

Understanding Your Familiars and How They Are Holding You Back

EXERCISE 1:

Please take a moment to consider what your **own** familiar might be. Don't overanalyze this question; your "gut reaction" is good enough. You will learn more about identifying your familiar later on in the audio presentation.

What is a familiar?

What do you think **your** most powerful familiar may be?

What behaviors have you noticed in your life - both at work and at home - that lead you to this conclusion?

Now, please resume the audio presentation at the beginning of Track #7.

EXERCISE 2:

Which of the four types of professionals - *Fixer, Bully, Avoider, or Schmoozer* - do you think **you** might be?

Describe a work-related incident that reinforces this belief.

Think about your colleagues and co-workers, both present and past. See if you can list at least one individual who falls into each category:

Fixer: _____

Bully: _____

Avoider: _____

Schmoozer: _____

(NOTE: It's probably not a good idea to share this list with colleagues and co-workers!)

Now, please resume the audio presentation at the beginning of Track #9.

EXERCISE 3:

Please define the following terms:

Contrast Places: _____

Symbol: _____

False Blocker: _____

Now, can you think of any examples of these three concepts that apply to you personally?

If so, please make a few notes about them:

What are the three steps for recognizing and removing blockers;

1. _____

2. _____

3. _____

Now, please resume the audio presentation at the beginning of Track #12.

EXERCISE 4:

Please outline the six-step system that allows an individual to move from his or her old familiar to a healthier new familiar.

1. _____

2. _____

3. _____

4. _____

5. _____

6. _____

Now, please resume the audio presentation at the beginning of Track #15.

EXERCISE 5:

Look back at what you wrote in Exercise 1. Do you still agree with your assessment after listening to the entire CD? If not, what do you now believe your most powerful familiar to be?

As you have learned, you **must** break out of the patterns that are keeping you trapped in the past so that you may adapt to the constant change that characterizes today's business culture. In so doing, you may discover that a whole new career direction opens up to you. Now that you can glimpse a world unconstrained by your familiars, what do you want to be when you grow up?
