Stepping Beyond K(NO)W

Creating possibility in your life and career

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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
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

Photo by Jp Valery on Unsplash
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

Photo by Jeremy Bishop on Unsplash
How your Comfort Zone works

**UNKNOWNS**

**Comfort Zone**
(What we KNOW)

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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- First four people to sign up today get an additional one-on-one 90-minute strategy session with me - a $550 value
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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!

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also

Check out my group on LinkedIn:
Global Architects Leadership Forum