

Module 1
GROUNDING

Overview

The Grounded Module serves as the base for your Pivot! Journey!

This module starts the process of answering the first big question, “What do you believe?” Knowing what you believe about yourself, others, and the world around you is the bedrock for your Pivot! and building your best life possible.

In this module you will begin taking the first steps towards the Pivot! in your life.

Remember to buckle up, and do the work! This workbook will be your greatest companion as you move forward towards your goal!

Share your Pivot! experience in the comment section as you progress. You’re not alone on this adventure!

LESSON 1

SETTING THE TABLE

Learn how to get the most out of
yourself and your resources

Key Concepts

What I discovered was there was some tremendously gifted athletes that did real well, no matter what, in spite of themselves sometimes. But then there were other athletes that were pretty good. But they worked real hard. They worked real hard, and they put in the extra time.

And while we had workouts five days a week after school, you know, a lot of runners didn't run on Saturday and Sunday. Well, some of those runners worked on Saturday and Sunday at building their fitness at becoming a better runner. And over time, their dedication showed in their results.

When we're trying to build an amazing life, an incredible family, a business that provides independence for us and provides for other people associated with the business, it doesn't come down to physical capabilities. It comes down to whether we're willing to put the effort in. Whether we're committed to the process; to the journey.

And that's what this course is all about. You and I are going to walk through the steps to take to build that amazing life, and family, and business. But you're going to need to put in the work.

I can't wait to get started.

LESSON 2

DO YOU KNOW WHAT YOU BELIEVE?

"Action always follows belief."

Key Concepts

We go through all sorts of times in our lives where we question what we believe. We might not be that sure about what it is that we believe. And that shows up in our values and whether or not we consistently live those values.

I know what you believe just by watching you and you would know what I believe just by watching me. I mean, if you followed me around for a day, you'd know how I speak to my wife. You know what I believe about my kids and the way that I interact with him, you would know what I believe about people. When I check into a hotel, you would know what I believe by how I treat people. You would know by how I respond to emails and phone calls that come into my office. You would know a lot about me just by watching my actions.

If we have uncertainty in what we believe, then what happens is we have inconsistency in the actions that we're taking. And if we have inconsistent actions, well we're going to get inconsistent results.

Take Action

Write down, in detail, a time when you had uncertainty about what you believed. If you realized you were having trouble living as you wanted because you didn't know your beliefs, write it down.

LESSON 3

THE POWER OF YOUR SOURCE

We need to know our source so we can constantly return to it to measure our actions and results

Key Concepts

A source experience is an event, good or bad, that taught you an important lesson about life. And from that lesson, you gained clarity about what does and does not work for you. You are able to trace what does work back to its origin.

This is key.

That origin that you tracked down could be a person who served as a mentor guide to whom you keep coming back or even a book that you return to over and over again, such as the Torah, the new Testament, the Koran, the I Ching, or even the Hitchhiker's guide to the galaxy. Yes. If that's your source, your task for this first vitally important exercises is to **identify three powerful source experiences in your life and put them into words.**

Criteria for Your Source Experiences:

An event (good or bad) that taught you a lesson about life & you can trace the source of the lesson

1. You remember and can put into written words at least one clear lesson from the source experience
2. The lesson must respect the rights of others
3. Each source experience points to a different lesson

Take Action

Write down at least three source experiences from your own life. Each lesson should be personally important to you - something you are willing to live by. Record where and when and from whom you learned the lesson, and the lesson itself.

1.

2.

3.

LESSON 4

LOOKING FOR COMMON THREADS

Continue working on your
Source Experience™ Exercise.

Take Action

Look at the lessons you wrote about in the last lesson. Then ask yourself these questions:

- 1. Do these lessons share any common elements in terms of who or what brought them your attention?**
- 2. Is there a common text from which the lessons emerged such as the tour of the new Testament, a novel, or any other texts, which you feel connected?**
- 3. Is there a common person who directly or indirectly shared these lessons with you or inspired you to learn them and put them into practice?**
- 4. When you think of these life lessons in your own ability to follow them, do you ever think in terms of what a specific individual in your life would have done, if they had been facing the situation you face, do these lessons share any common elements in terms of when you learn them and started following them?**
- 5. Is there any particular period of your life from which the lessons you wrote down emerged?**
- 6. Was there one breakthrough moment or breakthrough experience that connects to one or more of these lessons?**
- 7. Was there a period of important learning or growth related to any of your life lessons that connected to an event?**
- 8. Do these life lessons share any similarities in terms of how or why they became important to you? Did they unfold in similar ways?**
- 9. Do the lessons share any common themes or foundational concepts?**

LESSON 5

FINDING YOUR SOURCE

The Source Experience™ Exercise

Key Concepts

Let's find your source. The idea is to identify the person, traditions, texts, or experiences that have had a strong, enduring, positive influence on you based on the life lessons and the commonalities that you have uncovered in the first two exercises. This is your source. It may connect to one event in your life or to several. It is the point from which your good decisions in your growth as a person issue. You will know it when you find it.

We always look to return to our source.

Each of us must find our own source on our own.

This is a uniquely personal journey. No one else can do that for you.

When you do not know what your source is, you are likely to feel confused and uncertain when the time comes for you to make a decision about something important and you are all but certain to feel uncomfortable when you are facing a decision that has the potential to take you outside of your comfort zone. Without your source, you are on your own. You are improvising your way through life. When you do know what your source is, you have the instant access to the foundation of your belief system.

LESSON 6

BRINGING IT ALL TOGETHER

Put a stake in the ground; live your source

Key Concepts

There is a flow of energy that is produced by just knowing and committing to your source.

It's a great time to put your source declaration in writing someplace visible to you. I want you to be able to see it on a regular basis. Maybe put it on your desk or place it on your bathroom mirror so you see it every morning before you start your day. Just reading that source declaration each morning will begin the process of affirming in your heart and in your mind where you will always turn when you face questions that need answers.

My Source Is _____?

Pivot![™]

Your Life.Your Dream.Your World.

