



Stage 1
Excitement!
Enthusiasm!

Stage 2
Frustration
 Postponements
 Obstacles
 Few Bookings

Stage 3
Shock
 "They said it would be easy!"

Stage 4
Denial
 Procrastination
 Withdraw/ Avoid meetings
 Negative attitude
 Take on more at work or home

Stage 5
Fear
 "I can't do this!"
 "This isn't for me"
 Blame anyone (kids, recruiter, company) but yourself

Stage 6B
Settle
 "I never wanted my own business anyway"
 "My job isn't that bad"
 Forget dreams
 Quit

OR

Stage 6A
Anger
 Get angry with yourself
 Admit & recognize feelings
 You alone are responsible for your success/ failure

Stage 7
Recommitment
 "It's not like me to give up, get discouraged, not reach goals"
 Get EXCITED again!
 Send positive messages to brain; become realistic
 Share with colleague, get back to meetings

KNOW WHERE YOU ARE ON THE
**ATTITUDE/
 EMOTIONAL
 CYCLE**