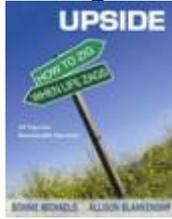


Upside: How to Zig When Life Zags!



Book Club Discussion Group Suggested Guidelines

Chapter 1: Wake Up to a New Reality

Chapter 1 introduces the concept of the “not-known” becoming a mainstream occurrence in our lives. (Pages 1-5)

- Identify some of the “not knows” in your job/industry and personal life that are now known.
- How have these events or trends impacted your life?
- What potential not-knowns can you now anticipate or plan for?
- What can you do to become comfortable with the not-known?

Readers are asked to address their personal perception of the American dream and how it is changing as the rules of life change. (Pages 6-10)

- What are some of the “old rules” that are changing in your life?
- What “new rules” are replacing them?
- How is this affecting you?
- What are the shifts needed to make your personal American Dream possible?

Chapter 1 also briefly examines the current consumption impact on global resources. Explain the role of natural resources in your work and lifestyle choices: (Pages 13-14)

- For example, how much gas do you use driving to work?
- What resources are utilized everyday at work? Paper (from trees), electricity, water, etc.
- What changes are needed to stabilize the resource consumption in your home or community?

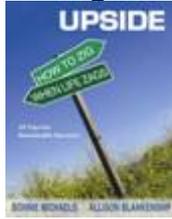
As you reflect on the reality, list three potential upsides can you benefit from or pursue:

-
-
-

In closing, what is the overall message you took away from this chapter?

What is your favorite tip/strategy and why?

Upside: How to Zig When Life Zags!



Book Club Discussion Group Suggested Guidelines

Chapter 2: Get Out of the Rabbit Hole

Chapter 2 leads the reader in determining how to find the way out of chaos by “looking back to plan ahead” by completing personal & professional timeline exercises. (Pages 16-22)

- What did you observe or learn from the personal timeline?
- Did you notice any trends or themes in your professional timeline?
- Looking at the timelines, what beliefs or habits have developed from your past?
- How are these beliefs and habits affecting your present life?
- What changes do you believe are necessary to get back on track?
- What obstacles or challenges are keeping you from doing so?

A large part of the solution lies in identifying what areas are uncomfortable to recognize internal barriers. Readers are asked to explore their personal comfort zones. (Pages 24-25)

- Identify your existing comfort zones – i.e., skills, truths, lifestyle
- Which zones have room for development or growth: physical, emotional, spiritual, financial and intellectual?
- Which zone would you like to grow or develop first?
- What are three actions you can take to expand this zone?
- How long will this take?
- What benefit or upside can you gain from developing this zone?

In examining the reader’s present situation, Chapter 2 introduces the possible upside of personal loss: (Pages 26-27)

- How have these losses impacted your comfort zones?
- What possible upsides do you see?
- Can this loss create a future opportunity?
- If not, what is standing in the way?
- If so, what calculated risks or actions can you take to propel you forward?

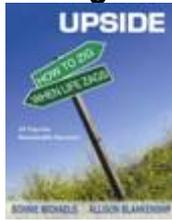
An important tip in Chapter 2 is “Attitude = Outcome.” While this is a common mantra, readers are encouraged to explore how hidden attitudes and expectations are sabotaging their success.

- When you were growing up, what did you anticipate or dream about becoming or accomplishing in your life?
- Did your parents or friends set expectations or benchmarks for you? What are those? How have they affected your life to date?
- Looking at your own set of rules and American Dream, have any of your expectations lead to entitlement?
- Are any of these expectations holding you back from sustainable success and long-term happiness?
- What changes can you make to move away from these expectations?
- What areas of your life are working well?
- List three areas of your life that you feel grateful about

In closing, what is the overall message you took away from this chapter?

What is your favorite tip/strategy and why?

Upside: How to Zig When Life Zags!



Book Club Discussion Group Suggested Guidelines

Chapter 3: Creating the Mindset to Adapt and Prosper

Chapter 3 is pivotal to creating sustainable success and long-lasting happiness. The lead strategy is to “work on the inside before the outside” can seem counter-intuitive when addressing sudden, unexpected loss. And yet, if your beliefs and habits are not congruent with new opportunities, then a cycle of negativity is created. (Pages 38-45)

Begin by identifying at three fears you know currently exist or might possibly exist. Examples are: “I’ll never work again” or “People think I’m a failure.”

-
-
-

Examine these fears closely. On a scale from 1-10, with 10 being “heavy” and 1 being “nonexistent”, what is the emotional weight of each fear? What factual basis do you find? How accurate are these concerns?

As you consider each of these statements, is there any possible upside or possible outcome available in the future? For example, if your concern is “I’ll never work again,” an upside could be: “I’m using this time off to develop new interests and skills and recreating my career path.” Write out an upside for each fear:

-
-
-

Given the upsides above, how can you harness these fears to work for you in moving forward?

Another key strategy of the chapter is developing the ability to flow with change. (Pages 47-48) Review personal / professional timelines from Chapter 2 for incidents of dramatic or overwhelming change.

- What was your reaction at the time? Did you resist, succumb or utilize the opportunity or energy?
- What does this tell you about your perception or attitude toward change?
- What approach or belief would you like to have regarding unexpected change?
- What is one step or action can you take to incorporate this belief?
- How will you know you've been successful?

Chapter 3 utilizes a Flexibility Quotient assessment. (Page 49) List your transition zones below:

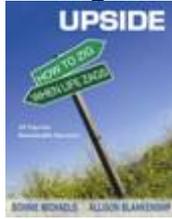
-
-
-

Where are you on the transitional path? Given your zone, what choices and/or actions do you need to make or take?

In closing, what is the overall message you took away from this chapter?

What is your favorite tip/strategy and why?

Upside: How to Zig When Life Zags!



Book Club Discussion Group Suggested Guidelines

Chapter 4: Achieving Sustainable Success and Happiness in a Changing World

Chapter 4 addresses the reality that was once possible materially in the past may not be doable in the future. In order to navigate the not-known, the reader must create a new model for success and happiness.

In the Reality exercise #1 (Page 61) discuss the outcomes of your personal assessment:

- Identify personal role models of successful people
- How have these models influenced your decisions? Can you give an example?
- What values or beliefs do these role models exhibit?
- Identify what core values you need to personally feel successful or happy. Example: to come from a place of honesty and integrity

Now consider the social or outside influences that impact you from the Reality exercise #2 (Page 62):

- When do you find yourself most vulnerable to extrinsic influences?
- How do you know if outside opinions are influential? Does that change your approach, goal or feeling?
- How did you answer, “If money were no object or concern, what would you do?”

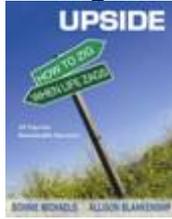
In revising your personal definition of success on page 73, compare your answers to the following:

- How does your success impact your happiness?
- How does the new norm or reality affect your success model?
- What “when/then” thinking have you identified about yourself?
- What steps, actions or beliefs are necessary to accomplish your definition?

In closing, what is the overall message you took away from this chapter?

What is your favorite tip/strategy and why?

Upside: How to Zig When Life Zags!



Book Club Discussion Group Suggested Guidelines

Chapter 5: Transforming Your Passion into a Sustainable Career

Identifying the reader's inherent strengths and interests and translating them into long-term career success is the focus of Chapter 5. Because the term "passion" can be confusing or misinterpreted, discuss the answers to the following:

- How do you define passion?
- How does the absence of passion affect your life?
- What is the outcome of your personal Passion assessment on page xx?
- What not knowns or surprises did you find?
- What are the core values of the passions you uncovered or clarified?
- How can these core values and energy translate into work or employment?

Using your professional timeline from Chapter 2, list out activities, jobs and skills that incorporate your passions and core values:

-
-
-

How can/do these core values and passions differ from a hobby or escape activity?

- Clarify which passions can support your lifestyle
- What role does passion have in your personal responsibilities?
- How can you communicate these core values and passions to others?

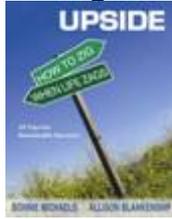
Chapter 5 prompts the reader through an in-depth exercise to connect their passion to sustainable career success. After completing the Power core exercise on page 88, what are the outcomes?

- Are you an expertise vendor or topic expert?
- Identify what skills you need to pursue a new path or opportunity
- What industries, products or services need your skills and abilities?
- Share your marketable skills statement with the group and elicit feedback, i.e. "I am successful because..." exercise
- What steps can you take within the next 7 days to initiate a new career model?

In closing, what is the overall message you took away from this chapter?

What is your favorite tip/strategy and why?

Upside: How to Zig When Life Zags!



Book Club Discussion Group Suggested Guidelines

Chapter 6: Your Personal Prosperity – the Role of Money in a Changing World

As the not-known becomes the new reality, the reader's relationship with money is destined to undergo a dramatic change. In Chapter 6, readers identify financial beliefs, examine money's emotional impact on their life and clarify the role money plays in developing sustainable success.

Use the information from the relationship with money assessment on page 106 and the financial decades exercise on page 112 to review the following:

- What is your present relationship with money?
- What did you learn about your relationships with money through the decades?
- What role does it play in your daily life?
- How do you describe your present feelings and habits regarding money?
- Where does your financial thermostat need resetting?
- How has your spending style impacted your life?

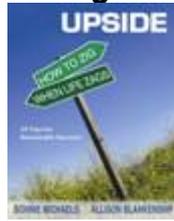
Chapter 6 also examines the concepts of prosperity, clarifying need vs. want and the freedom of living within individual financial means. (Pages 117-120)

- How do you define prosperity – by emotions, material gains, financial gains – and why?
- What did the prosperity quotient exercise reveal for you?
- How can you make adjustments to feel more prosperous?
- What impact did clearly defining your needs vs. wants have on you?
- What are ways you can be more resourceful?
- What steps, actions or activities can you take within the next 7 days to reset your internal financial thermostat?

In closing, what is the overall message you took away from this chapter?

What is your favorite tip/strategy and why?

Upside: How to Zig When Life Zags!



Book Club Discussion Group Suggested Guidelines

Chapter 7: The Sustainable Soul – Redefining your Inner Life in a Changing World

Chapter 7 explores staying focused and anchored in a constantly changing world. The idea is to live a more authentic life with intention, purpose and creativity, ultimately helping the reader design and sustain a new work and life paradigm.

- How do you describe your “soul” as defined on page 129?
- How is this different from traditional definitions of “soul”?
- When do you find your soul’s energy depleted?
- What can you do to re-energize?

One strategy to maintaining your inner soul is to “Master mindfulness” (Page 130).

- What is life like when you are mindful?
- What gets in the way of being mindful?
- How can mindfulness lead to self-mastery?
- Share your GPS exercise for Life Purpose statement (page 134-135)
- What did the GPS exercise reveal for you?

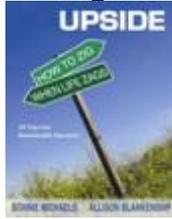
Taking time out to reflect and think about your life, purpose, strategy and choices is another key strategy. (Pages 137-139)

- Where do you find resistance or push-back to this strategy?
- What obstacles do you personally encounter?
- What is the upside of integrating time out in daily life?
- Describe the outcome of using the breathing exercise on page xx

In closing, what is the overall message you took away from this chapter?

What is your favorite tip/strategy and why?

Upside: How to Zig When Life Zags!



Book Club Discussion Group Suggested Guidelines

Chapter 8: Lifestyle Prosperity – Surviving and Thriving in the New Norm

The goal of Chapter 8 is to generate a sustainable lifestyle that is within the reader's financial means, yet rich in satisfaction, joy and happiness; a prosperous life that is not tied to financial gains yet accommodates unexpected turns of events, losses and an occasional storm.

- In what ways do you find your decisions connected to your lifestyle plan and/or outcomes?
- What do you consider to be your personal currencies? (i.e., time, freedom, etc.)
- How are your core values represented in your lifestyle choices now?
- Can you incorporate your natural strengths, talents and passions into your lifestyle? If so, how? If not, why not?

A key strategy of Chapter 8 is that a two-pronged approach incorporating both long and short term ideas is needed to thrive and survive in the new norm. (Page 147) Simplifying is another step in streamlining lifestyle choices. (Page 149)

- How does time, or lack of it, affect lifestyle choices?
- What is your definition of simplicity?
- What are the upsides of incorporating simplicity into your daily life?
- What obstacles or potential barriers do you anticipate?

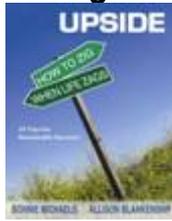
In looking ahead to “Create your own crystal ball,”

- What did you determine from the lifestyle worksheet on pages 156-157?
- What changes or choices can you make in the next 6 months to enhance your lifestyle?
- What steps or actions are needed to sustain your lifestyle over the next year? 2-3 years?

In closing, what is the overall message you took away from this chapter?

What is your favorite tip/strategy and why?

Upside: How to Zig When Life Zags!



Book Club Discussion Group Suggested Guidelines

Chapter 9: Success is not Solitary – the Power of Partnerships

Chapter 9 ties the previous chapters together by encouraging the reader to develop a community of support.

- Where can you develop strategic alliances and partnerships?
- How might a mastermind team help you in either your personal or professional lives?
- What concerns do you have about sharing your dreams and goals with other people?
- Identify at least two areas where you can ask for help to build a reciprocal relationship
- What are your plans for dealing with naysayers?
- What upsides do you anticipate by having your own support community?
- How can volunteering increase your network and build community?

In closing, what is the overall message you took away from this chapter?

What is your favorite tip/strategy and why?