STOP PLAYING SAFE

How to build your courage to thrive amid the uncertainty of a brave new world.
The desire for comfort and safety will always pull against the desire for growth and service.
Stop Playing Safe!

1. Rethink Risk
2. Set a Bold Course
3. Challenge Your Assumptions
4. Speak Bravely
5. Build a Culture of Courage
6. Set Yourself Up to Thrive
Rethink Risk

Change before you have to. Playing it safe can be a high risk approach.
Neuroscience of Risk-taking

1. Overestimate risk
2. Catastrophize outcomes
3. Underestimate yourself
4. Discount the cost of inaction
5. Protect status quo
Potential losses loom larger than potential gains
We see only two risk zones:

- **Comfort Zone**: Driven by certainty, comfort, and control.
- **Danger Zone**: Focused on protecting what you have.

**Perceived RI Risk**

Leads to Little (if Any) Risk Taking

- I’m not ready
- The timing isn’t right
- I need to know more
- I could mess up
- I could lose what I have
- Better to stick with the known

**Risk Averse Mindset**
The third zone between comfort and danger.

Courage Zone
Focused on learning, progress and exploration. Driven by purpose, curiosity, growth.

- There's a cost to inaction
- I'll regret if I don't try
- It will never be perfect timing
- I have an initial plan and learn as I go
- Experimentation drives growth

Perceived Risk
Leads to Smart Risks

Risk Ready Mindset
Set a Bold Course

Exit auto-pilot. We fail more from timidity than overdaring.
Lead from Possibility

- **PERCEPTION**: What is
- **PROBABILITY**: What will be
- **POSSIBILITY**: What can be

- Invented future
- Default future
- Present
• Ask yourself “For the sake of what?”
• Don't wait til you’re ready before you begin
• Choose growth over comfort (discomfort signals you’re in the game!)
Challenge Your Assumptions

Challenge the ‘stories’ directing your actions. What got you here won’t get you there.
Challenge your ‘Story’

Outcomes
The results you create

Actions
What you do
Speak up, persist, give up, ask big, say NO, say YES...

Emotions
How you feel about how you think it is
Inadequate, unsure, hopeless, anxious, resentful, stressed, excited, ambitious, optimistic...

Your “story”

What you think it is
>>I’m not “____” enough.
>>They’ll never....
>>It’s impossible to....
>>I’m too busy, too old, too...

Emotions trump reason
• Unchallenged assumptions kill possibilities
• Rewrite the stories that hem you in
• Question your answers
• Adopt a learner’s mind
Speak Bravely

The conversations we least want to have are often those we most need to have.
• First ask:
  1. Do I mean it?
  2. Can I defend it?
  3. Will it serve?

• Build your currency of trust
• Be someone others can count on to speak the truth.
Your Focus

Your Physiology

Your Story (use ‘in-Power’ Language)

PRESENCE & POWER
Build a Culture of Courage

People play safe when they feel unsafe not to. Shrink the holes in their psychological safety net.
TRAIN THE BRAVE

People play safe when they feel unsafe to do otherwise.

Avoid threat rigidity by entrusting people to make good decisions.

Foster a ‘Fail forward’ growth mindset - reward action vs. outcome.
Set Yourself Up To Thrive

Successful people do things others don’t – they build habits that enable them to play their ‘A Game’ under pressure.
• Sense of purpose
• Connection to something ‘greater’

• Focus
• Whole Brain thinking
• Agility & adaptability

• Playful
• Confidence
• Resilience
• Healthy Stress

• Energy
• Health
• Stamina

• Focus
• Whole Brain thinking
• Agility & adaptability

• Spirituality
• Physicality
• Emotionality
• Mentality
• Manage your energy over your time
• Prioritize small daily rituals – they expand capacity for big longer term results
• Discern the ‘vital few’ from the ‘trivial many’
• Say no to the ‘good’ – the great requires focus
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