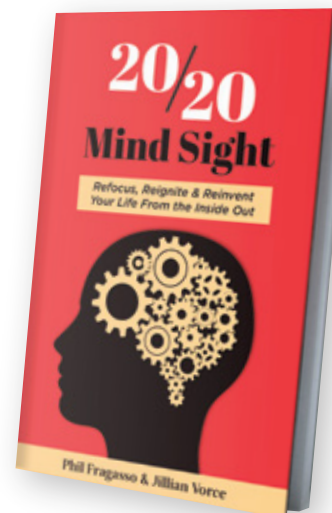


Chapter 4: “Mountaintops and Valleys” Embrace Your Weakness

Sight Line Worksheet

This worksheet is provided as a supplement to **Chapter 4** of *20/20 Mind Sight*. For maximum benefit, please read the chapter prior to completing the exercise.



AVAILABLE AT:



20/20 Sight Line: Identify Your “Yes-Buts”

All of us have individual quirks and idiosyncrasies. There are some things we're good at and other things we're not so good at. The latter are the facets of our being that populate the “yes, but” statements that colleagues, friends, and family make (or silently think) about us. For example:

- “Yes, John is extremely talented, but he's late with every project.”
- “Yes, Susan has great rapport with clients, but she treats her internal support team like indentured servants.”
- “Yes, Eric is really great with numbers, but he refuses to help out with anything unless there's something in it for him.”

Now identify three yes-buts of your own character

Yes, I, _____, but I _____.

Yes, I, _____, but I _____.

Yes, I, _____, but I _____.

Rather than accepting your yes-buts as necessary evils, tackle them with commitment and urgency. Take each of these “but” statements and, in twenty-five words or less, write a game plan to address and correct them.

Turning a weakness into a strength is infinitely more satisfying than bulking up an existing strength. Turning a yes-but into a yes-and is nirvana.