

Chapter 10: Balance

ONE-MINUTE WORKOUT

The next time you're having a conversation with someone and trying to find a resolution, picture a game of tug-of-war. Do a quick assessment. Are you and the other person on opposite sides? Are you trying to win at all costs? Or are you and the other person pulling in the same direction to solve the problem?

If you notice you're on opposite sides, trying to pull the other person over, Pause and get refocused on finding a resolution.

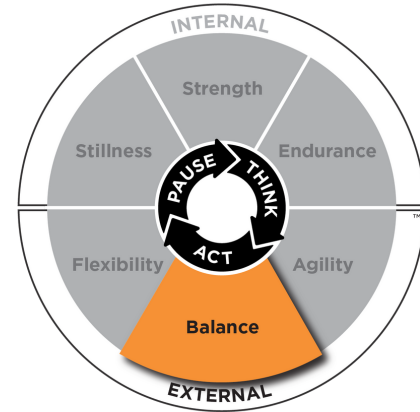
REPLAY

Balance is:

- Getting to win-win
- Honoring both sides in a relationship
- Stating your truth with courage and compassion
- Understanding your wants and needs
- Getting curious about the other person's wants and needs

Balance is not:

- Getting your way at all costs
- Convincing everyone that you're right



THINK QUESTIONS

- What's out of balance?
- What do I want or need? What does the other person want or need?
- How do I state my truth? How do I seek their truth?
- What choices exist?
- What's the outcome I'm looking for?
- How can we get to win-win?

TRAINING PLAN

- Have hard conversations.
- Set boundaries.
- Communicate your needs.
- Address root causes right away.