

Attitude / Emotional Cycle

STAGE 7: RECOMMITMENT

“It’s not like me to give up,
not to reach my goals,
to get discouraged.”

Get EXCITED again!

Send positive messages to
brain...become realistic.
Share with colleague.
Get back to meetings.
Open minded again.

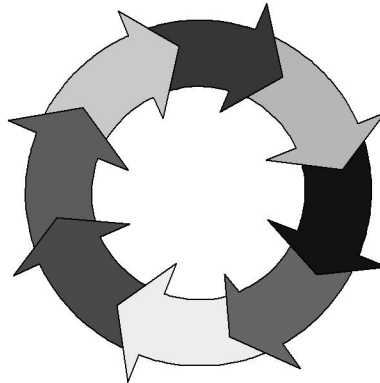
(Transition begins.)

STAGE 6A: ANGER

Get angry with yourself.
Admit & recognize your feelings.
You alone are responsible for your
own success/failure.

OR

STAGE 1: EXCITEMENT! ENTHUSIASM!



STAGE 6B: SETTLE

I never wanted my own
business anyway.
I’ve always loved my job...
It’s fulfilling, etc.
The hours aren’t that bad.
Quit. Forget dreams.

STAGE 2: FRUSTRATION

Postponements
Obstacles
Few bookings

STAGE 3: SHOCK

“They said it
would be easy!”

STAGE 4: DENIAL

Withdraw. Avoid meetings. Nega-
tive attitude. Procrastination, Cook,
sleep, take on more projects at work
or home.

STAGE 5: FEAR

I can’t do this!
Maybe this isn’t for me. Blame any-
one... company, recruiter, kids, any-
one but Yourself.

This cycle is inevitable any time you are growing.
With growth comes “Growing Pains”.
Only through growing pains can you truly taste the VICTORY!

Remember everyone who is where you want to be,
has grown to the position.