

## What do you Expect?

We all have a vision for our lives but most of us don't know what that vision is. In fact, I'm guessing that even those who think they know what their vision is don't.

When you think about the life you will be living tomorrow, you probably expect it to look a lot like it does today. When you think about the life you will be living a year from now, what do you expect it to look like? Even if your circumstances change between now and next year, you will probably be experiencing life a year from now much like you are experiencing it now unless something changes from the inside out.

I have coached many clients to create a vision for the life they wish to be living in the future. For some, this process has worked very well. With a detailed vision of a future life that inspires and empowers them, clients have been able to change the trajectory of their lives and accomplish what they otherwise would not have.

For others, creating a vision was just one more thing on the to-do list. They followed the instructions and produced a written or visual representation of their future lives, but nothing changed because they weren't inspired or empowered. They didn't believe a better life was possible for them.

Why did creating a vision work for some but not for others? I suspect it is because some of my clients expected life to improve in the ways they imagined while others expected life to remain the same.

Most of your thoughts, feelings, and behaviors happen automatically and are directed by your unconscious programming. Your programming is made up of...

- your beliefs; what you have decided is true,
- your fears; what you have decided is dangerous,
- your values; what is important and valuable to you, and
- your expectations; what is predictable in your life based on what has happened in the past.

What do you expect to happen in your life? For change to be possible, and for coaching to be helpful, you will need to believe that change is possible. So, before we go any further, do you expect coaching to work? Do you believe you are capable of changing, or of having a different experience of life than what you are accustomed to?

**Our expectations are based on our beliefs; what we have decided is true.**

If you have decided that you don't **DESERVE** to have what you want, you will expect to keep getting what you've been getting. You will expect...

- The same level of connection in your relationships
- The same amount of income and savings
- The same standard of living
- The same level of respect from others
- The same sense of overall satisfaction with your life
- The same bad habits
- The same group of friends
- The same everything

If you don't believe you deserve anything different than what you have now, you can expect to have the same life a year from now.

Whether you take the time to imagine a brighter future or not, if you don't believe it can happen for you, it probably won't. Fortunately, **changing your disempowering and self-defeating beliefs is one of the things you can expect** to happen if you are willing to do the work of changing your beliefs.

If you want to make changes in any area of your life, it's important to get some insight about what you expect in that area.

A vision can be both conscious and unconscious and it is entirely possible for the unconscious vision to be in conflict with your conscious vision.

Your conscious vision is what you consciously intend and aspire to in your life. Your unconscious vision is what you unconsciously expect. If these two don't match, the unconscious will win because it is thousands of times more powerful than your conscious mind.

If things are going to change or improve in any area of your life, the unconscious vision must be examined and updated consciously.

Once we are consciously aware of our unconscious vision, we can modify it. In fact, just becoming aware of it begins to change it. Upon examination, you may be surprised to find that what you currently believe, fear, value, and expect are long outdated. They no longer accurately reflect the current reality of your life.

#### Summary

- Your unconscious is responsible for what you automatically and involuntarily do and how you automatically live your life.
- We all have an unconscious vision.
- This unconscious vision reflects what we expect to happen in our lives.
- Our expectations are governed by our beliefs including our fears.
- Our beliefs are held in our unconscious.
- If we wish our future life to be different than our past and present life, our unconscious vision must support that expectation.
- Before we can change our unconscious vision to match our intended conscious vision, we need to know what the unconscious vision is. We need to be consciously aware of it
- Once we are consciously aware of our unconscious vision, we can modify it. In fact, just becoming aware of it begins to change it.

Use the following process to unearth your buried expectations. **This will reveal your unconscious vision.** To begin the process of reprogramming your unconscious, take the following steps:

### **Step 1.**

Identify one category of life that you are dissatisfied with. If you can't think of one, read through the following categories and pick one that you are not satisfied with. Describe your dissatisfaction briefly.

1. Physical
2. Emotional
3. Intellectual
4. Relationships
  1. Friends
  2. Family
  3. Business and career
  4. Significant other
5. Spirituality
6. Recreation
7. Creativity
8. Career / Professional / Business
9. Money / Financial
10. Education
11. Social
12. Environmental
13. Personal Development

*For example:*

*Career*

*I don't like my current job.*

### **Step 2.**

Your unconscious expectations contribute to the dissatisfaction you are experiencing in this area of your life. You are holding disempowering beliefs, values, and fears that determine what you unconsciously expect to have happen when you are dissatisfied. To get a look into your unconscious mind, describe what you expect in this area. Include what you believe is predictable as well as any fears you have related to this area. Referring to your dissatisfaction as you described in Step 1, what are your disempowering expectations for how things will go?

*For example:*

*If I stay with this job, I will continue to feel challenged and frustrated. I won't have the resources to do the job well. If I leave this job, I won't find anything better.*

### **Step 3.**

You are not satisfied in this area of your life. Using the form provided at the end of this exercise or on a separate piece of paper, make a list of what you are dissatisfied with. Number the list.

**For example:**

1. *I am not confident about my job performance or knowledge*
2. *I don't have all the resources I need to do my job.*
3. *It's hard to get my questions answered*
4. *I don't feel respected by my supervisors and peers*
5. *I don't feel appreciated by my supervisors and peers*
6. *My opinion isn't welcome and it doesn't matter*
7. *I am not acknowledged for my contributions. It doesn't seem like what I do makes a difference*
8. *I don't make enough money*
9. *My deductible for medical costs is too high*
10. *I feel stuck in my job*
11. *I don't feel connected with the people I work with. I don't like working from home*
12. *I don't respect the values and policies of my employer*
13. *I only get one week of vacation each year*
14. *I don't like what I do.*

**Step 4.**

Using your list of complaints and dissatisfaction as a reference, make a numbered list of what you want in this area. For the moment, let go of what you expect and would typically settle for. After reviewing your list of dissatisfaction and complaints, what else is important to you in this area?

See the column labeled, *Conditions of Satisfaction* in the table below for an example. There is also a blank table at the bottom of this exercise.

**Step 5.**

Measure or quantify your current satisfaction and minimum desired satisfaction for everything that you want. Use a scale of 1 through 10 with 1 representing not at all satisfied and 10 representing completely satisfied.

**Step 6.**

What you want and what you expect (what you settle for) probably don't match. Compare the difference between these two measurements. This number represents the gap for each condition listed. Refer to the table below for an example.

**Step 7.** How important is what you desire? In the column labeled, "Importance," using a scale from 1 - 10 where 1 = not at all and 10 = extremely important, how important is what you want?

Steps 4, 5,6, 7 and 8 example:

#	Conditions of Satisfaction	Current Satisfaction/ Minimum Satisfaction/ Gap	Importance
1	<i>I am confident about my job performance or knowledge</i>	2/8/6	6
2	<i>I have all the resources I need to do my job.</i>	3/8/5	8
3	<i>My questions are encouraged and answered quickly and thoroughly.</i>	2/8/6	8
4	<i>I feel respected by my supervisors and peers</i>	2/8/3	6
5	<i>I feel appreciated by my supervisors and peers</i>	2/6/4	6
6	<i>My opinion is welcomed and matters</i>	2/8/5	6
7	<i>I am acknowledged for my contributions. What I do makes a difference to me and to others</i>	2/8/6	8
8	<i>My deductible for medical costs is \$1500 or less</i>	5/8/5	8
9	<i>My employer offers a 401k or other retirement plan</i>	5/9/4	10
10	<i>I am in a position that reflects my progress and growth</i>	2/8/6	6
11	<i>I feel connected with the people I work with, and I don't from home</i>	2/8/6	6
12	<i>I respect the values and policies of my employer because they match my own values</i>	6/8/2	8
13	<i>I get at least 2 weeks of vacation each year</i>	10/10/0	8
14	<i>I like what I do.</i>	2/10/8	10
15	<i>I have weekends and evenings off</i>	10/10/0	10
16	<i>I make enough money, at least \$20 per hour.</i>	9/10/1	10
17	<i>My insurance premiums are paid for by my employer</i>	10/10/0	8



#	Conditions of Satisfaction	First Actions
1	<i>I am confident about my job performance or knowledge</i>	
2	<i>I have all the resources I need to do my job.</i>	Make a list of the resources I need that I don't currently have and talk to my supervisor about accessing those resources.
3	<i>My questions are encouraged and answered quickly and thoroughly.</i>	See if the supervisor will work with me to answer my questions or show me where and how to get the answers
4	<i>I feel respected by my supervisors and peers</i>	
5	<i>I feel appreciated by my supervisors and peers</i>	
6	<i>My opinion is welcomed and matters</i>	
7	<i>I am acknowledged for my contributions. What I do makes a difference to me and to others</i>	
8	<i>My deductible for medical costs is \$1500 or less</i>	
9	<i>My employer offers a 401k or other retirement plan</i>	
10	<i>I am in a position that reflects my progress and growth</i>	
11	<i>I feel connected with the people I work with, and I don't from home</i>	
12	<i>I respect the values and policies of my employer because they match my own values</i>	
13	<i>I get at least 2 weeks of vacation each year</i>	
14	<i>I like what I do.</i>	
15	<i>I have weekends and evenings off</i>	

16	<i>I make enough money, at least \$20 per hour.</i>	
17	<i>My insurance premiums are paid for by my employer</i>	

Notice in this example that there were only two actions to take. The results of the conversation with the supervisor could change everything else.

Repeat this process for up to two more areas in your life where you are dissatisfied. These two or three areas will provide us with the context needed to begin living into the life you want.

You've already begun to reprogram your unconscious. If you would like some help with continuing with this process, let's talk about how coaching with me can help. Set up a free 30-minute discovery conversation using my online calendar at [www.BillsCalendar.com](http://www.BillsCalendar.com)

Use a notebook or the forms below for this exercise.





