



Structures of Knowing

Firmly held conclusion that we have a ton of evidence for...

As you begin to take authentic actions you may find that your thoughts, feelings, opinions, beliefs, attitudes, memories, body sensations, and points of view ("structures of knowing") are in the way of you moving ahead. In our coaching we will be examining your "structures of knowing" to see if they still work for you and see how you can let them go if they don't serve you.

Structures of knowing organize everything we know about the world and filter information for us. We create structures of knowing about everything:

- 🍷 What it is to be successful
- 🍷 What it means to be a good agent
- 🍷 What we spend money on or how much money we should have
- 🍷 How long to stick with something and when to let it go
- 🍷 What we deserve in life
- 🍷 What asking for support looks like and what it means to ask for it
- 🍷 What kind of lead generation & follow-up we should be doing, and so on.

Our structures of knowing can be so deeply entrenched that it seems impossible to think about things in any other way. Structures of knowing are not always limiting. However, we need to be willing to examine them in order to see if they still serve us.

When do we know that it is time to let go of our structures of knowing? When:

1. You are reluctant and fearful about moving forward and seeing new possibilities.
2. You use a structure of knowing as an excuse for not keeping promises.
3. You use a structure of knowing to keep old grievances alive.
4. You see that circumstances have become predictable in a stifling way.
5. You notice that there is no joy or satisfaction in everyday events.
6. It appears to you that the future just looks like more of the past.

Sounds like a lot of burden. It really isn't! What does it take to let go of a structure of knowing? **First, being willing; second, observing the patterns of your behavior that no longer serve you; and third, shifting the focus of your attention to something more interesting, like your goals and dreams.**

There will be many times in our coaching when you will be asked to observe your structures of knowing and be willing to let go of those that no longer work. Conscious observation is the key to letting go of self-imposed limits.

Reflection:

1. What do you see about Structures of Knowing?
2. Are there any (especially about your Goals and Dreams) that it is time to let go of?