

Unit 5.3 Your Comfort Zone

OVERVIEW

We all have “comfort zones”—situations and places where we feel, well, comfortable. Safe. Not threatened. There’s nothing wrong with having comfort zones. But when we move outside of our comfort zones—whether in life, relationships, or business—some not so good things start to happen.

When we’re outside our comfort zones, our anxiety tends to build and our self-confidence to wane. Our self-talk may even turn negative. We feel (and may even say) things like, “I’m not good at this,” “Things aren’t going well,” or “I’m going to fail.” And, surely enough, that’s exactly what happens.

What’s going on? Our creative subconscious is taking over, trying to resolve the conflicts between our desire for success and our past failures in supposedly similar situations. Usually, we settle back into our old “comfortable” ways of doing things—the same methods that did not succeed in the past.

What we need to do instead, rather than being overwhelmed by the novelty of the situation, is to identify the elements of the new situation that are similar, not to our failures, but to previous experiences where we have *succeeded*. Then we need to improve our self-talk in a way that recognizes the possibility—even the assurance—of success in the new venue. Finally, we need to visualize ourselves accomplishing what we want in the new environment or relationship.

UNIT QUESTIONS / EXERCISES

1. Think of a place or situation that you would consider one of your “comfort zones.” How do you feel in this situation? What do you think about yourself when you are in this situation? Share your answers with your coach and/or the group.

2. Now, think of a place or situation that you would view as being outside of your comfort zones. How do you feel now? What do you think about yourself? Discuss your answers with your coach and/or the group.

3. Think about how this applies to your work relationship at John L. Scott. What are your organization’s or team’s “comfort zones? In which situations are you outside your organizational comfort zones? How can you perform better when you are in these latter situations? Discuss your thoughts with the other members of the group.
