

Session 6

Values vs Strategies

Definitions, Distinctions, and Exercises

Values: What's most important to me, without reference to specific people, places, actions or times vs. **Strategies:** Specific plans designed to satisfy my Values, which vary with each person and in each situation.

Broaden Your Perspective to See New Options

A strategy is a very specific plan aimed at getting what you want and/or avoiding what you don't want. All strategies include specifics: someone specifically doing something or acting in some specific way, perhaps at some specific place or time. Strategies always include people, places, actions, or times (although not necessarily all four).

So, what's wrong with strategizing? Not a thing; it's all about timing. Strategies in and of themselves, are wonderful. We couldn't get anything done without them.

But when you have a particular strategy in mind, you probably want it to happen just the way you imagine it. Well, sometimes your strategies work out. Sometimes they don't. (And sometimes, they work out, but you wish they hadn't.)

The downside of being limited to one particular strategy is that it's like putting blinders on: you can only see one way to get where you want to go. It creates a restricted view. Your strategy may lead you to your destination or it may not. Either way, when you only see one road forward, you become very attached to that road.

This may cause you to lose sight of what's most important to you: what you value that made you want to go down that road in the first place. You are also likely to lose sight of other possible strategies for getting where you want to go — different strategies that might be just outside of this very limited view.

THE GIBSON-BANNING METHOD

Session Exercise

How do you keep your values in mind as you create strategies and take action?

We think the best way start is with **values-based** intentions that are free of specific strategies. These are more likely to get you where you want to go because you are open to seeing many new paths you may not have anticipated.

This makes understanding the difference between our **strategies** and our **value-based intentions** essential. If we're not clear about this separation, we tend to get attached to other people agreeing with our strategies and getting upset if they don't. At the same time, people often end up defensive and closed-minded if they sense we are stuck on our ideas and not open to suggestions or changing our mind.

Attachment to a particular strategy dramatically limits our opportunities to be satisfied.

One Strategy = One Opportunity.

If you only have one strategy, and it depends on other people doing particular things at particular times, the likelihood of failure increases. After all, you can't control the rest of the world. But, if your intention is free from strategies, you'll be able to recognize many other possibilities for satisfying your intention and getting what you REALLY want, which is to experience something you value.

Creating Value Based, Strategy Free Intention:

Last session you learned how to create, values-based intentions and through the perfect world exercise, we also made them strategy free. We took each part of your perfect world, which were your strategies to get what you wanted, and boiled them down to the essential nature of what you actually wanted. To experience something, you deeply value.

The ability to identify a clear, strategy-free, values-based intention is essential for our peace of mind and confidence. It gives us the ability to see options that otherwise would be lost to us.

Your values are ALWAYS there underneath your desire for a particular outcome. A strategy-free intention describes what you value and the qualities you want to experience in a situation.

THE GIBSON-BANNING METHOD



When you've identified your values and crafted your intention free from any strategy, you are then open to the possibility of recognizing a variety of ways to experience what you value.

You become aware of ways you would have never noticed, had you settled on the first strategy that came to mind.

With a values-based, strategy-free intention, your life becomes full of possibilities. This is true no matter what you want; a car, to send your children to college, a successful business, or world peace.

In today's exercise, we will show you how to quickly identify the values-based, strategy-free intention and use it to open the floodgates of possibility.

Let's put this idea into action.

What is something you want right now? _____

What is the best strategy you can think of to get it? _____

The Intention Shortcut:

While looking at your core value sheet and using what you said you wanted above in the first blank space, ask yourself this question:

"If I had _____ what would I experience that I'm not experiencing now?"

Value words: _____, _____, and _____.

THE GIBSON-BANNING METHOD

What I want right now is: (rewrite what you said you wanted above)

I Want: _____

My
best strategy:

The values
I'd like to experience:

THE GIBSON-BANNING METHOD

Session 6 - Life Exercise

Commitments for this week that will help me achieve my outcome:

1. _____

By When: _____

2. _____

By When: _____

Awareness Practice:

Each day, from now until the next session, pay attention when you feel uncomfortable. Stop as quickly as you can and ask yourself, "Am I stuck on one particular strategy?" If so, take a moment and create a strategy free intention around the situation and see if it opens new possibilities for you.

Write down your strategy that will help you remember to practice this awareness.

Discovery: _____

How can I apply this in my life? _____

Celebrations, and "Aha's!"

Write down at least one celebration, or "Aha!" moment that you've experienced so far from doing this course.
