

SESSION 3:

Overcoming Blocks to Connected Success

1. Cognitive biases is the tendency to be biased in one direction or another... to not see things objectively. Two types of biases discussed in this session are Emotional Estimation and Seeing Only Validation.
2. Emotional Estimation: the process of estimating how the future will turn out using your emotions, instead of probability and math.
3. Seeing Only Validation: Once you make an emotional estimation, no matter what the evidence is to the contrary, you always interpret it as "yeah, I was right." You look for evidence that shows you that you were right... and you usually find it. (High IQ people are used to being right - so they have an even stronger "seeing only validation" tendency.)
4. Negative Emotions: if someone seems like they may be interested in the same promotion you want, you get the same trigger push as if in your clan 10,000 years ago you find out a rival is planning to kill you. (The goal isn't to have negative emotions - it's to notice them, and then ride them until they pass.. "Ride the emotional wave"... but don't act on them.)
5. The part of the brain called the amygdala causes the fight or flight response (it's the part of the brain that 10,000 years ago caused humans to stop thinking and start running when they saw a tiger, for example). The amygdala causes you to respond to the little threats of modern life as if they could kill you. When this happens, you are no longer in charge - your higher reasoning is hijacked by the amygdala. There is a physical sensation in your body that tells you when your amygdala is taking over... this is your early warning system. When you notice you're getting triggered, try simply inhaling and exhaling.
6. Try sitting down and meditating on this thought: the greatest meditation is a mind that let's go.
7. We all have PTSD over the same incident: you have two friends you like very much. You introduce them, then the two run off together. You must get over this incidence or you'll never be able to fuse tribes later on.
8. The Justice Mechanism is that part inside you who doesn't like it when things are unfair. If you can get your head around it and bring it under your control, it can do amazing things for success.
9. Look for where the JM pops up for you and causes you to respond emotionally, and systematically work through it, focus on what YOU get when others succeed, and practice actually LIKING IT when other people succeed. It'll help your own success.
10. Your "Life Sentence": go back and visit that moment that you put yourself in a box and decided you are a certain way. Your greatest strength right now may be the life sentence you condemned yourself to... look for it. You don't have to get rid of the strength, but free yourself from the life sentence. It's one key to becoming authentic. The more authentic you are, the easier it will be to build a world-class network.
11. Listen to what a person complains about. It may be the thing they seek out and bring into their life so they can continue to live out that negative childhood drama.
12. Get to know others for their deeper personality traits, and share with them your deeper personality traits.

13. "Chimps With Choice": you have some say about how you occur to yourself. You have some control... so exercise it. Become an author of how you occur to yourself. Develop your ability to "self-author."
14. Your Friendship Style: There are two types of people in the world. "Push People" who work hard with effort, and "Pull People" who tend to get things done more through attraction. Both are incomplete. Work on using both sides to yourself if you want to build a world-class network.
15. Cultivate a taste for seeing others succeed without you - and eventually learn to love it.
16. When partnering, look for shared core values. Not superficial, but DEEP values... like learning, making an impact, etc.. It's difficult to work with people who don't share core values.

