
DATA, NOT DRAMA™

Use the result. Don't turn it into a verdict.

Complete this after you follow through. The goal is not to make the result mean nothing. The goal is to let it mean what it can actually tell you.

The governing rule.

This data can inform the HOW. It does not get to reopen the WHO or the WHETHER.

1. What happened?

Describe the result as cleanly as you can. What actually happened? What did people do? What did you do?

2. What did the doing teach me?

Behavioral Data

What happened? What did I or other people actually do?

Resistance Data

Where did friction, hesitation, avoidance, or competing desire appear?

Energy Data

What energized, drained, sustained, or affected the experience?

Process Data

What did I learn about time, ease, friction, sequence, systems, or support?

Expansion Data

What do I now know, have done, learned, demonstrated, experienced, or know I am capable of that belongs on my current record?

3. What does this tell me about the HOW?

What might I adjust, continue, stop, add, simplify, test, or learn more about?

4. What is my next best decision?

Based on what I know now, I decide:

Before you close the loop.

Do not ask the result to decide whether you are capable, whether the vision is possible, or whether you can trust yourself. Ask it what it can teach you about HOW.