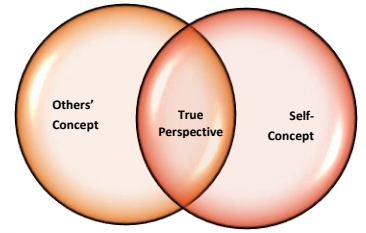


# True Perspective.

To Lead with the Truth



**Coaching** Leaders to see themselves how the rest of the world sees them.

**A practical tool for flipping your story and achieving breakthroughs.**

Have you ever

- Been so angry that you were out of control?
- Been so upset that you couldn't concentrate for the rest of the day?
- Had something bad happen that you just couldn't shake-off?

If you answered yes to any of the above, congratulations, **YOU'RE HUMAN!** The thing is, as human beings we are hard wired to make sense of everything that happens to us...even if what happens makes no sense at all.

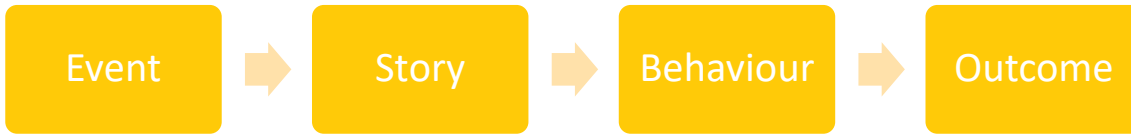
I want to share an incredibly powerful but simple tool that will help you recognise that your brain is the problem here as it's always trying to make you feel like you're in control, you know what's going on and it all makes sense. I've got news for you, you're never really in control, you never really know what's going on and not much of anything makes any sense.... ever!

## The process

When something happens to us, like we get cut-off in traffic, our partner has a total meltdown, our kids push our buttons one too many times or our boss asks us to do something that's just not fair etc. We tend to have a ready made 'story' that we pull of the shelf and start reading the familiar text from our favourite paragraph! In relation to the above examples, the story might sound something like "What an asshole.....why are people so damn stupid.....they shouldn't be on the road" or "here he/she goes again, always bringing up the same issue. I didn't sign-up for this shit" or "I can't cope with my kids anymore...why don't they listen to me...I hate being a parent" or "I don't know why my boss is such a dick, I could do their job better than them....they just like keeping me beneath them".

All of these are stories that we have pre-made, just waiting for the next time something happens so we can conveniently explain it to ourselves in a way that makes sense. In truth, most of the time, we are wrong. An event, and the story we create around that event are rarely aligned. If we were able to observe ourselves from a distance, like we were watching ourselves in a movie, we would see how often we overreact, make false assumptions and generate a whole bunch of emotion from nothing at all.

The following figure represents how our brains translate an event right through to an outcome. Through this process, we end up steering down a known path to a familiar outcome...which is usually the opposite to what we want!



Below is a worked example of how a minor event, can lead to an outcome that is totally undesirable and yet, completely avoidable.

Event	Story	Behaviour	Outcome
Get cut-off in traffic.	"People are so stupid, they are such bad drivers, none are as good as me".	Yell, scream and swear at the other driver and behave in a way that I'm not proud of.	Create stress, drive dangerously, role model bad behaviour for my kids, further disappoint my partner through my bad behaviour and keep reliving the experience for the rest of the day.

**Flip the process and get the outcome you want**

The great news is, given we understand how the brain works, we can mould it to create the outcomes we want by using the following process.



Note: this model has been adapted from David Drake's Narrative rewind model, a guide to rewinding your story (2018).

You can see that we are simply flipping the brain's process to focus on the outcome first rather than wait to respond to an event. In this way, we take more ownership and responsibility to achieving all that we desire.

Here the reworked example once we've flipped the process.

Outcome	Behaviour	Story	Event
I want to be stress free and good company when I'm driving	I need to stay aware and present to drive safely	I enjoy driving and know that when people get in the car with me, I'll keep them safe.	When I get cut off, I see it coming and remind myself that safety is key.

You can see that by shaping your outcome that you desire, the event is less significant, making it easier for you to respond to what happens.

### Over to you!

Now I'd like you to consider an event that you know triggers a certain response and I want you to fill out the following table so you can start moulding the outcome you want by flipping the brain's natural process and literally turning it on its head. I've included some questions at each stage to help you reflect on what was going on for you.

Event	Story	Behaviour	Outcome
What happened? What did you experience?	What did you tell yourself? What did you make it mean?	What did you do? How did you respond?	What was the result? What happened in the end?

Now it's time to flip your story around. Using the question below, have a go at starting with the outcome you want. Once again, I've included some questions to help you.

Outcome	Behaviour	Story	Event
What do you want to happen? What's the result you desire?	To achieve this result, what would you need to do? How would you need to respond?	What could you tell yourself? What's the story that I draw from?	How will I observe this event? What might I notice?

Now that you've been through the process of flipping your story, you can start to see how such a simple hack can truly transform your world. While this process is simple, it does take practice and it is hard. Keep at it and you will soon discover how this change help you be more emotionally intelligent, foster better relationships, enable you to stay calm and clear, build a deeper level of self awareness.



One final note, as you'll start to learn through applying this method, you will start to change the way you see yourself. By that I mean, your identity as a person will start to shift away from that familiar theme of "I'm not good enough" to one of "I've got this...and I deserve it".

I wish you all the best and hope this is of benefit to you.

If you want to partner with me and help you move forward, you can [book in a free session here](#), email me at [joe.hart@trueperspective.com.au](mailto:joe.hart@trueperspective.com.au) or call me on 0425224825. For other interesting tools visit my website at <https://trueperspective.com.au> or [subscribe to my blog here](#)

Stay true!

Joe

