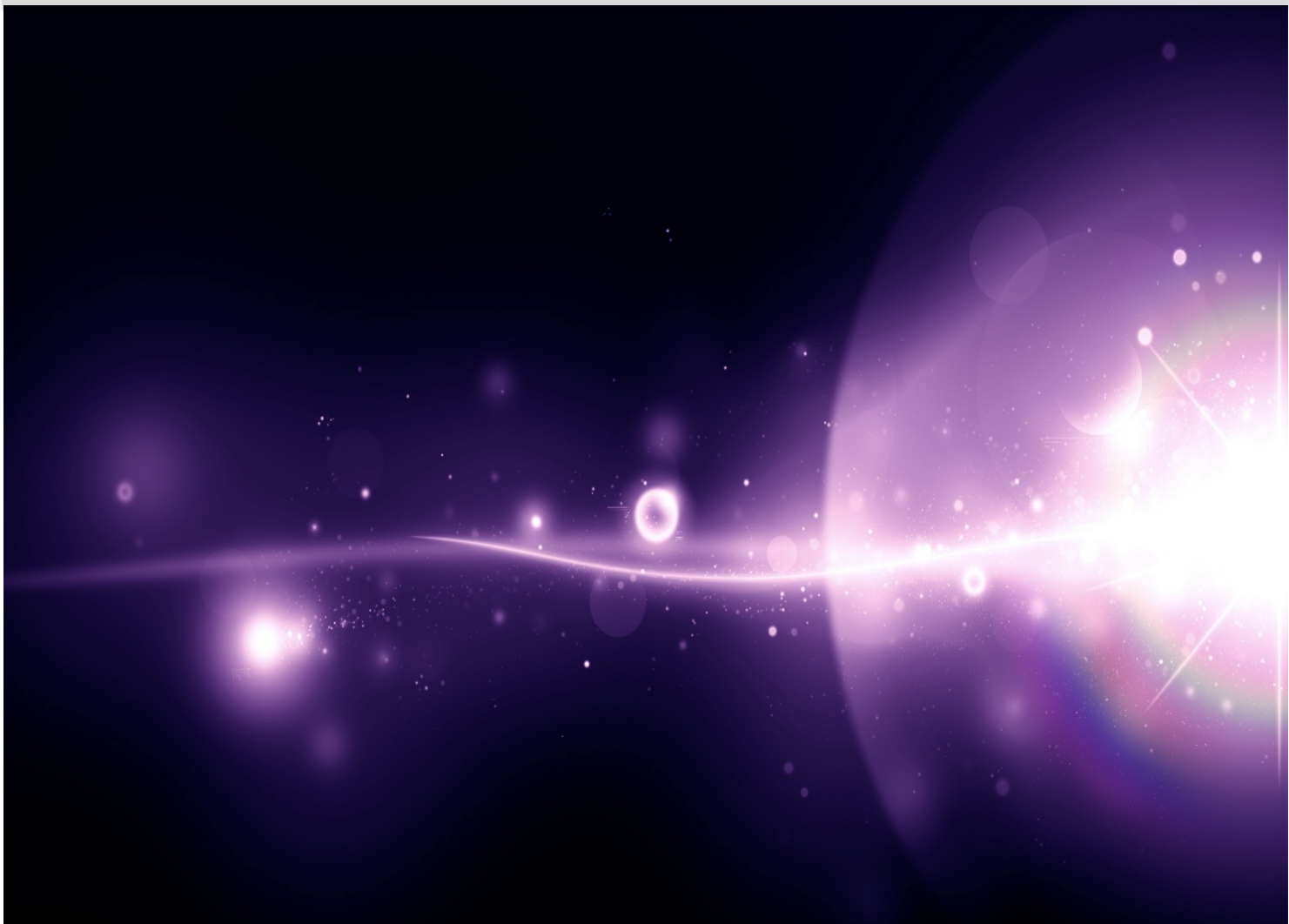


RECODE

INSTRUCTOR'S MANUAL



RECODE YOUR THOUGHTS

WEEK FIVE - SUFFICIENCY HEALING YOUR ADDICTION TO MORE

“The battle you are going through is not fueled by the words or actions of others; it is fueled by the mind that gives it importance.”

- **Shannon L. Adler**

RECODE INSTRUCTOR'S MANUAL

WEEK FIVE – SUFFICIENCY, HEALING YOUR ADDICTION TO MORE

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SPECIAL NOTE REGARDING ATTRIBUTION:

If you are using your own material and are wanting to use some of the recode distinctions in your presentations make sure you properly attribute it. This is a courtesy nearly all professionals take great care to give to each other in this industry. Not only is it in integrity but it usually makes your presentations feel even more credible as your audience realizes you have studied and know other experts in the business.

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HOW TO USE THIS MANUAL

The RECODE Instructor's Manual will be given to you throughout the training, it will break down (into discrete facilitation steps) each of the Recode Distinctions from Modules 1 & 2 along with explanations of how to lead the discussions, exercises, and debriefs.

Each of the [RECODE INITIATOR](#) Lessons will contain the following elements to facilitate change in a group setting:

- 1) A structure and set and outlines you can use for your live or online events
- 2) The content you can use to deliver the RECODE distinctions broken down into bite-sized 1-2hr lessons.
- 3) Additional transformational elements to enhance the impact of the material including: diagrams, narrative tags, partnered and solo exercises, reflection questions, journaling exercises, and debriefs.

Use this manual as a step by step guide to help you create a RECODE event either as a stand alone event or as an ancillary part of the [RECODE INITIATOR](#) or [RECODE ACTIVATOR](#) program that your participants can be a part of. You can read the lesson word-for-word and/or add to it using your own stories, examples, and language.

STRUCTURE OF A GROUP PRESENTATION

Each of the Recode lessons have been broken down into a bite sized 1 – 2 hr presentation each one roughly following the outline below:

PART 1: Opening (5 minutes)

PART 2: Lecture (30 minutes)

PART 3: Exercise (40 Minutes)

PART 4: Debrief (30 Minutes)

PART 5: Closing or Break (15 Minutes)

This is the recommended flow which is designed to maximize impact and engagement with the audience through multiple modalities (listening, speaking, writing, dialoging, and direct participation through exercises).

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VIDEO

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PART 1: OPENING (15 min)

You may want to begin each presentation re-presenting your mission - why you are here and why for you this topic is personally important to you and to them. Here are three questions to have answers to for each presentation that you may want to open your talk with:

What is the experience I want them to have?

What is the new belief or mindset I want them to leave with?

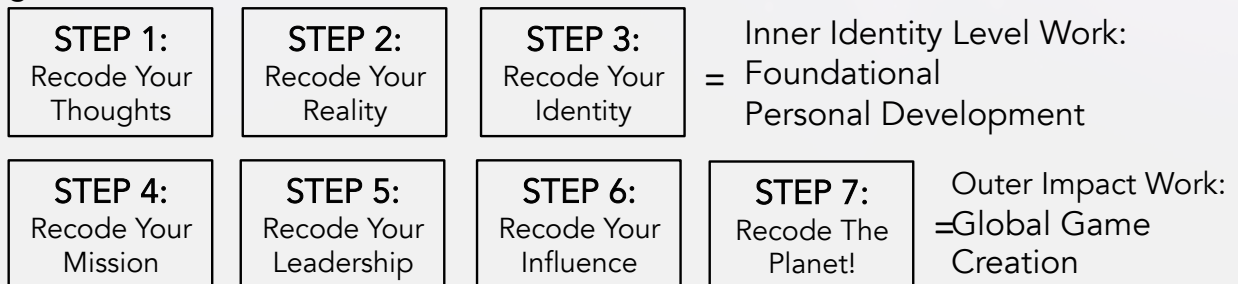
What are the new actions I want them to take?

RECODE YOUR THOUGHTS

On your journey toward evolving your self and others you must begin at the foundation. You must begin with recoding your thoughts. Many spiritual teachers define enlightenment as utterly free attention allowing you to be in complete relationship to what is. For most of us our attention is arrested, captured and bound to the negative thought patterns that are taking up 80-95% of our thoughts each day. This bound attention causes us to be out of relationship with reality and therefore unable to create traction in our life towards what we all most want.

We want to teach you how to bring all of you to bare to the challenges and experiences at hand, and having an experience of utterly free attention where you are able to place your attention exactly where you want, when you want it is one of THE most important steps towards recoding and thus evolving your self and ultimately those around you.

In the recode curricula we teach you all 7 steps towards installing new thinking frameworks and unlocking hidden abilities to help you play a more global game.



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WEEK FIVE – SUFFICIENCY, HEALING YOUR ADDICTION TO MORE

PART 2: LECTURE (30 min)

LESSON 3 – CLEAR STORIES

CLEAR STORY#1 – Sufficiency

- **You think...**if you are struggling then putting your time and energy in your aspirational goals is one of the best things you can do
- **But really...**Addressing areas of insufficiency is the key to activate growth, expansion, and aspiration. Aspirational goals require free attention.
- **If you just...**define for yourself what feels adequate - the minimum amount for you to not feel anxious. The minimum amount for you to feel sufficient in the present moment.
- **Then you'll get...**the ability to access to the free attention that's required to effectively focus on your aspirations.

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VIDEO

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PART 2: LECTURE (30 min)

SUFFICIENCY, HEALING YOUR ADDICTION TO MORE INTERVIEW WITH NATHAN OTTO

As a species, our most valuable resource is attention. We have a 'vigilant' mechanism constantly using our attention, looking for where we might lose. E. Tory Higgins discovered two simultaneous mechanisms of goal setting:

#1 Prevention

#2 Aspiration

We are unable to spend time, energy, and resources on aspirational goals when we are feeling insufficient in any of the key areas that matter most. Aspirational goals require free attention.

DEFINING SUFFICIENCY: SUFFICIENCY EQUALIZER

Our sense of loss has to do with how correctly we've defined sufficiency in our lives. We think that we should be striving to move our thresholds for sufficiency *upward*, but the further down we can define sufficiency in any domain, the happier we are.

Addressing areas of insufficiency is the key to activate growth, expansion, and aspiration. It begins with defining for yourself what feels adequate - the minimum amount for you to not feel anxious in each area you value. When you are operating at sufficiency in each area and tending to what you need to feel that sufficiency ongoingly you are setting the stage to your own evolution.



Money

Food

Pleasure

Love

Sex

RECODE INSTRUCTOR'S MANUAL

WEEK FIVE – SUFFICIENCY, HEALING YOUR ADDICTION TO MORE

PART 2: LECTURE (30 min)

DEFINING SUFFICIENCY

The key to having a higher quality life is not to need more in order to feel sufficient but to have greater and greater amounts of free attention. For example, your quality of life increases when you are able to experience joy and bliss for the simplest circumstances rather than needing more and more just to feel happy.

Addiction is the inability to derive pleasure from more and more [extreme] experiences.

Enlightenment is the ability to derive pleasure even the simplest of things.

You might be thinking, 'Hey, but what about the value in striving to continually improve your standards?' What is being presented is not about lowering your standards. You are reducing your needs to their true setting and reducing the gap between your needs and your ability to effortlessly meet them. Similarly, you are expanding your comfort level with ebbs and flows as you come in more contact with your 'true needs' rather than what you think you should want.

The disposition of anything above your level of sufficiency is to be delighted and surprised by what happens which is a by product of free attention. This is what will allow you to reclaim that free attention to use it toward your more aspirational goals.

Don't be apologetic about making sure your needs are met AFTER you are certain they are your true needs. This process will free up an enormous amount of your biggest resources which is your free attention and will allow you to use that free attention for the aspirational goals you have for your life which absolutely require this ingredient.

So the idea here is to reduce the gap between what's sufficient for you and what naturally emanates from you.

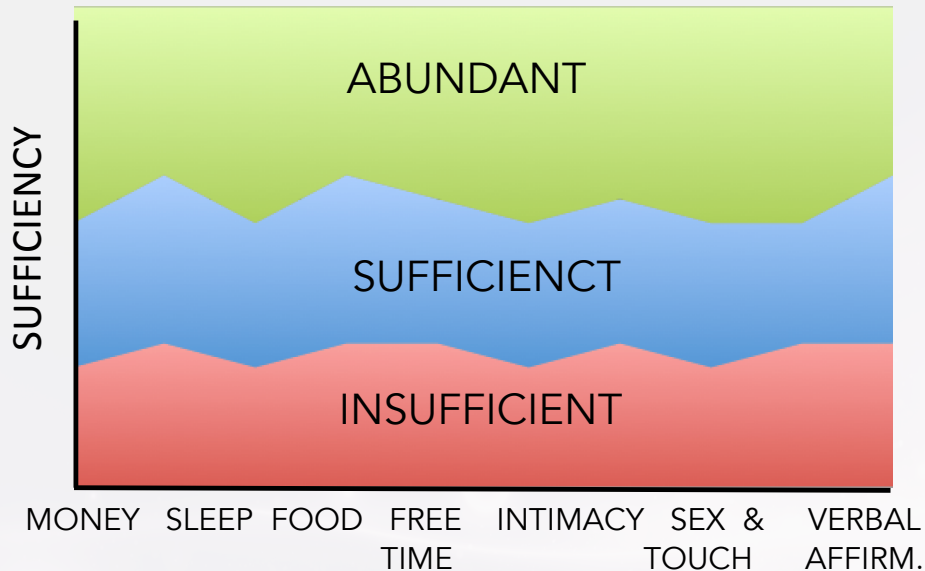
RECODE INSTRUCTOR'S MANUAL

WEEK FIVE – SUFFICIENCY, HEALING YOUR ADDICTION TO MORE

PART 3: EXERCISE (40 min)

IDENTIFYING YOUR LEVELS OF SUFFICIENCY

Pass out the SUFFICIENCY handout. Pick 1 to 2 people from the room who resonate with an 'addiction to more' and want to work on it with you in front of the room. Draw the graph below identifying the different areas in that person's life that are his or her 'needs' – these are things that are the most important to that person that. Draw a line on that graph that represents sufficiency – the minimum amount that is needed to free up their attention. Draw a line that above which would be abundant.



Ask the following questions:

What's a sufficient amount of [category 1] for you? What would happen if you had less than that? What would you happen if you had less than that? Until you reach a true level.

What is the source of the fear that comes up? Is that true? Are there people that have that same amount and are not scared? Are there people that have that same amount and thriving and feeling sufficient?

What are some of the choices you could make to be happy and feel a sense of enoughness at a lower amount? What's the setting that demands the least amount of my attention? Have everyone else break up into pairs and do this exercise with each other.

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PART 4: DEBRIEF (30 min)

IDENTIFYING YOUR LEVELS OF SUFFICIENCY

After your participants have completed the exercise, ask them the following debrief questions to get them going in a dialogue with you:

What happens for you when you realize that there is a sufficient amount of these things? That the goal of life isn't more and more and more but to need less and have enough? What changes in you as you reconsider that?

What would happen if you didn't have that? What would happen if you could never get that?

In order to get people to really let go of things they don't need but think they do, you'll have to give an example of yourself first. The more vulnerable and transparent you are, the more likely your participants will be able to relax into a true relationship to sufficiency.

When people are operating in a mode of insufficiency their own fear of not getting enough will sometimes have them reclassify wants as needs.

EXAMPLE STORY: RC Peck did a program called Clean Your Financial House that we participated in. He asks, 'Tell me the things that you can't live without?' You make a list. I was relating to those things like I could not live without them even though obviously you could. My car, my favorite magazine subscriptions, our daily eating out habit. He cut all of that stuff. I realized after a month I didn't need it. Not only did I not need it but I actually felt more free without it because by releasing those false needs, I released the fear that had them masquerade as fears in the first place.

As you work with someone in front of the room, see if you can detect whether they have more fear or more relaxation in their voice and their bodies when they talk about what is sufficient for them. If they have more fear, ask them to locate the source of that fear and work with them to distrust it or let it go. You might find a lower setting....they'll need less of a particular value in order to be sufficient once they've let go or released that fear.

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PART 5: CLOSING (15 min)

This part of your presentation is where you summarize the key take aways from the day and the actions you are wanting them to take to integrate this material into their lives.

KEY TAKE AWAYS

- Our most valuable resource is attention. We have a 'vigilant' mechanism constantly using our attention, looking for where we might lose.
- We are unable to spend time, energy, and resources on aspirational goals when we are feeling insufficient in any of the key areas that matter most. Aspirational goals require free attention. Addressing areas of insufficiency is the key to activate growth, expansion, and aspiration.
- It begins with defining for yourself what feels adequate - the minimum amount for you to not feel anxious in each area you value. Identifying consciously what your 'true needs are.
- The key to fulfillment is not to continue to raise your levels of sufficiency higher and higher but is actually to lower your needs to their true setting and reducing the gap between your needs and your ability to effortlessly meet them.

NEW ACTIONS YOU WANT THEM TO TAKE

- Notice this week which areas in your life are your 'true needs' and consciously set your levels of sufficiency in each area. Work toward creating habits and decisions which have you operating at sufficiency as a high priority in your life so you have more free attention for your aspirations.

CALL TO ACTION

Finally, closing should inspire them to continue to work with you taking the next CALL TO ACTION, which could be:

- a) Coming to the next live event, webinar, or gathering or
- b) Participating in a paid program, online program, or your 1:on:1 services.

Use the Platform Selling worksheet found in our BONUS SALES COURSE for a script that will walk you through the process of selling from the stage.