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WELCOME

Congratulations on downloading your free e-book. Now, you might be wondering ...

"WHY SHOULD I BOTHER USING THIS JOURNAL AND LISTENING TO CONQUER?"

Simple: Fear influences all of us, and it greatly contributes to the choices we make every day—and it's our choices that ultimately shape our lives. In this program, we cover the nine steps to conquering your fears and developing the confidence you need to live your dreams.

We created this workbook for one reason: YOU. To make sure you get the most out of your time and this program, we made the experience interactive. Listening to someone talk can be helpful, but to get the most out of something, you must be directly involved—and that's where this book comes in.

"I'VE MISSED MORE THAN 9,000 SHOTS IN MY CAREER. I'VE LOST ALMOST 300 GAMES. 26 TIMES, I'VE BEEN TRUSTED TO TAKE THE GAME-WINNING SHOT AND MISSED. I'VE FAILED OVER AND OVER AND OVER AGAIN IN MY LIFE. AND THAT IS WHY I SUCCEED."

—Michael Jordan

OUR GUARANTEE

If you take the time to fill this journal out, we guarantee you will get more out of this program, more out of your time, and more out of your life. Yes, that's a big statement, but if you've gone this far, we know you have what it takes to make it happen.

GETTING STARTED

It's kickoff time! Insert CD#1. As you listen to the CD, fill out the blanks and complete the exercises.

Fear is nothing but a state of mind, a natural warning, and a helpful signal. Everyone has fears, but what really matters is how I r_____ to fear.

How we answer questions like: "What if I don't succeed? What if I get hurt? What if people laugh at me?" determine what we do and don't do. Fear often stops us from doing what we desire most.

Fear influences many of our d_____. And my own d_____ are what will ultimately shape my life.

Is it realistic to think that we will conquer all of our fears until we're afraid of absolutely nothing? No, of course not. We all have fears, and we can't eliminate them entirely. That's fine, it's natural. What's important is discovering exactly what your fears are, why you feel that way, decide whether the fears are useful or not ... and then, ultimately, eliminating fears that are holding you back—fears that are not so useful.

Q: What is fear?

A: Fear is focusing on what we don't want to happen.

A good way of looking at fear is to break it down into this acronym:

F _____
E _____
A _____
R _____

FACT: Many of the things we fear never come to _____.

"I HAVE LIVED A LONG LIFE AND HAD MANY TROUBLES,
MOST OF WHICH NEVER HAPPENED."

—Mark Twain

WARNING: Fear sets off our creativity to work in ways that don't always help us. Be sure you can separate your emotion from the facts.

Originally fear was instilled within us primarily to protect us from life-threatening situations. And today we're still faced with important situations and decisions, but many of them do not put our lives in danger. Don't give fear more influence than it deserves. We don't want fear to slowly takeover our daily lives and control our decisions and actions when fear really doesn't need to be there.

The important thing to remember is that our minds cannot tell the difference between what is vividly _____ and what is _____. Be

careful not to build up situations in your head that are based on thoughts and imagination. The next few steps will show you how to do this.

"FEAR IS JUST MISUSE OF IMAGINATION."

YOUR WISH LIST

To break through our fears, we need some powerful reasons that excite us enough to confront our fears. Although this is not a goal-setting program, write down five things you wish you had in your life right now. For example: more friends, better health, a car, more money, better relationship with my parents, straight A's, better performance on the field, to be the next student body president, etc.

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Now write down some of the fears that are stopping you from getting the things you listed above.

1. _____
2. _____
3. _____
4. _____
5. _____

The fears that you listed are keeping you from getting what you really want from your life. Focus on CONQUERING these particular fears as you work through the rest of the program.

STEP #1: EXPAND YOUR ZONE

When I don't face my fears, I'm stuck in my _____.

My comfort zone is a place where I remain _____ and avoid failure. The problem is, if I stay in my comfort zone and risk nothing, I also risk _____ nothing.

"WHEN YOU EXPAND YOUR COMFORT ZONE,
YOU EXPAND WHAT'S POSSIBLE."

—Kent & Kyle Healy



Q: Are you stuck in your comfort zone? Use the Comfort Gauge to find out.

If you're stuck in your comfort zone, you:

- feel bored often
- don't seem to get very excited about life
- feel like everyday tasks are pointless
- find it hard to get up in the morning
- rarely feel scared
- don't feel much purpose in your life
- feel as though your accomplishments are insignificant
- rarely challenge yourself

To expand my comfort zone I need to commit to new life standards. This begins with a d_____. Once I admit that I want more from my life, I'm putting myself at risk of falling short, but this also means I'm moving out of my existing comfort zone.

"VALUE WHAT YOU HAVE, BUT SEEK FOR MORE."

—Socrates

Expanding my comfort zone will not happen overnight. Once I make a decision to get more from my life, my decision needs to be followed by action. This is a process that involves doing something each day that challenges me to grow. *(For example: volunteering to be a group leader, saying hi to the person you think is cute, taking a shot in the last few seconds of the game, etc.)* What can I do that I have been putting off because my fear has held me back? List five things below.

1. _____
2. _____
3. _____
4. _____
5. _____

"EACH STEP WE TAKE IN THE FACE OF FEAR—EVEN IF IT IS SMALL—CAUSES US TO GROW PERSONALLY AND ALSO GROW CLOSER TO WHERE WE REALLY WANT TO BE."

—Kent & Kyle Healy



STEP #2: POWER COMES FROM PURPOSE

The true source of our motivation comes down to one three-letter word: _____. When we know exactly _____ we're doing something, we can develop the drive or persistence we need to reach our goals.

If you overcome the fears you listed earlier, WHY will your life be better? *(For example: If I over come my fear of _____ (see below), I will meet extraordinary people, or have the opportunity to travel around the world, or be financially free.)* Take a moment to fill out the blanks below to discover what is going to drive you to work through your fears.

If I conquer my fear of _____, my life will be better because _____.

If I conquer my fear of _____, my life will be better because _____.

If I conquer my fear of _____, my life will be better because _____.

The flip side...

If I don't confront my fear of _____, I might miss out on _____.

If I don't confront my fear of _____, I might miss out on _____.

If I don't confront my fear of _____, I might miss out on _____.

"WHEN WE FEEL HOW OUR LIVES WOULD BE DIFFERENT OR HOW OUR LIVES WOULD BE BETTER IF WE WORKED THROUGH THE PAIN—THEN OUR PURPOSE IS CLEAR ... AND OUR POWER COMES FROM PURPOSE."

—Kent & Kyle Healy



STEP #3: UPROOT YOUR FEARS

When I begin to feel uncomfortable and sense fear creeping in, I need to pause and then take a moment to ask myself, "WHY do I feel this way?" If I think before reacting, I might find something about the s_____, or about m_____, that I didn't know before.

Uprooting my fears requires that I find the s_____ of my fear so I can come up with a solution. Taking a minute to pause and think before reacting allows me to notice if my feelings are based on fact or emotion.

Here's an example: Fear of failure is a fear that most people share. To uproot this fear, we need to figure out why we feel this emotion called failure. We all have "rules" that determine whether we—as individuals—have failed or succeeded. To figure out your rules, write down your existing definition of failure. (For example: *If I don't meet or exceed my own expectations, then I have failed. Or: I have failed if I don't score 20 points this game. Or: If I'm not the top student in my class, then I'm a failure.*) List some existing definitions you have:

1. _____
2. _____
3. _____

What would be a better definition of failure that would cause you to try more things? (For example: *I have failed only if I do not try. Or: I have failed only if I haven't learned anything.*) List your new definitions below:

1. _____
2. _____
3. _____

It helps to do this same exercise with your definition of success. Write your existing definitions below:

1. _____
2. _____
3. _____

Now, what are some better definitions you can come up with?

1. _____
2. _____
3. _____

"THE ONLY WAY TO COMPLETELY AVOID FAILURE IS TO DO NOTHING, SAY NOTHING, AND BE NOTHING."

—Kent & Kyle Healy

KENT & KYLE HEALY

STEP #4: RECOGNIZE THE GAPS

In order to close the gaps in our lives, we need to know what the gaps are. Once we identify our weaknesses and discover what's missing, we can then figure out what needs to be done to decrease our failures and increase our rate of success.

"SUCCESSFUL PEOPLE ARE WILLING TO MAKE HABITS OUT OF THE THINGS THAT UNSUCCESSFUL PEOPLE ARE UNWILLING TO DO."

—Unknown

To grow stronger, we need to be conscious of our weaknesses. Every successful person knows there's always room for improvement. What are some things you'd like to improve about yourself? What are some of your weaknesses?

1. _____
2. _____
3. _____
4. _____
5. _____

What are five ways I can strengthen these weaknesses?

1. _____
2. _____
3. _____
4. _____
5. _____

How can I use my strengths to overcome my weaknesses? List three ways:

1. Strength: _____. I can use this strength by _____
2. Strength: _____. I can use this strength by _____
3. Strength: _____. I can use this strength by _____

STEP #5: INVESTIGATE

Fear of the unknown can get the best of all of us. The more you know, the more confident you'll be. This step requires that you learn more about the things that scare us.

Look back at your list of fears and ask yourself these questions:

- What about this fear scares me?
- How can I learn more about that?
- What might I be overlooking?

Think hard about the answers. Look at your fears from a different angle, do the research, and you might find new ways to conquer your fears.

STEP #6: SIMPLIFY THE SITUATION

"WHEN FEAR KICKS IN, WE DON'T SEE THINGS AS THEY ARE; WE SEE THINGS AS A REFLECTION OF OUR MENTAL STATE OR OUR CURRENT MENTALITY. THIS MEANS OUR PERCEPTION OF THINGS IS TEMPORARILY WARPED."

—Kent & Kyle Healy

What are the ways you have reacted to fear in the past? (For example: *sweaty palms, frantic thoughts, headaches, etc.*) List some of the ways here:

1. _____
2. _____
3. _____
4. _____
5. _____

TIP: You also might want to ask other people (maybe your close friends or family) what they have noticed when they have seen you nervous or scared.

When I recognize these symptoms of fear, I'll know that fear is present and remember that my logic or judgment might be temporarily clouded. I will be aware of the signals my body is trying to give me, assess the situation, and then act accordingly.

Can you come up with better ways to react to your fears? List them below:

1. _____
2. _____
3. _____

STEP #7: KEEP YOUR EYES ON THE PRIZE

Challenges are inevitable—and for some reason it's easy to give these obstacles more attention than they need. This is dangerous because our eyes can drift away from the prize at the end of the road, and instead our focus is put on all the obstacles that lie in the path.

TIP: If all you can see are the obstacles in your path, look at the list you created in Step #2 to remind yourself of all the reasons why you should keep going and follow through.

"THE REWARDS ALWAYS OUTWEIGH THE SACRIFICES."

—Kent & Kyle Healy

The greatest obstacle that stands between where I am and where I want to be are my own t_____ and b_____. And I have complete control of both.

Keep my eyes on the p_____ by reminding myself of the rewards. The c_____ the rewards are to me, the more motivation I'll have to overcome my limiting fears.

Three ways I can constantly remind myself of the rewards are (for example, write a list of the rewards and tape it to my bathroom mirror):

1. _____
2. _____
3. _____

STEP #8: TAKE SMALL STEPS

Overcoming fear is not such an easy process. How, then, can we come up with ways to make it easier for ourselves to get the outcome we desire? One way is to break the process down into manageable and attainable steps.

While it's important to challenge ourselves, it's also important that we experience victory or success when possible. Only then will we have the continued motivation necessary to carry on.

TIP: Once you know what your fear is, ask yourself, "What can I do to move closer to where I want to be?" Your answer should be a set of small steps that you know you'll be able to accomplish.

What are some steps I could take to overcome my fears?

1) My fear: _____.

Some steps that I could take to conquer this fear are:

- a) _____
- b) _____
- c) _____
- d) _____
- e) _____

2) My fear: _____.

Some steps that I could take to conquer this fear are:

- a) _____
- b) _____
- c) _____
- d) _____
- e) _____

3) My fear: _____.

Some steps that I could take to conquer this fear are:

- a) _____
- b) _____
- c) _____
- d) _____
- e) _____

STEP #9: MAKE IT HAPPEN

The previous eight steps are extremely helpful when you want to conquer your fears, BUT if you don't combine them with action, they're not going to help you at all.

"LIFE DOES NOT OWE US ANYTHING. IT'S UP TO US TO MAKE OUR DESIRES PART OF OUR REALITY."

—Kent & Kyle Healy



It doesn't matter if I've struggled in the past. What matters is what I do right _____! My power lies in this moment.

What are three actions I can take right now to overcome my fears and move closer to my dreams?

- 1. _____
- 2. _____
- 3. _____

SELF-CONTRACT

Congratulations on finishing CONQUER! Keep in mind, however, that the rest is up to YOU. We've created this "Self-Contract" so you'd make a final commitment to yourself, because that's what really matters. We recommend that you fill this out, then cut it out. Keep it with you or put it somewhere you'll see it every day.

I _____, have made a decision to upgrade my life.
(full name)

Signed: _____ (your name)

Dated: _____ (today's date)

"MAKE YOUR LIFE EXCEPTIONAL.
MAKE IT YOURS.
MAKE IT HAPPEN!"

—Kent & Kyle Healy

