rechecking facts, math,) - Leads to "analysis paralysis" and a lot of wasted time and energy - Excessive info gathering to "make sure"... so that some feared outcome won't happen.
2. **OTHERS Checking** aka/Reassurance seeking - Over-asking for other people's opinion. Shifting responsibility to someone else... so that if it's wrong it's "not my fault". Leads to dysfunctional dependence on others. The more you do it, the more you want to do it more. It makes you "feel better" for a moment. Like excessive hand washing... feels good after you do it, so when you "feel bad" again you want to go do it again.
3. **MENTAL Checking** aka/Ruminating - Mentally replaying events, conversations and other sequences in search of verification that some feared consequence did not, or will not, happen. Leads to distraction, worry and over focus on the past and future. What MIGHT have happened in the past and with MIGHT happen in the future. Solve: Everything will be Okay.
4. **Avoiding** - Avoiding situations that trigger anxiety - The devil you know vs the devil you don't. Logic: Been on roller coasters and don't enjoy, so don't go (no benefit in this one). Illogic: I called 10 FSBO's, 7 were negative. So I don't call any of them anymore. (Huge benefit of getting enough data)

10 Steps Out when" Stuck" in Doubt - Part 1 Review

Reverence Cultivating a "Triple A Attitude" - Abundance, Appreciation & Authenticity

1. Abundance: **Choose to see the universe as friendly.** "The single most important decision any of us will ever make is whether or not to believe the universe is friendly or not. There are on 2 ways to live your life: One is as though nothing is a miracle. The other is as though everything is."- Albert Einstein
2. Appreciation: **Embrace the possibility in every moment.** See the present moment as an opportunity to learn and grow.
3. Authenticity: **Affirm your universal potential.** We are NOT our doubts. We cultivate our "impartial observer". PRACTICE observing (notice how this fits in our coaching model)

Resolve

4. **Put your commitments ahead of your comfort.** It's OK to be uncomfortable. *Uncertainty paradox: the key to dealing with uncertain is learning to embrace the discomfort of uncertainty.* "I feel scared and I want to this feeling to go away NOW". It's a reinforcing loop: Anxiety - Tense up - You tell brain "I'm in trouble" (activating amygdala) and sending out more stress chemicals - leading to... More Anxiety. A loop. You are afraid of what caused initial anxiety; you're upset because you are even more anxious. This causes the "trapdoors" to be very attractive.

The OTHER way #1: Change your stance around anxiety. "It feels bad, I don't like it, but I can handle it. Well, this is bad, but it's not going to kill me. Bring it on. Let's call this "excitement" instead of fear. Breathe 3 deep breaths before I do/think anything else. IN:1,2,3,4,5 HOLD:1,2,3,4,5 OUT: 1,2,3,4,5) #2: Change your stance toward uncertainly. Your

test: Do you know if your car is where you left it? You mean, you left a \$30K car in the parking lot and don't know it's there? We actually handle a tremendous amount of uncertainty all the time... harness that! Habituation: We know through brain imaging that if we hang WITH the anxiety and uncertainty for a period of time, it WILL dissipate. You get USED to it and the next time it's less anxiety provoking.

Now Part TWO:

5. Keep sight of the Big Picture and the Greater Good.

This carries #4 above into a deeper arena. The book talks about the MLK Jr. Freedom Marchers understanding that they would be uncomfortable. About MLK explaining in great detail how this journey would be a struggle. There would be pain, and even "hell" before achieving their noble cause. And to NOT TAKE THEIR EYE OFF THE PRIZE.

That was the "greater good". Looking at Real Estate: In the Micro we can look at difficult transactions. Do we look to the greater good? Is that \$2K credit request more important than buying/selling the house? Rarely. WE must keep our eye on our Life's Intentions. Of our juicy goals. Of the commitments we've made in our SSS's. And of the goals OTHERS have. In my own opinion, as an example, the "principle of the thing" kills more dreams and goals than any other thing. The big picture is critical. "The big picture is getting you moved to Florida. Will that \$2K really make a difference in the long run? Will it cause you to file bankruptcy? Is it really going to affect your quality of life over the years?" - Rarely. We must have the courage to ask those questions.

A few tips:

- A sense of humor can be very important in this. My husband Mike is great at this. Diffusing with a bit of humor in the worst of situations. (*Well... what would make you "kinda happy"?*)
- Being of service... Remember who you are in service to. To your family. To your Team. To Clients. To fellow Agents. To your Brokerage, your Board, your State Association, NAR. -- Who are you in service to... that your doubt is getting in the way of serving? (FSBO's NEED us!)
- Reading your standards of integrity and then asking... What would someone with these qualities do in this situation? This is a TOOL you can use to keep your eye on the bigger picture. The Greater Good.

Investment

6. Claim and Exercise your freedom to choose.

The author goes into how Steven Covey's 7 Habits of Highly Effective People had the most profound effect on his life. These habits show how to INVEST in your life. To proactively choose. Inserting your FREEDOM between stimulus and response to make a choice. We have free will as humans. Are you exercising that will? Or just reacting.

Knowing you have the freedom of choice and exercising the choice are different. Recently I posted a MEME - We have Time. We simply CHOOSE what to do with it.

Choosing to do what we said we would do. Or choosing to do something else.

Period. Always. It's not a judgment... It's a fact.



7. Picture possibility and "direct" your attention.

Going again into Covey's book. Begin with the END in mind. By imagining the outcome we want, we may slide right past doubt (fear/uncertainty/worry) without noticing it as much... because our eye is on the end already. Consider where your focus is. On the fear? On the doubt/uncertainty/worry? Or on the POSSIBILITY. I love the thought: "This may be the thing that ends up making everything better." or "That might be the very best thing that every happened when we look back on it." Claiming that something fearful or upsetting could end up being a catalyst for something better is very empowering and allows your mind to start LOOKING for the good that this could have had an effect on.

This is also about doing some visualization of the future. Building a home as an example, you don't start without a creating a vision in your mind of what that end product will look like, and then putting those visions down on paper as a map to follow. And keeping that vision of what it's going to be like in the future helps you get through all the fears and doubts and worry (monkey mind) that comes up through the process. It's not about getting fear and uncertainty and doubt and worry to go away. It doesn't

go away. It's about directing your attention to the possibilities PAST it. Choosing NOT to give what the author calls "doubt bullies" the "what-if" questions we talked about when defining unhealthy doubt. We can't just say "don't do it" or "cheer up" and have that work. We must give our brains something else to focus on. This is the power of Life's Intentions... Juicy goals.... and SSS's.

8. Act from abundance in ways that empower.

Great section on this if you get the book, highly recommend you read this section carefully. In a nutshell, this is about two things.

1) Taking ACTION. All this great "ways of thinking" and "hacks around doubt/worry/uncertainty/fear" are great thoughts... but without Action, as you know from our Coaching Model, nothing will actually change. What is it that you will DO in physical reality? What is that SSS that you can say "Yes, I did that and there is evidence for it in the physical world that I did it" (it's not a thought -which doesn't leave evidence).

And 2) Taking that Action **from an Abundance Mentality** as opposed to a Scarcity Mentality. Covey talks about that in his book and believing there is only so much of anything. What is an abundance mentality? The opposite. Coming from the thought that there is enough and MORE than enough. We cannot run out of universal resources. There are always more opportunities. There are always more options.

He finishes this chapter with a play on the word "Act". Sometimes we have to "fake it" until we feel it. That's OK too. It's like a smile. Force a smile long enough and it will become real.

"When you don't feel the way you ought to act, act the way you ought to feel, and then you'll feel the way you ought to act." - William James

Surrender

9. Accept and let go of what you cannot control.

I love that this is listed as 2 things. Accept. And Let go of what you can't control. Many of us have a bit of an overblown sense of our own power/control over other people, things, and situations. The author calls it a "hyper responsibility". Our doubt bully may be casting us as the "villain" responsible for all the tragedies in our lives and the world! In the scope of physical reality, there is very little we can control. Not the past. Not the future. Not our family, clients, neighbors or the weather. Not in the safety of those we love. Why do we put ourselves "in charge" of things we cannot control. Trapdoors are a way we attempt to get out.

Acceptance is a reconciling of the way things are... with the way we'd like them to be. In any given moment. By accepting what we cannot change, this frees us up to actually change the things we CAN control. I can't control if someone will answer the phone when I dial... but I can control dialing. I can't control if a contract is accepted... but I can write the offer. We truly suffer when we do not accept what IS. Uncertainty is inevitable. Discomfort is inevitable. But suffering is optional. When we accept uncertainty and discomfort, we can move forward to act on things we can change.

10. Allow for bigger plans than your own to unfold.

The author notes in front of step 10 that you've done the work in steps 1-9. This step is more of section under surrender. Allowing. He asks that we look back the the 9 steps... the 9 footprints you've left behind getting to this point. I think that this is wise advice. A pause before taking the final step. Are you truly ready to let go of Doubt? Let go of Fear and Uncertainty and Worry? What will you fill your life with if not that? This is a big step to be truthful in agreeing to let go of those ways we have been choosing to spend our time.

Reviewing the Shadow of Doubt you started in.

Recognizing Healthy and Unhealthy Doubt and the 4 Trapdoors we use to scoot away.

Making an Agreement take the steps. Starting with seeing the Universe as friendly and your own huge potential.

Making commitments and putting the commitments ahead of your "comfort" (which isn't really comfortable anyway) and Agreeing to change your stance around anxiety. *It feels bad, I don't like it, but I can handle it*. Knowing that SCIENTIFICALLY if we "hang on" and let the doubt/fear sit with us rather than taking a trapdoor, it will dissipate.

Keeping sight of YOUR big picture. Keeping that in front of you always to remind yourself of the greater good. Exercising your freedom to choose and being truthful about the choices we make. Yes, it's our responsibility what we choose. Directing our attention TO the big picture and what is possible.

Acting from abundance. There is enough. More than enough. Scarcity mentality FEEDS on doubt, fear, worry, uncertainty. Choosing another thought to cut that off.

Recognizing what we can control and letting go of the rest. We CAN take actions every day: pick up the phone and dial numbers, or write emails, or reach out on social media, or write and publish a blog post or article, or do a mailing or post an ad

or preview property (listed, expired, fsbo). **These things we CAN do accepting that we don't know the outcome - that we can't control. But we can control the action.**

In making BELIEF, we are contributing to the greater good of the world. By helping OTHERS create belief (we do this every day with buyers and sellers and other agents if we are good at our jobs) we EXTEND that contribution to the world.

Step 10 involves not getting too tied up with the details. The "how" this will work. Just believing that it will. The thought "this or something better" is a great way to do that. YES, make specific plans. Yet, if they don't unfold exactly toward your goals, you can choose to think - *that's OK. There may be an even better way in the long run than I could have imagined. Let's keep moving forward. Because I believe in the goal. The greater good.*

In closing, the author notes some important reminders about belief:

1. He says there are 3 "sides" to everything: Self, others, and life. And to think of this as 3 sides of a pyramid. Without any 1 side, the others won't stand.
2. Making belief, for example, in ourselves, but not others (or in others but not ourselves) will not lead you out of doubt. We must believe for ourselves, for others (green lens, they have their own answers), and in life (the Greater Good is at work... the universe is abundant).
3. Making belief is an ongoing process. It's not enough to do it once. It's every day, forever. And after a short while, it feels GREAT! Applying the principles of reverence, resolve, investment, and surrender becomes easier when you practice.