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| Project Name | Simple Reframes |
| Required or optional? | Optional |
| Number of points | 2 (can be repeated for 2 more points) |
| Due  | 1 week before next session |

1. Reframe five real-life negatives into positive communications and describe the impact of each reframe. (Predict the results if haven’t delivered the reframe).
2. Teach two people (kids count) about the caveman and the thinker.

**Example:**

**Urge:** I wanted to tell Shirley in Sales that she is nuts to expect us to be able to deliver that fast.

**Reframe:** I took a few deep breaths, thought about it and told Shirley. “*When you give them a more realistic delivery date the customer is happier in the long run.”*

**Results:** Instead of blowing up and Shirley avoiding me as sometimes happens, we were able to talk calmly about what realistic dates might be. I came to understand her customer’s need for urgency and we brainstormed how to expedite the shipment realistically.

3. Email this list to BobFaw@Ogrowth.com & HRobinson@Invacare.com

4. Bring this list to the next S-F Leadership Development session.

**To earn your points,**

1. **Put both the reframes and your description of the teaching in a word document. List the urge, the reframe, and the results.**
2. **Run them by your coaching partner**
3. **Email them to michael@matchboxgroup.com as an attachment**
4. **Put a copy in your notebook.**