

**CONTROL**

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**INFLUENCE**

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**ACCEPT** (FOR NOW)

**DISCUSSION GUIDE**

# CONTROL, INFLUENCE, ACCEPT (FOR NOW)

## DISCUSSION GUIDE

### INTRODUCTION

1. What stage of life are you in? School? Work? Family life? Retirement?
2. The Greek letter, delta, represents various aspects of change. The constant is change. Things around us are changing at unprecedented rates. Talk about some of the changes you have seen in school, business, technology, and the world in the past five years.

### CHAPTER 1: CIA(FN)

1. What does CIA(FN) stand for?
2. What are some examples of things you can, personally, fully control?
3. What are examples of things you can influence?
4. What about our own emotional, reactive selves? Can we learn to influence our own attitudes? What are some examples?
5. We can control some things and influence some others. What about everything else? A(FN) Accept (For Now)? Things like economy or global changes. What are some ways we can deal with those “other” things?

### CHAPTER 2: SELF-AWARENESS

1. What are some things you have learned from experiences in school, your business, or your personal life that you have become aware of about yourself?
2. We must understand ourselves to understand our reactions. When you think about yourself, what gives you feelings of contentment? What stressors make you want to want to hide or escape? Share some of those things that motivate or de-motivate you with the group.
3. How do you handle failure?
4. How do you recharge your batteries?
5. What are some ways you can get better at self-awareness?
6. State out loud one or two things you are going to put into practice to become more self-aware moving forward.

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### CHAPTER 3: PEOPLE KNOWLEDGE

1. How can we gain more people knowledge?
2. Have you tried living “device free” for a little while? We say our phones keep us connected (and they do with surface connection), but they also keep us separated. What has your experience been when you have not had access to a device? What did you do?
3. Have you had a chance to spend time with people who are not in YOUR GROUP or one of your own comfort zones – similar interests, similar ethnicity, similar recreational pursuits? What are some ways or ideas of how you can explore outside of YOUR GROUP or comfort zones?
4. What about people who are in a different generation than yourself? Have you asked your grandparent, great-grandparent, or a person in an older generation about what life was like when they were your age? What were their worries? What did they hang their confidence on? What are their worries now? How do you think those answers could help you today?
5. What are similarities that all humans have? Name some examples and discuss. (i.e. We want to feel security. We want to feel loved.)

### CHAPTER 4: MENTAL AND EMOTIONAL FLEXIBILITY

1. It is easier to define mental and emotional flexibility than it is to practice it. How can we get better at flexibility?
2. Are you aware of your own inflexibility? You should not be flexible on things like values, but where are some other areas that you tend to be inflexible?
3. Think of someone who generally does things differently than you do. Have you ever thought through why they are doing it that way? Do you have any examples of stories?
4. Name some examples of inflexibility you have experienced.
5. Name some examples of flexibility you have experienced recently.
6. Like the example of Henry Ford (page. 78), what are other stories where flexibility made all the difference.

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### CHAPTER 5: RESILIENCE

1. Resilience is the ability to pivot when things aren't as we thought they'd be. Take a minute to reflect on situations when you had to pivot in the past. How did it make you feel? What was the overall outcome in those situations?
2. Resilience isn't age dependent, which is a relief. Do you feel like you were more resilient when you were younger, or as you've gotten older?
3. Being resilient means things will get uncomfortable for a while. Share a time when you were in an extremely uncomfortable situation where you were forced to adapt.
4. Thinking back to some of the examples in this chapter, how can you personally start to practice "The Art of the Bounce."
5. What is one area you would like to push yourself in? What are some simple "push-yourselfs" you can start to incorporate into your weekly routine? Pick three.

### CHAPTER 6: PERSPECTIVE

1. In Chapter 6, Perspective, the author discusses three key concepts: Learn, Reflect, Decide. When is a time you learned something by experience? When is a time you learned something without experience?
2. What is one area of your life you have a different perspective on now than when you were younger? Share with the group.
3. In Learn, Reflect, Decide, a decision is only part of it. Habit is the next step to making those decisions a reality. What habit do you currently have that you stick to religiously? What habits would you like to make?
4. The author discusses the three "sets" – Brainset, Mindset and Skillset. Which of the three do you think is the hardest? Think of one of your current goals or habits. Where are you in the three "sets" with that particular habit?
5. This chapter concludes with three examples of cultivating perspective. What is one tangible way you can start growing your own perspective this month? Discuss.

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### CHAPTER 7: SELF-IMAGE

1. Self-image plays an enormous part in what we think we can do or can't do. What is one area in which you had a skewed self-image.
2. Who or what currently influences your sense of self-image (social media, TV, friends, movies, etc.) Why do you think this is in particular?
3. Our internal recording devices play a part in at least influencing our concept of self-image. What is one message – good or bad – your own recording device has played over and over for you recently?
4. Who were your PIA (People in Authority) who shaped your self-image growing up? Who are your PIA now?
5. As the author puts it, is self-image on your Accept (For Now) list, or is there anything about your self-image you can Control that you would like to begin to Influence for the better?

### CHAPTER 8: CONSTRUCTIVE SELF-TALK

1. Self-image is often the difference between “potential” and “achievement,” and self-talk is the mechanism by which we get there. What does your current pattern of “self-talk” look like?
2. Take a moment and reflect on someone you know who has good, positive self-talk. Now think of someone who has poor or negative self-talk. What is the difference in these two individuals?
3. What self-talk statements do you personally need to implement?
4. What are some ways you can reshape two of your personal self-talk statements with strategic language.
5. How does “Mr. Mediocrity” appear to you in your daily routine. Discuss with the group.
6. Are you motivated more by “towards” motivation or “away” motivation? Why?

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### CHAPTER 9: VALUES

1. What does the concept of “values” mean to you? What questions come to mind for you when values are discussed?
2. What are three values do you consider to be your primary values when it comes to dealing with other people?
3. What does WII-FM stand for, and why is it so generally destructive to our values?
4. The author gives the example of a “billions of unconscious, unintentional acts” in relation to environmental values. Stop and reflect for a moment on some of your current primary personal values. In what ways can you take small steps towards more intentional actions towards those values?
5. If you kept a time log, where do you currently spend most of your time? Where do you currently spend most of your money? How do those two results correlate to personal values?
6. The author gives 3-4 exercises as examples for exploring your values. How can you get better at identifying and living out your values?

### CHAPTER 10: PURPOSE

1. People who believe there is a purpose for their lives live differently than those who don't. How much time do you currently spend thinking about purpose? Why or why not?
2. How were you raised to view purpose growing up?
3. What examples have you seen in the movies about finding purpose? What is one that sticks out to you most. Discuss.
4. Think on someone you know personally who “found their purpose” or is living out their purpose. How did they do it? Was it intentional or accidental? Share with the group.
5. Of the four principles of purpose below, which stands out to you the most? Which are you the best at, currently? Which is the hardest?

ENERGY | BOUNCE | COMMITMENT | JOY

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### CHAPTER 11: INFLUENCING AND BEING INFLUENCED

1. We are undoubtedly influenced by others, and in turn we influence them as well. Think about your “tribe” or inner circle outside your immediate family. How do you decide which people to spend time with? Or less time?
2. Outside of your immediate household, who is someone you spend a lot of time with who shares your values? Think of someone in the same sphere of life who doesn’t share your values. What is your relationship with each and how is it different?
3. If you had to reflect on a time when some of your core values were formed, when would this be for you? (high school, college, mid-30s, etc.)
4. List three people who have been a key influence in your life. Share with the group.
5. Who is someone close to you who has an “ability” that may be hidden to them, as the author puts it. How can you use your “influence” in this area?

### FINAL THOUGHTS & DISCUSSION

1. Which part of Control, Influence, Accept (For Now) resonated with you the most?
2. Of the three – Control, Influence, Accept – which of these comes the most naturally to you now? Which is the hardest?
3. What are three main takeaways you can use to put CIA(FN) into practice in your own life?