

**WEEK 11: DREAM WARRIORS FIGHT THE GIANTS**

*EXERCISE 11.1 || THE SURRENDER JAR*

As a Dreamer, you'll be faced with roadblocks that are beyond your control. One symbolic way to let go of the worries that accompany such roadblocks is to keep a jar on your desk or beside your bed at night labeled "surrender." Before you leave your office each day or before you close your eyes at night, if there's anything still troubling you, write it on a small piece of paper and drop it into your Surrender Jar.

Take a few minutes for yourself and write down all of your troubles on individual pieces of paper and place them in the jar. You can revisit and add to this jar whenever you need.

*EXERCISE 11.2 || EMBRACING YOUR BIG FEARS*

**1. Big Fear:**

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**Mitigating Action:**

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**2. Big Fear:**

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**Mitigating Action:**

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**3. Big Fear:**

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**Mitigating Action:**

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**4. Big Fear:**

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**Mitigating Action:**

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**Entering "Never Been Done Before" Territory**

DREAM WARRIORS FIGHT THE GIANTS

**DREAM PIONEERS**

**Name:**

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**Title:**

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**Phone:**

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**E-mail:**

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**What experience does this Dream Pioneer have that you can tap into?**

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**Name:**

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**Title:**

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**Phone:**

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**E-mail:**

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**What experience does this Dream Pioneer have that you can tap into?**

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**Name:**

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**Title:**

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**Phone:**

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**E-mail:**

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**What experience does this Dream Pioneer have that you can tap into?**

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**Name:**

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**Title:**

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**Phone:**

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**E-mail:**

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**What experience does this Dream Pioneer have that you can tap into?**

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CREATING THE MOTIVATION TO CONTINUE

**FIND A HYPE MAN**

**1. Name and contact info:**

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**2. Name and contact info:**

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**3. Name and contact info:**

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Title:	
Role Description:	
Salary Range:	

Role Description:	
Salary Range:	

Title:	
Role Description:	
Salary Range:	

Title:	
Role Description:	
Salary Range:	

FINDING THE RIGHT TALENT

Talent Sourcing Option 1:

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Talent Sourcing Option 2:

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Talent Sourcing Option 3:

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RUNNING LIST OF GREAT TALENT

Name:	
Title:	
Description of Talent's Winning Skill:	

Name:	
Title:	
Description of Talent's Winning Skill:	

Name:	
Title:	
Description of Talent's Winning Skill:	

Name:	
Title:	
Description of Talent's Winning Skill:	

FACILITIES:

**OFFICE SPACE OR MANUFACTURING**

Location:

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**OFFICE SPACE OR MANUFACTURING**

Location:

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**OFFICE SPACE OR MANUFACTURING**

Location:

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WORKING CAPITAL

Funding Source Option 1:

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Funding Source Option 2:

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Funding Source Option 3:

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AVOIDING SLOW BUSINESS GROWTH

**GENERATE NEW REVENUE IDEAS**

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**IDENTIFY NEW CHANNELS TO REACH YOUR TARGET**

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**SEEK PARTNERSHIPS**

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MANAGING LACK OF FUNDING AND CASH FLOW ISSUES

**ASK FOR A LINE OF CREDIT**

**Program 1:**

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**Program 2:**

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**Program 3:**

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NEGOTIATE BETTER PAYMENT TERMS

**Client 1:**

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**Client 2:**

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**Client 3:**

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LOOK FOR CREATIVE WAYS TO CUT EXPENSES

**Expense Reduction 1:**

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**Expense Reduction 2:**

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**Expense Reduction 3:**

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NAVIGATING AN UNEXPECTED LAYOFF

**WORK WITH A HEADHUNTER**

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**CREATE A "GREAT PLACES TO WORK" LIST**

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**KEEP A ROCK STAR LIST**

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EXERCISE 11.3 || LIFE BALANCE TRACKER

Week 1	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Health/Wellness (Physical)							
Health/Wellness (Mental/Spiritual)							
Business/Work							
Entertainment							
Family Time							
Household/Work							
Customize							
Customize							

Week 2	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Health/Wellness (Physical)							
Health/Wellness (Mental/Spiritual)							
Business/Work							
Entertainment							
Family Time							
Household/Work							
Customize							
Customize							