

# Life. Fun. Purpose.

With Purpose Coach Fawn Miller

## Group Call #27 Workbook

How to Take ACTION:

*Moving Past The "Stall Out" Gremlins:  
Procrastination, Analysis Paralysis, Resistance,  
Insecurity, and FEAR*

*"Your gremlin is the narrator in your head. He has influenced you since you came into this world, and he accompanies you throughout your entire existence. He's with you when you wake up in the morning and when you go to sleep at night. He tells you who and how you are, and he defines and interprets your every experience. He wants you to accept his interpretations as a reality, and his goal, from moment to moment, day to day, is to squelch the natural, vibrant you within."*

– Rick Carson – *Taming Your GREMLIN*

## **Step #1: Awareness:**

How Are Your "Stall Out" Gremlins Showing Up?

**When we find ourselves *not* taking ACTION when we "want" to be, or despite our best intentions and declarations, the very first thing to do is to take a pause and *notice* what it is that we *are* doing instead.**

*(Ex: "procrastinating by re-organizing my closet instead of working on my website" or "avoiding the gym by staying up late and sleeping in" or "super stressed because I don't want to make the wrong decision, so I'm just not making a decision at all and I'm dragging this out...")*

**List Any/ALL of Your "Stall Out" Gremlins Here:**  
*(Especially the frequent/habitual/long-standing ones)*

- A.
- B.
- C.
- D.
- E.
- F.
- G.

## **Step #2:**

### **What Is Your “Ideal Target Behavior” and “Desired End Result”?**

**For each of the “Stall Out Out” Gremlins mentioned above, what is the *actual* action that you “want” to be taking?**

*(Ex: “Working on my website and finishing it by Friday” or “Doing 3 circuits in the weight room and losing 2 inches by the end of the month” or “Feeling confident about the decision that I made and pouring my passion into my new path”, etc.)*

**A. Ideal Target Behavior:  
Desired End Result:**

**B. Ideal Target Behavior:  
Desired End Result:**

**C. Ideal Target Behavior:  
Desired End Result:**

**D. Ideal Target Behavior:  
Desired End Result:**

**E. Ideal Target Behavior:  
Desired End Result:**

**F. Ideal Target Behavior:  
Desired End Result:**

**G. Ideal Target Behavior:  
Desired End Result:**

## **Step #3:**

### **WHY Do You Want WHAT You Want?**

#### *The “5 - WHY Detective Hunt”*

Ok, it's time to put on your Detective hat, because this step requires some keen sleuthing. If we really want what we say we want, and yet we're not taking consistent action toward it, oftentimes the missing link is *clarity about WHY we want it*.

As in, we conceptually *think* that we want something, but we are disconnected from what we believe it will do for us once we're "there," and WHY we want that result in the first place...and so our desire for it is on the "meh" end of the "Hell YES!" spectrum. Which makes it feel *optional*.

Said another way: if we aren't super clear about WHY we want what we want and how much it matters to us, it's like being "kind of" hungry and seeing a random photo of food, VS. being SUPER hungry, finding out that the new restaurant down the street serves your favorite dish, making a b-line for the new establishment, sitting down, and seeing your favorite meal in front of the guest at the table next to you.

In the first scenario, you could kind of care less whether you eat anything, nor are you even thinking about *what* you'd want to eat. You just keep going about your day...

In the second scenario, you're gonna be *really* motivated to get your *favorite* food in your mouth ASAP, am I right?

Why? Because #1) You're famished and can feel your stomach begin to nibble on itself, #2) You LOVE your favorite food and you haven't had it in weeks, and #3) You know how freaking delicious and satisfying it is to eat it, and you know how great you'll feel in the process!

**Pay close attention to #3: “You know how freaking delicious and satisfying it is to eat your favorite food, and you know how great you’ll feel in the process!”**

THAT is the “Core WHY” that we’re looking for. THAT is the desired objective. The *experiential delight, satisfaction, and pleasure*. You want it because you believe that it will make you feel *really, really good*.

And THAT is the level of “Core WHY Hunger” that we need to feel for our Desired End Result in order to move us through the “Stall Out” Gremlin’s hypnotic spell of vaguery...

*Here’s how to uncover your Core WHY(s). This exercise is simple, and yet very enlightening:*

### **The “5-WHY Detective Hunt”**

- 1. State what it is that you want, aka your “Desired End Result”**
- 2. Ask yourself “WHY do I want this?” and give your answer...**
- 3. Then follow that answer with “Why?” and give your answer...**
- 4. Then follow that answer with “Why?” and give your answer...**
- 5. Then follow that answer with “Why?” and give your answer...**
- 6. Then follow that answer with “Why?” and give your answer...**
- 7. You can keep going if it feels like there are more layers to the onion:)*

**Now you’ve reached your “Core WHY(s)”!**

**Now you’re clear about what it is that you say you’re “hungry” for, and why you’re hungry for it!**

## **Here's an example of the "5-Why Detective Hunt" in action:**

- 1. State what it is that you want, aka your "Desired End Result"**
  - *"Having a beautiful, full-featured, finished website on Friday"*
  
- 2. Ask yourself "WHY do I want this?" and give your answer...**
  - *Because I want to send people the link to my new site and promote my business!*
  
- 3. Then follow that answer with "Why?" and give your answer...**
  - *Why do I want to send people the link to my new site and promote my business?*
  - *Because I want to want to attract clients and sell my consulting package!*
  
- 4. Then follow that answer with "Why?" and give your answer...**
  - *Why do I want to attract clients and sell my consulting package?*
  - *Because I want to make money and help people improve their lives!*
  
- 5. Then follow that answer with "Why?" and give your answer...**
  - *Why do I want to make money and help people improve their lives?*
  - *Because I want to make over \$300,000 in passive income this year and when people improve their lives, they are so much happier!*
  
- 6. Then follow that answer with "Why?" and give your answer...**
  - *Why do I want to make over \$300,000 in passive income this year and help people live lives that are so much happier?*
  - *Because I want to have the freedom to do whatever I want, take workshops, travel, spend time with family...and because when people are happier the world is a much better place!*

### **The Core WHY's:**

- **Freedom, personal growth, pleasure, novelty, adventure, family**
- **Happier, healthier, thriving world and human race**

*(P.S. These seem to share an uncanny resemblance with "Core Values", now don't they? ;)*

Now it's YOUR turn!

## **The “5-WHY Detective Hunt”**

**1. State what it is that you want, aka your “Desired End Result”**

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- 

**2. Ask yourself “WHY do I want this?” and give your answer...**

- 
- 

**3. Then follow that answer with “Why?” and give your answer...**

- 
- 

**4. Then follow that answer with “Why?” and give your answer...**

- 
- 

**5. Then follow that answer with “Why?” and give your answer...**

- 
- 

**6. Then follow that answer with “Why?” and give your answer...**

- 
- 

*7. You can keep going if it feels like there are more layers to the onion:)*

**Now you've reached your “Core WHY(s)”!**

**My Core WHY(s):**

## **Step #4) What's in Your "G.A.S." Tank?**

Now that you've uncovered your Core WHY(s), it's time to take a few "G.A.S." (GIVE A SHIT) Tank measurements:

**A. On a scale from 1-10, how *important* to you is each Core WHY?**

(“1” = “not at all” and “10” = “non-negotiable” and you’re NOT allowed to use “7”)

**B. On a scale from 1-10, (and be honest) how *hungry* are you for each Core WHY?**

(“1” = “not at all” and “10” = “I’m fucking ravenous” and you’re NOT allowed to use “7”)

**C. On a scale from 1-10, (and be honest) how *badly does it suck* NOT having your Core WHY right now?**

(“1” = “I don’t really care” and “10” = “This is miserable” and you’re NOT allowed to use “7”)

**Go ahead and take the “G.A.S.” Tank measurements for each of your Core WHYs:**

● Core Why:

- A:
- B:
- C:

● Core Why:

- A:
- B:
- C:

● Core Why:

- A:
- B:
- C:

*Etc.*



## **Step #5: Fueling ACTION**

### **Settling: The Score**

#### **Settling: The Score**

Based on your “G.A.S.” Tank measurements from Step #4, please list any “Core WHY(s)” that you rated below a “7”:

A) Core WHY(s) that were rated below a “7” for importance:

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- 

B) Core WHY(s) that were rated below a “7” for hunger:

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- 
- 

C) Core WHY(s) that were rated below a “7” for suck-factor:

- 
- 
- 
- 
-

## **Settling: The Score**

Based on your “G.A.S.” Tank measurements from Step #4, please list any “Core WHY(s)” that you rated above a “7”:

D) Core WHY(s) that were rated above a “7” for importance:

- 
- 
- 
- 
- 

E) Core WHY(s) that were rated above a “7” for hunger:

- 
- 
- 
- 
- 

F) Core WHY(s) that were rated above a “7” for suck-factor:

- 
- 
- 
- 
-

## Ok, to recap, here's what you've done so far...

- A. Identified the “Stall Out” Gremlins keeping you from taking *action*
- B. Identified how you'd *like* to be behaving instead
- C. **WHAT** you *actually* want
- D. **WHY** you *actually* want it
- E. How *badly* you actually want it (Your G.A.S. Tank measurement)

*Super clarifying right?! Yay!*

Ok, there's only 1 more step...

Now, let's zoom out and circle back to those “Stall Out” Gremlins and connect the dots so that we can move past them, because - after all - just because we're more *aware* of them doesn't mean that they're getting out of the way so we can take ACTION...

### ***Here's the Secret that you've been waiting for:***

***If your Gremlin is bigger than your “G.A.S.” Tank, there ain't no drivin' past it, honey.***

Meaning, if your “G.A.S.” Tank is *below* a “7” for your “Core WHY” or “Desired End Result”...well...that explains why you're “Stalled Out”...*you don't have enough “G.A.S.” to plow past this devilish beast before it catches you and charms you with it's seductive, poisonous spell...*

*The seductive spell of...*

## **SETTLING**

If you scored a below a “7” on *any* of your “G.A.S.” Tank measurements, sweetie, you are likely under the “Settling Spell” and *you probably didn’t even realize how intoxicated you are.*

It sets in when you find yourself thinking things like “*Well, I guess it actually doesn’t really matter if I be/do/have the thing that I really want...*” or “*I’m totally fine where I’m at...*” or “*It’s not worth the effort...*” or “*Meh...*”

Like a slow leak, the “Settling Spell” seeps in and then the “Stall Out” Gremlin slyly syphons from your tank, day after day, until eventually it *literally* sucks the G.A.S. - aka *LIFE* - out of you! Gradually, you will stop Giving A Shit...and when you do...the “Stall Out” Gremlin will finish feasting on your precious passion, purpose, and Spirit, and leave you to wither and die...spiritually, emotionally...and maybe even literally.

**YIKES! Sounds pretty drastic right?! *Well, THAT’S BECAUSE IT IS!***

***You’re gunna be among the walking dead if you don’t start putting some G.A.S. in your Tank, STAT!***

*So let’s fuel up - there’s no time to waste!*

**First, let's get clear about how much G.A.S. you have in your tank for each "Desired End Result" - *that way you know which tanks need fuel, and how much: ("1" = "She's dry as a bone!" and "10" = "The needle's past FULL")***

**A. Desired End Result:**

**G.A.S. Level:**

**B. Desired End Result:**

**G.A.S. Level:**

**C. Desired End Result:**

**G.A.S. Level:**

**D. Desired End Result:**

**G.A.S. Level:**

**E. Desired End Result:**

**G.A.S. Level:**

**Ok...**

If you scored above a "7" on *any* of your "G.A.S." Tank measurements, phew! You've got a good head start and all you need to do is top of that G.A.S. Tank.

If you scored below a "7" on *any* of your "G.A.S." Tank measurements, the "Stall Out" Gremlin has been syphoning your precious passion and it's time to start looking for fuel-stations, **STAT!**

## **FINAL Step: #6: Find Your “Fuel Stations” and FUEL UP!**

Now, let's talk about where to find more fuel / G.A.S. to fill that tank of yours Darlin! Aka, how you can increase your *hunger*, aka, *how to Give A HUGE Shit, aka...*

### **How To take ACTION instead of “Settling”**

The great news is, your Tank can take ALL different kinds of fuel. Some people's engines perform better with specific fuel types, and it may take some experimenting for you to feel which ones not only fill the Tank, but keep you moving forward *passionately, with momentum.*

1. **Turn up the VOLUME on your VALUE:** take your head out of your assumption that *you don't deserve to thrive*, or that *you aren't a total freaking miracle that is - in all ways - designed to thrive*, or that *it's acceptable to “starve” yourself*, or that *it doesn't really matter anyway...*

F all that noise!!! It's time for you to get in touch with your VALUE and turn up the VOLUME until you are hearing your Soul's worth loud and clear!

2. **Set some freaking standards for yourself!** Would you settle for dating a couch-potato who never acknowledges your presence because they are constantly napping? Or work for a boss who won't let you out of the building because they're convinced that “The sky is falling!!!”???

No? I didn't think so! So why would it be *any* different when it comes to your standards for your LIFE?

Draw a line in the sand, create a contract with yourself, and get *specific* - what will you absolutely *not* tolerate from yourself? What is your minimum performance threshold? How can you increase your threshold daily?

3. **This is about SO much more than YOU...** for each “Desired End Goal,” write out *everything* you can think of in response to the following questions:

a. *How will me reaching my “Desired End Result” positively impact others or the world?*

b. *How can I increase the positive impact that this “DER” has on others or the world?*

Left to our own devices, we’ll let ourselves off the hook and “settle” if the “DER” is *only* about us. When we tune into how our “DER” is connected to the world around us and how the benefits of achieving it go WAY beyond ourselves, our Tank tends to fill. And, conversely when we reckon

with how NOT going for our “DER” means that we’re choosing to NOT make a positive contribution, and the impact that *that* has... our Tank tends to fill:)

4. **Get EXCITED! - Visit the Memory Bank:** Ok, so your “Core WHY(s)” aren’t doing the trick, so it’s time to hone in on what *really, really, really* matters to you, inspires you, and has you feeling *excited*.

a. Write down every memory you can think of, of a time when you felt excited, motivated, inspired, fired-up, or *moved*...

b. What were the stimuli?

c. What were the “Core WHY(s)?

d. Common denominators?

5. **Connect your “Desired End Goal” with someone that you deeply care about.** Want to start your own business? Who will you take on vacation to celebrate with you when you launch? Want to finish your website by Friday? Tell your clients that they can claim a free session via a link that will be on your homepage on Friday ONLY. Want to finish your art project? Tell your niece that you’ll hide her name somewhere in the art piece and you two will Skype and play “Find Your Name” on her birthday.
6. **Visualize and SHARE.** Write out the juiciest, most enticing, exciting, mouth-watering, Badass version of your “Desired End Result.” Let your imagination run wild and write it out in detail. THEN, share it with a friend, family member, coach, or mentor, and ask them to check in on you on an agreed upon schedule. And to take it one step further...
7. **Give your “Trustee” an uncomfortable amount of YOUR money as ransom!** If you “Stall Out” or stop moving toward your “DES”...your “Trustee” gets to *give your uncomfortable amount of money AWAY.*



## **Call #27 Group Round Table Questions!**

- 1. Name one of your “Stall Out” gremlins**
- 2. How does it show up?**
- 3. How would you like to be behaving instead (Ideal Target Behavior)?**
- 4. What is your “Desired End Result”**
- 5. The “5 - WHY Detective Hunt”**
  - a. Why do you want your Desired End Result?**
  - b. Why?**
  - c. Why?**
  - d. Why?**
  - e. Why?**
- 6. What is/are your “Core WHY(s)”?**
- 7. What is your “G.A.S.” meter reading for your “Core WHY”?**
- 8. What “Settling Spells” might be at play?**
- 9. What is 1 powerful way that you can you fill up your “G.A.S.” Tank?**
- 10. When will you do it?**
- 11. Who can hold you accountable?**

## **“Fuel Stations” Summary**

1. **Turn up the VOLUME on your VALUE**
2. **Set some freaking standards for yourself!**
3. **This is about SO much more than YOU...Connect your “Desired End Result” with positive impact**
4. **Get *EXCITED!* - Visit the Memory Bank:**
5. **Connect your “Desired End Goal” with someone that you deeply care about.**
6. **Visualize and SHARE.**
7. **Give your “Trustee” an uncomfortable amount of YOUR money as ransom!**