

THE WORKBOOK

What Come You Here to Do?

From the School of [More than Three] Hard Knocks

ALL THIRTEEN FUN & FRAMES WORKSHEETS

Stephen Balke · InPsyd Books, an imprint of MegaMentum LLC
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Date: _

WHAT COME YOU HERE TO DO?

Chapter 1 — Noise

> *“They don't want you to find your own answers. They want you to believe theirs.”*
> "Socrates" (Nick Nolte), *Peaceful Warrior* (2006)

Have a race with your phone. Take notes for one day on what you do, who you talk with, what they said, and what decisions you made. You might not catch how long you spent scrolling, which picture you clicked, or how long you stayed on an article (which is the real meat), but you might get an idea of what your apps track. You’re not likely to win unless you hide the phone in a locked desk or use your friend’s, but you should start to see where your noise lives.

BONUS

What did your phone notice that you didn’t?

SUPER BONUS

What wolf got the better dinner?

Date: _____

WHAT COME YOU HERE TO DO?

Chapter 2 — Beliefs

> *"The unexamined life is not worth living."*
> Plato, *Apology* 38a

Where did you get yours?

1. Trace a belief you found while racing your phone back to its origin.

2. Run it through the four questions — cause, effect, result, consequence — and decide whether it's still valid, and how it shapes others' perception of you.

BONUS

What do your past and future selves think of how it did or will shape perceptions?

Date: _

WHAT COME YOU HERE TO DO?

Chapter 3 — Emotion

> *“Fear is the path to the dark side. Fear leads to anger. Anger leads to hate. Hate leads to suffering.”*
> Yoda, *Star Wars: Episode I – The Phantom Menace* (1999)

1. Identify your stressors; keep going until you can draw a diagram on a sheet with at least three relationships between them.
2. Name each lion. This is a trick question — lions aren’t necessarily stressors; trace them back.
3. Do the peripheral vision exercise, at least once. It works.

BONUS

Start one healthy habit, preferably addressing a cause you found.

WHAT COME YOU HERE TO DO?

Chapter 4 — Choice

> *“You didn’t come here to make the choice. You’ve already made it. You’re here to try to understand why you made it.”*
>
> The Oracle, *The Matrix Reloaded* (2003)

What come you here to do?

Write it down and date it.

Keep it somewhere safe for use later.

WHAT COME YOU HERE TO DO?

Chapter 5 — Values

> *"Knowing is not enough; we must apply. Willing is not enough; we must do."*
> Johann Wolfgang von Goethe, *Wilhelm Meister's Journeyman Years*

Take each of the sixteen Reiss motivations and build your own definitions of the extremes, then rate yourself from **-10** to **10**. This gives you a starting point on each, in your own words.

Motivation	My low extreme (-10)	My high extreme (+10)	Me	Friend
Acceptance				
Beauty (Romance)				
Curiosity				
Eating				
Family				
Honor				
Idealism				
Independence				
Order				
Physical Activity				
Power				
Saving				
Social Contact				
Status				
Tranquility				
Active Resolution / Competition (Vengeance)				

Bonus: Get a good friend to rate you on each — and their take on the extremes you've identified. **Super Bonus:** Name a value you didn't know you had until you lived it.

WHAT COME YOU HERE TO DO?

Chapter 6 — Attitudes

> *"We become just by doing just acts, temperate by doing temperate acts, brave by doing brave acts."*
> Aristotle, *Nicomachean Ethics*, Book II (trans. Ross)

1. Think of a time when you avoided confrontation. This should be finished and resolved, and you shouldn't need a drink to think about it.

2. Write down what led you to choose the path of least resistance, and then categorize each item using this framework:
a. rationalization (technically true, mostly self-serving)
b. explanation (a real value, honestly held)
c. excuse (the one doing the actual work of letting you off the hook)

3. Name the two wolves. Which one did you mean to feed? Which one actually got fed?

BONUS

Do this a few times, and see which of the categories is filling more quickly.

The hard part is remembering that rose-colored glasses or a shot of Tito's while looking at the mirror might distort what you see.

Date: _____

WHAT COME YOU HERE TO DO?

Chapter 7 — Habits

> *Abeunt studia in mores.*
> *“Habits change into character.”*
> Ovid, *Heroides* 15.83

List three habits. For each habit:

1. Label it, and note where it came from — no judgments.

2. Pick one that you can’t pin down completely and go see that twenty-year friend who will be honest with you without judgment.

3. Decide their future; you don’t have to keep them, but you might need to replace them. Either way, implement a verification — something that will cause you to review each again.

BONUS

Pick up *Atomic Habits* if you want to really exercise control. Once you have a list, it gets easier.

Date: _____

WHAT COME YOU HERE TO DO?

Chapter 8 — Goals

> *"What you get by achieving your goals is not as important as what you become by achieving your goals."*
>
> Zig Ziglar

Of course you should choose your mission, establish a vision, and write goals for the different areas of your life. Let's start with the fun part. Pick one thing that is important and has been put off but is achievable and realistic — something that makes you feel joy. Now...

1. Sit back, close your eyes, and pick a date that makes sense for the topic.
2. Vividly imagine the course of the whole day.
3. Write it down.

BONUS

Build the SMART goal that leads to that day.

WHAT COME YOU HERE TO DO?

Chapter 9 — Fundamentals

> *“This above all: to thine own self be true, and it must follow, as the night the day, thou canst not then be false to any man.”*
>
> William Shakespeare, *Hamlet*, Act 1, Scene 3

Start the habit.

1. Find something you do and write the steps down.

2. Sort the tasks for the day or week into Bebo’s Box.

3. Use all of the skills on the same project or task and write down the differences you notice when applying each skill.

BONUS

Try the Kwik course or play Moose Master with family and friends.

Date: _____

WHAT COME YOU HERE TO DO?

Chapter 10 — Autodidaxy

> *"Every habit and faculty is maintained and increased by the corresponding actions: the habit of walking makes the man a better walker, the habit of running makes him a better runner."*
>
> Epictetus, *Discourses* 2.18 (trans. Long)

Take stock.

1. Write down each of the skills and put a date next to the last time you did actual practice toward mastering it.
2. Pick one thing that you want to accomplish and list the skills that would help you.
3. Research and pick a reasonable goal for four skills (the three from Chapter 9 plus one other).

BONUS

Identify a situation in your life and apply Posit — Consequence — Result — Conclusion. Hint: The conclusion might be to not change anything; that's OK — you're not doing it to change everything right now.

WHAT COME YOU HERE TO DO?

Chapter 11 — Structure

> *"We shape our buildings, and afterwards our buildings shape us."*
> Winston Churchill, House of Commons, 28 October 1943

How effective are your structures?

1. Identify a structure that you are a part of (within family, work, team, etc.)

2. Write down the identified boundaries applied to that structure:
a. Rule(s)
b. Fund(s)
c. Procedure(s)

3. Write down who reviews the results.

BONUS

Use Covey's Emotional Bank Account and track the last five transactions with the person who monitors the results.

SUPER BONUS

Same thing, except their transactions with the group or organization.

WHAT COME YOU HERE TO DO?

Chapter 12 — Synergy

> *"If we want things to stay as they are, things will have to change."*
> Giuseppe Tomasi di Lampedusa, *The Leopard* (1958; trans. Archibald

What's your skill level? (You've made it this far; here's a real task.)

1. List your skills (from Chapters 9 and 10 and any others you would like) on paper and then put your grok relationship with the skill next to it.

2. Write a SMART goal with each to get better.

3. Do them; then reflect on the lessons learned.

BONUS

Give the two wolves for each skill a label.

SUPER BONUS

Pick five living people who would change your stars if you could spend real time with them. (Why aren't you already?)

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WHAT COME YOU HERE TO DO?

Chapter 13 — 42 & a T(r)owel

> *"I think the problem, to be quite honest with you, is that you've never actually known what the question is."*
>
> Deep Thought, *The Hitchhiker's Guide to the Galaxy* (1979)

Answer the question: What come you here to do? Date it.

BONUS

Name the people who have influenced you most. Add a sentence for each one that includes something that you didn't expect from them and why you're grateful for it.

SUPER BONUS

What wolf did you feed between your answer for Chapter 4 and this one?

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