**MAIN POINT SUMMARY SHEET**

**CONCEPTS**

* Threat vs. challenge
* Mistakes vs. learning opportunities
* Process vs. outcome / staying in the moment
* Perfection doesn’t exist – subjective intangible
* Expectations vs. agreements

**13 Things Mentally Tough People Don’t Do**

* They don’t waste time feeling sorry for themselves
* They don’t give away their power
* They don’t shy away from change
* They don’t focus on things they can’t control
* They don’t worry about pleasing everyone
* They don’t fear taking calculated risks
* They don’t dwell on the past
* They don’t make the same mistakes over and over
* They don’t resent other people’s success
* They don’t give up after the first failure
* They don’t fear alone time
* The don’t feel entitled or the world owes them anything
* They don’t expect immediate results

**3 Doubt Demons (Steal away confidence)**

* Previous Poor Performances
* Inadequacy
* Embarrassment

**Decision Making (analyzing the risk)**

* What are the potential costs?
* What are the potential benefits?
* How will this help me achieve my goal?
* Are there any alternatives?
* What’s the best- case scenario?
* What’s the worst- case scenario?
* How much will this decision matter in 5 years?