

Stepping Beyond K(NO)W

Creating possibility in your life and career

David L. Bradley, AIA PCC

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In today's session



- We will examine your relationship to Possibility
- We will explore what gets in the way of creating what you want
- You will create a new, empowered possibility for some aspect of your personal or professional life

Five areas to consider ... what's not possible?



- Career or avocation
- Leadership or Creative Self-Expression
- Finances
- Romantic relationship (creating or growing one)
- Well-being (Physical, Mental, Emotional, Spiritual)

What's in the way?



- That's way the world is...
- Conditions aren't ideal
- What are you avoiding?



We get stopped



- All of the things that are in the way are things that form our view of how things ARE.
- We accept them without question. And we fight for their REALITY.
- That REALITY establishes solid limits that stop us in our tracks
- In effect, What we KNOW becomes what we "NO"

THE 3 POSSIBILITY BUSTERS:

CONTEXT

CIRCUMSTANCES

COMFORT

CONTEXT



Possibility Buster #1: Context



- The lens through which we see the world
- The stories we tell ourselves about what's so
- Context is neither right nor wrong
- Context is all-decisive
- Within a context choice is non-existent

Why isn't it possible? Examples of context



- Time
- Money
- Resources
- Energy
- Intellect or Ability
- Other people or commitments

CIRCUMSTANCES



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Possibility Buster #2: Circumstances

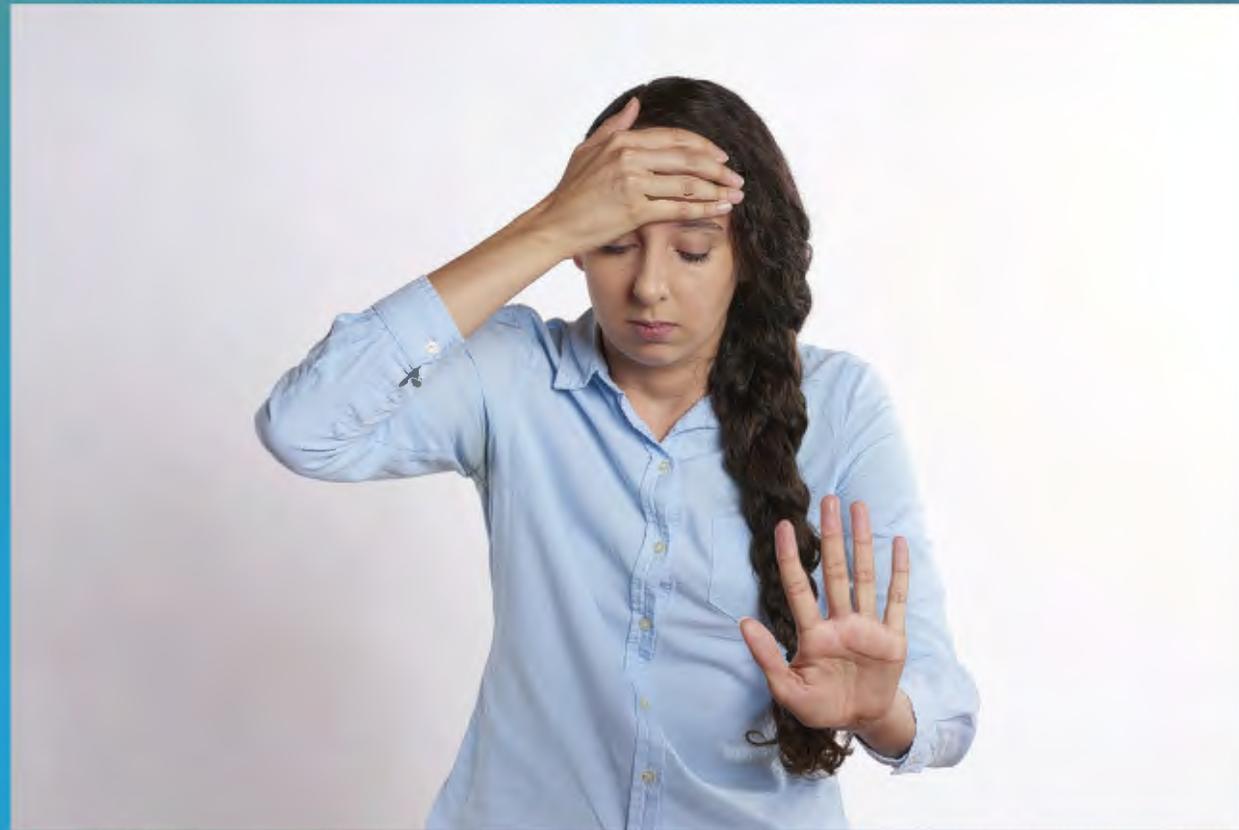


- The facts that make everything “real”
- Excuses in disguise
- Circumstances have NOTHING to do with possibility
- Circumstances are simply what’s so
- Circumstances often lead us into “at effect” conversations

At Effect conversations ... life as victim



- I can't...
- I don't...
- I wish...
- If only...
- I don't know how...



Being a victim - without even realizing it



- Being “at effect”, the victim feels helpless in the face of some act, circumstance, condition or person
- They hold on to being “right” about their circumstances
- Life becomes dramatic, hard, and all about suffering and survival.
- What runs the victim’s life is their conversations
- All personal power and responsibility is externalized

COMFORT



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How your Comfort Zone works



UNKNOWN

Comfort Zone
(What we KNOW)

UNKNOWN

This is where
possibility
lives

Possibility Buster #3: Comfort



- Contexts and circumstances keep us in our Comfort Zone
- Our Comfort Zone is what we already know.
- Everything outside our Comfort Zone is the Unknown
- The Unknown is where Possibility lives

What we KNOW becomes what we "NO"



- Context - This is how the world is. I swear. No, really.
- Circumstances - here's my evidence that this is how the world is. Let me prove it to you.
- Comfort - I like how the world is. It's familiar and I know how to navigate it. Let's play it safe and not rock the boat.

The impact of the three “C’s”



- Missed opportunities
- Playing small
- Stagnation
- Business as usual
- Possibility shut-down

THIS IS HOW POSSIBILITY



GETS CRUSHED

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TURNING THE TABLES:

**GETTING THE 3 POSSIBILITY
BUSTERS TO WORK IN YOUR FAVOR**

Leveraging Context



- Start listening to your thoughts and language and get curious about what you're accepting as "real"
- Choose the "opposite of"
- Choose an entirely new context that is empowering
- Remember: Context is not right or wrong. It's a tool! If you can distinguish it, then you create choice that can lead to new possibilities

Moving beyond Circumstances



- Recognize that your circumstances are just that - circumstances. They are simply a jumping off point.
- Start adding “and...” to your stories about circumstances
- Get RESPONSIBLE - Swap out the “victim” conversations with those that create YOU as the source of your power
- Ask yourself - What resources do I have? Get creative!

Choose comfort - or not



- Check your comfort level - are you playing it safe?
- Consider getting messy
- Dare to fail
- Dare to dream - Does your possibility light you up?
- Reality check: Probable, predictable, or possible?

Again... Five areas to consider...



- Career or avocation
- Leadership or Creative Self-Expression
- Finances
- Romantic relationship (creating or growing one)
- Well-being (Physical, Emotional, Spiritual)

Objective: What do you REALLY want?



- What are you intending to produce in this area of your life?
- Consider that what you are creating is your “what for?”
- Make it big enough to count
- What’s the experience of life you want to have?
- Possibility check: Can you envision the result?

Some examples of powerful Objectives



- Well-being Objective: To create a life of health, vitality and vigor, a healthy, flexible, fit body and a positive relationship to food, cooking and eating.
- Financial Objective: To create a life of abundance that allows me freedom of choice and self-expression, opportunity to travel and explore, and the ability to empower transformation for others.

Some more examples of powerful Objectives



- Career Objective: To create a successful, fulfilling career that leverages my strengths, promotes my leadership, and broadens my impact in the world.
- Relationship Objective: To create a loving, committed, monogamous relationship that gives me the experience of mutually unconditional love, trust, partnership, passion and fun.

Measures: Where the rubber hits the road



- How will we know?
- What are the deliverables?
- What can you point to as proof that you've created what you've declared?
- Possibility check: Are your measures SMART?

Adding urgency: The power of “by when”



- Drawing a line in the sand
- “Someday” doesn’t count
- Choose a date
- Be bold - Challenge yourself
- Possibility check: What’s your level of excitement or fear?

For now ... table the “how”



- Notice that this is typically where immediately go when we start creating
- This is one of the easiest places to get stopped because “how” is mired in what we know
- Keep a 30,000’ view and use a process like back-casting to generate from the created future
- Possibility check: Focus on the end result, not the means

Doing the Possibility tango



- Creating possibility is a constant dance between the predictable and the impossible
- Keep checking your footing with the 3 “C’s”
 - How is my speaking and thinking impacting my options?
 - What circumstances am I giving my power to?
 - Am I playing safe?
- This is something to PRACTICE

THE CHALLENGE: Possibility is SUPER fragile



- Resistance
- Self-sabotage
- Lack of accountability
- “Life” gets in the way

Support structures



- Will power
- Friends and family
- Mentor
- Accountability partner
- Coach

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What's at stake?



- We just create a new possibility for you in the face of your stories, your excuses, and your desire to play it safe
- You now get to choose what to do with that possibility
- I hope you now have some tools to step beyond what you KNOW. And step into YES.

Questions?



Stay in touch!

www.BlueprintForLiving.coach
David@BlueprintForLiving.coach
(773) 844-9428

also

Check out my group on LinkedIn:
Global Architects Leadership Forum