

## Exploring Leaders' Secrets:



# THE SECRETS LEADERS KEEP Exercise

## C.T.F.A.R.

### How Do You SHIFT YOUR LIMITING THOUGHTS?

We often hear people say, *Change your attitude!* This can be easier said than done. Until now.

Changing your own painful/negative thought patterns, stories, limiting-beliefs and assumptions isn't always comfortable, but it does yield a high ROI. CTFAR is an 11-question exercise that challenges the limiting beliefs which prevent us from reaching our highest productivity and performance potential. By learning to re-write and re-wire our stories, we can choose better, more productive behaviors that lead to better, more profitable results.

CTFAR is an acronym for the thought process that occurs inside the brain. Through **C**ircumstances, we create **T**houghts – these **T**houghts (our internal story) then drive our **F**eelings, **A**ctions and **R**esults.

**Circumstances** are things that happen in the world. You have a baby, you graduate from medical school, your nephew has a car accident, your computer system crashes, a client sends you an unexpected thank you note, your spouse has an affair, your boss gives you a bonus, your plane is delayed. These are facts.

**Thoughts**, which can be defined in many ways, are things

### Exploring Leaders' Secrets... cont.

that happen in your mind. *\*This is where all coaching occurs.*

**Feelings** are vibrations that happen in your body – they are caused by thoughts, not circumstances. Very important to note: feelings are not physical sensations. Feelings are not hunger. Feelings are not my stomach is in knots, my shoulders are tense. Illness and physical exhaustion are not in the realm of feelings. We are focusing on feelings as emotions, not sensations.

**Actions** are behaviors – they are what we do in the world as a result of our feelings. Often times, our actions are based on our feelings which is why we get re-actions.

**Results** are what we see in the world as an effect of our actions.

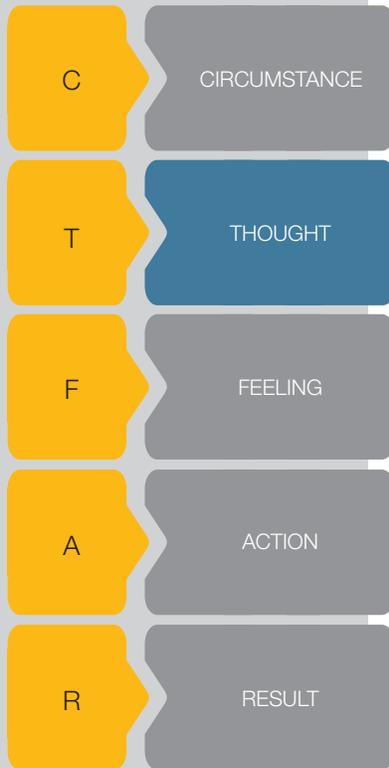
The biggest thing about this model is that many people believe that their feelings are caused by circumstances. Not true. Our feelings are a direct result from our thoughts. Everything we do in life revolves around our thoughts, the stories that reside in our head about our circumstances. Many people can experience the exact same circumstance, but the thought they create in their head about that specific circumstance will influence the types of feelings they have, their behaviors and their results.

For example, getting fired from your job, making a certain amount of money, having a dirty house, etcetera, are all just circumstances. Getting fired might be a horrible travesty to one individual and a blessing to another. Some people think \$60,000 dollars a year is an outrageously awesome salary, other people think it's a good starting point. It is what it is, these are just facts. It's what we choose to think about our circumstances that is fascinating and under our control.

Thoughts cause feelings and feelings cause you to act. You can change your thought and create an entirely different experience i.e. result, without changing the circumstance. This is where most people push back. Most people live in a world of, *I will feel better when I make more money, I will feel happier when my kids are grown and out of the house, I will feel happier when my kitchen is clean. When you live for future happiness, you never experience it.*

In order to live in the present moment and experience happiness in the present moment you need to question your negative thoughts. Why? Alternative thoughts give different feelings and therefore different results. You can do this by pausing and asking yourself: *What's my negative thought?* Once you identify your negative/painful thought (limiting belief), then follow the CTFAR question framework. It's NOT about changing circumstances, and it's not about judging circumstances, it's about choosing your thoughts.

# C.T.F.A.R.



= Things that happen in the world.  
Facts.

= **Things that happen in your mind.  
This is where you coach.**

= Vibrations that happen in your body –  
caused by thought, not circumstance.  
NOT physical sensations.

= Behavior – what we do in the world.

= What we see in the world (our lives)  
as an effect of our actions.

## Goal:

Create a new, more positive, less painful thought that is just as true or truer than the original thought.

### Stating the Painful Thought:

1. What is the thought that brings you pain?  
Write down your painful thought (your painful belief).  
Examples:  
*I'm not good enough at* \_\_\_\_\_  
*I'm not good enough with* \_\_\_\_\_  
*I don't have enough* \_\_\_\_\_  
\_\_\_\_\_ *drives me insane*  
\_\_\_\_\_ *always* \_\_\_\_\_  
\_\_\_\_\_ *never* \_\_\_\_\_
2. When you think this thought, how do you feel?  
Write down at least two feelings the painful thought causes you to feel.
3. When you experience these feelings, how do you act?  
Write down the actions you take with these feelings.
4. When you act this way, what is the result? Write down what happens when you behave the way you do.

**Shifting Perspective**

5. Is your original thought true? Is it always 100% true? Write down three reasons why your thought is not 100% true.
6. Knowing that your original thought is no longer true, what's a new, less painful thought, that is just as true, or more true than your original thought? Write down three slightly better feeling thoughts that you know are true.
7. Of the three new, less painful thoughts, which one resonates with you the most? Circle this new, less painful thought.
8. When you think this new thought, how do you feel?  
Write down at least two feelings this new thought causes you to feel.
9. When you experience these feelings, how might you act? Write down the actions you might take with these feelings.
10. If you act this way, what will be the result?  
Write down what happens if you behave in this new way.
11. How does this result prove your new thought to be true? Write down at least one way the result proves your new thought to be true. Write down at least one new, specific action you can take with this new thought.



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Want AmyK to speak or facilitate?  
Excellent!

Warning: fasten your seatbelt!

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More help in answering question number five if you're resisting the turnaround.

1. Is it true? 24 hours a day, seven days a week.... if yes....
  - i. What's the reality of this situation?
  - ii. So what's more true? \_\_\_\_\_ or \_\_\_\_\_ ?
  - iii. And that means \_\_\_\_\_?
  - iv. What would you have/feel if he/she/they did \_\_\_\_\_?
2. How do you react?  
What happens when you believe that thought?
3. Who would you be without the thought \_\_\_\_\_?
  - a. Who would you be without this story?
  - b. So with the thought, you feel \_\_\_\_\_.
  - c. And without the thought, you feel \_\_\_\_\_.
  - d. Can you see a reason to modify this thought?

\*These 3 coaching questions adapted from Martha Beck & Byron Katie.