

YOUR INNER BOARD OF DIRECTORS

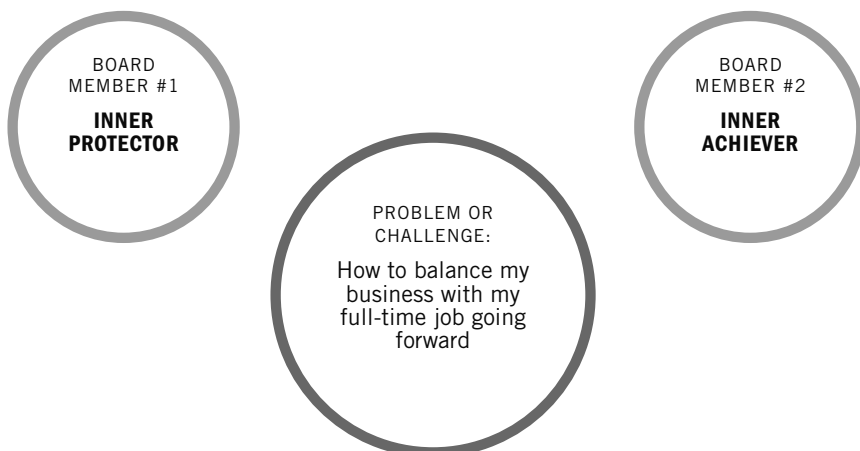
Imagine a conference table in your mind. Around this table sit the various parts of yourself. Each part represents a board member with certain perspectives, insights, and motivations. Consult your Inner Board of Directors to find answers within whenever you feel conflicted. A direction may immediately unfold, or you may not get a solution right away. But your Inner Board will help you tune into the various aspects of yourself.

INSTRUCTIONS

1. *Identify the problem.* In the center circle, write down a challenge you're trying to resolve or a goal you're currently working toward.
2. *Give each board member a name.* My clients typically have two to four different board members, but you may have more. Common examples of inner board members include:
 - **Your Inner Critic.** Makes you feel worthless and inadequate.
 - **Your Inner Protector.** Cautious, dutiful, on the lookout for unsafe situations.
 - **Your Inner Rebel.** Wants to have fun, and may get resentful toward responsibilities and expectations.
 - **Your Inner Champion.** Grounded, wise, and encouraging.
 - **Your Inner Achiever.** Likes getting things done, but can tend toward overworking and the Honor Roll Hangover.
3. *Understand each board member's goals and attitudes.* Note which voices are stifled, neglected, or quieter than you'd like. You may discover similar feelings and struggles that unite them all. Interview each board member using questions like:
 - What is your job? What function do you serve?
 - How do you think I should approach this problem?
 - What do you hope will happen if I adopt your approach? What do you worry about happening if I don't?
 - Is there more than one way to achieve your objectives?
 - What do you think is my best next step?

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Travis



INTERVIEW: INNER PROTECTOR

What is your job? What function do you serve? My job is to look out for you. I crave certainty, safety, and stability.

How do you think I should approach this problem? Business is risky and not worth it when you have a full-time job.

What do you hope will happen if I adopt your approach? What do you worry about happening if I don't? I hope you'll call it quits with the business so you can focus on growing your career at the hospital.

Is there more than one way to achieve your objectives? You could cap the number of consulting projects you take, like one to three per quarter.

What do you think is my best next step? Decide how much time you can dedicate to consulting, and how many clients you have bandwidth for.

INTERVIEW: INNER ACHIEVER

What is your job? What function do you serve? I'm here to make sure you work hard and push yourself.

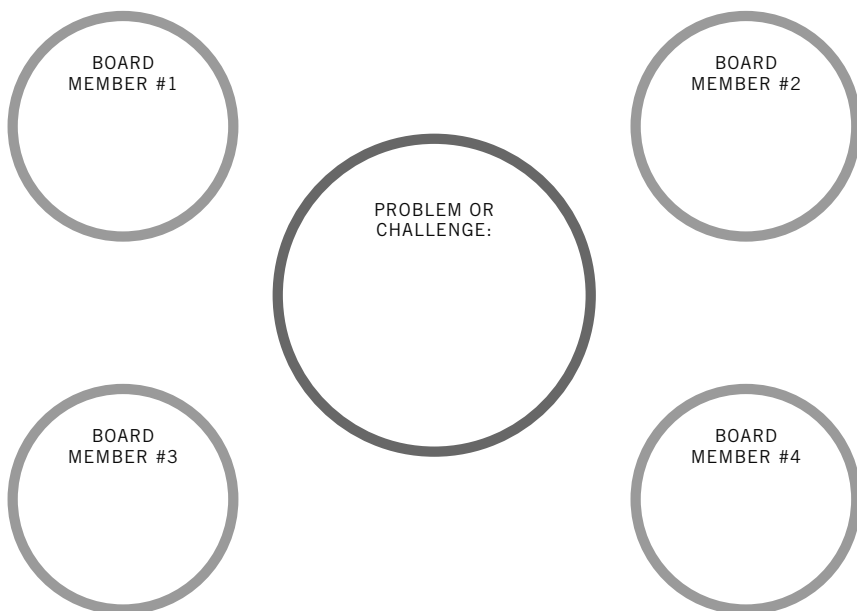
How do you think I should approach this problem? The growth you've seen in your business in the last year is exciting. Strike now while the iron is hot.

What do you hope will happen if I adopt your approach? What do you worry about happening if I don't? I hope you'll maximize your consulting opportunities and keep challenging yourself with new and different projects.

Is there more than one way to achieve your objectives? You could raise your prices and be more selective about the projects you take on.

What do you think is my best next step? Adjust prices on your website.

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INTERVIEW EACH BOARD MEMBER

- What is your job? What function do you serve?
- How do you think I should approach this problem?
- What do you hope will happen if I adopt your approach?
What do you worry about happening if I don't?
- Is there more than one way to achieve your objectives?
- What do you think is my best next step?