

What is the Status Quo?

What is the Future State?

WHY?

What is the downside of the Status Quo?

What is the upside of the Future State?

Based on the Theory of Constraints

WHY NOT?

What is the upside of the Status Quo?

What is the downside of the Future State?

PREPARE

1. What might be the worst case scenario if you say "YES"?

2. How might you prevent that from happening?

3. If you can't prevent it from happening - how might you fix it?

Based on Fear Setting by Tim Ferris

ADJUST

How might you adjust the goal so you could say "YES"?

COLLABORATE

How might you collaborate with others to get to "YES"?

TEMPTATION BUNDLE

How might you incentivize yourself to say "YES"?

Credited to Angela Duckworth