

## **Exercise 3: Understand Your Strategic Beliefs**

If you feel that there is not enough time to do all you have to do or that the results you are experiencing are less than you want or expect, you probably need to make some adjustments in one or more of your strategic beliefs. This is a polite way of saying that you need to develop a new way of thinking about what it takes to really be successful in your professional and personal life. You believe some things to be true that are not true and its probable cause is a lack of clarity!

## Strategic Belief Adjustment

- 1. After reviewing your Belief Window (Exercise 2), consider whether there is there anything that you listed that may not actually be true.
- 2. Repeat #1, but approach your consideration as if it were 10 years ago.
- 3. Think about the differences, and consider that in 10 years, today's answers may be just as dissimilar.