Reset Expectations

Sometimes, it is only when expectations go unmet that we realise we had them in the first place. If you or one of your builders is frustrated, use the following steps to facilitate open communication, resolve issues and to set future expectations.

1 BE AWARE & ACKNOWLEDGE

- Why am I upset, disappointed or frustrated?
- What was I expecting?
- Who was I expecting it of?
- Did I communicate my expectations effectively?
- Did I meet my own expectations with behaviour or actions to support them?

2 IDENTIFY THE SOURCES

- Myself (e.g. I didn't do what I said I would)
- My upline (e.g. I'm not feeling supported)
- My downline builders (e.g. they didn't do what they said they would do)
- My customers (e.g. they never ordered again or got on LRP and stopped ordering)
- My company (e.g. a system or inventory issue)
- Other: _____
- Other: _____

3 REVIEW

- What can be done to change these situations?
- What expectations can be adjusted to better fit what's possible?
- What can I do differently? – acknowledge, plan, prepare, delegate, let go, etc.
- What can I ask my upline, downline builders or customers to do differently?
- What is reasonable and appropriate?
- Are there ways to prevent disappointment in the future?

4 RESOLVE

- **Be Proactive** – avoid blame, criticism, resentment or deflecting responsibility
- **Communicate** – reset healthy expectations and commitments
- **Recognise** – find the cause and learn what to avoid in the future
- **Identify Gaps** – what actions need to be taken
- **Manage Expectations** – make sure things flow smoothly going forward
    1. Communicate disappointment in a productive way
    2. Take accountability for your own actions
    3. Set up for success moving forward

What are you learning and what will you do differently as a result? Search within. When you choose to write down your thoughts and feelings, you will access deeper self-discovery and power.

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