Impact Health
Navigating the Business of Health

Customized Impact Plan

Session #2

1. *What Incentives **ME**?*

2. *What do I do that I am paid to do?*

3. *Do I Know What My Needs Are?*

   When you know which needs you value most, you can better understand the choices you make, as well as your emotional patterns:

   What are the ways you get Certainty? Uncertainty?

Certainty	Uncertainty
Positive | Negative	Positive | Negative

What are the ways you get Significance? Connection (Love)?

Significance	Connection (Love)
Positive | Negative	Positive | Negative

What are the ways you get Growth? What are ways you are making a Contribution?

Growth	Contribution
Positive | Negative	Positive | Negative

4. *Of the 6 Human Needs, list, in order, how YOU value them (Circle the one you **<u>have been</u>** valuing the most?)*

1 –

2 –

3 –

4 –

5 –

6 –

5. *What are the consequences of valuing those needs in that order? (Remember, Choices and actions. All choices require action (or inaction) and all choices come with consequences. "Even when choose not to decide, we've still made a choice.")*

6. *What do your top 2 needs need to be for your life to transform?*

   1 –

   2 –

7. *If you make that change, what would transform in your life?*

Exercise: Processing Fears

"We are not creatures of circumstances,
We are creators of circumstances."
-Benjamin Disraeli

8. *What do I fear? Does fearing these benefit or harm me, or limit my progress? How so?*

9. *What is your greatest fear?*

10. What benefit has this fear given you in the past?

11. What are you willing to do to be free of this fear?

12. Fear leads to Emotions and Emotional Responses; these emotions are driven by 3 Forces. These 3 Forces are called the:

_____

13. What controls and determines the quality of my life?

_____ and the _____

14. *What are some emotions that I have given meaning to that are not beneficial to me?*

15. *What negative nears-associations must I "identify and override?"*

16. *What new (and positive) neuro-associations can I use to transform my environment and life?*