

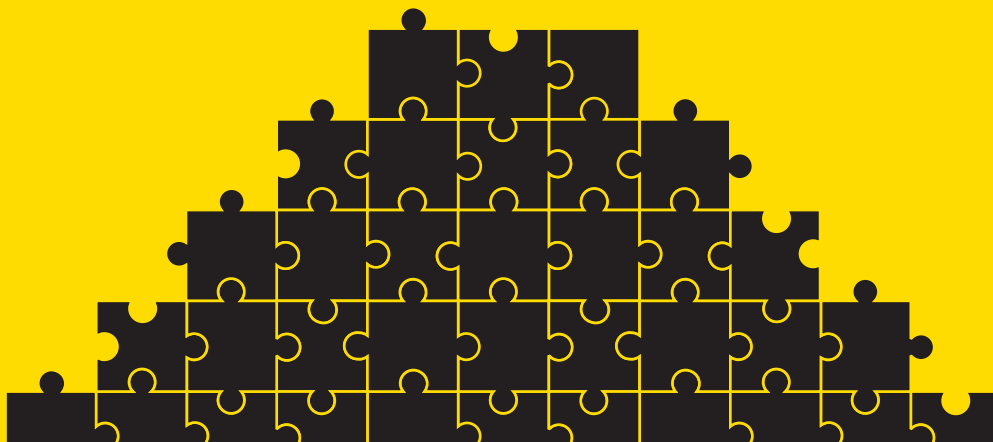
# THE SORITES PRINCIPLE

How to harness the  
power of perseverance

*Worksheets*



Ian Gibbs



The Sorites Principle Worksheets  
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Welcome to the Sorites Worksheets, a set of printable activities that are designed to help and encourage you to apply the Sorites Principle: that the constant application of insignificant actions when coherently focussed will inevitably lead to dramatically significant results.

These worksheets were originally intended to accompany my book *The Sorites Principle: How to harness the power of perseverance*, but there is no reason why you couldn't try them out by yourself and, as such, I have included a brief explanation of what each one is for.

So in case you aren't familiar with the book, in it I make reference to certain 'Perseverance Tools' such as 'Star Charts' and 'Weekly Piece Planners'. I also provide a few badly illustrated diagrams (drawn by yours truly) and suggest that drawing these yourself would be relatively simple and straightforward.

But if you're anything like me, you might be a bit reticent about drawing a chart or graph from scratch, especially if it happened to be someone else in your family who got the artistic talents and your hand is a bit wobbly. After all, what's the point of reinventing the wheel if someone else has already been kind enough to have done it for you with professionally designed and 'easy-to-download' PDF files?

So what you now have is just that – a handy and convenient set of worksheets for you to use and abuse to your heart's desire.

I hope you find them as useful as I did.

I wish you all the best, and happy persevering!

Ian

## Worksheet 1: My One Goal

**Objective: To establish a clear and feasible goal and to identify the reasons why you want to achieve it, as well as the benefits it will bring.**

So here's the first worksheet, certainly the most important and possibly the most challenging.

Because of this, I suggest you do it in pencil and then, once you've finished rubbing it out and changing bits, go over it in a big, black permanent marker pen.

The first step is to decide what your single most important goal is – the one you want to dedicate all your persevering energy on.

One way to do this is to write out all of your goals and then go through them and cross out all the trivial goals, the ones that you could live quite happily without. Then cross out all of the goals that are 'sub-goals', or goals that are simply steps towards a larger goal. Next, group together those goals which are similar – goals which are basically different ways of trying to achieve the same thing.

Now you should be left with just a handful of goals. From these, pick the one goal that will have the biggest positive impact – the one that, when you achieve it, will send out positive ripples through all the other parts of your life.

Then find a way of writing that goal out that meets the SMART criteria as detailed in *The Sorites Principle* (chapter 4). For instance,

it must be 'Specific'; don't use vague words like 'better', 'improve' or 'more'. "I want to improve my Swahili" is vague; "I want to pass my Swahili A-level" is specific.

Finally, write out all of the reasons why your goal is worth it. Don't just write one reason, write down as many as you can. How will it make you feel? What are the direct benefits? What are the secondary benefits? What else have you missed? Write them all out and add to them as you go along, because you're going to need to remind yourself why your goal is worth it when General Despondency comes to call and your Grog tries to convince you that your goal is not as important as a little lie down on the sofa.

Now get yourself a Goal Diary and copy this worksheet onto the first page.

Example:

My One Goal is... <b>to become a fully qualified and professional underwater basket weaver by 2020.</b>
My reasons for wanting to achieve this goal are: <b>- to fulfil a lifelong ambition to weave underwater</b> <b>- to leave something behind</b> <b>- to travel around giving presentations</b> <b>- to seek international fame and fortune</b> <b>- to break the ice at parties</b> <b>- to get invited to parties</b> <b>- to express my creativity</b> <b>- it's underwater work with no heavy lifting</b>

# Worksheet 1: My One Goal is



My One Goal is...

.....

.....

My reasons for wanting to achieve this goal are:

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## Worksheet 2: The Pieces of My Puzzle

**Objective:** To think of and identify all of the ‘easy’ little actions you can do often, if not several times every day, that will slowly yet inevitably bring you closer to your goal.

The single most important thing about achieving your goal gradually over time (after deciding what that goal is) is to understand that just doing one or two things a week is not going to achieve much.

Let’s be realistic: attending French classes once a week is not going to do much for your French fluency. But you know this already, don’t you?

It’s ‘doing a little, often’ that is the powerful Soritean approach.

As I explained in chapter 5, we need to find all of the little things you can do which, just like the little pieces of a jigsaw puzzle, start to come together to create a big result.

In chapter 16, I give three case studies to illustrate this: a language student, a fitness trainer and – *ahem* – a writer. All of them were doing lots of little things all the time to eventually become successful.

So what are yours going to be? Set them all down. Think of the obvious and the not-so-obvious.

As you go on, more ideas will come to you. Add those to this list, too.

The only thing left to do is to make sure you do as many of these ‘easy’ actions as often as you can every day, and that’s what the rest of these worksheets are for.

Example:

The Pieces of my Puzzle	
• Establish a subgoal of 2 baskets a week	• Programme weaving hours onto calendar
• Read UBW books	• Talk to people about my ideas
• Attend UBW courses/seminars	• Read related arts & crafts books
• Research & contact UBW groups	• Always carry material & equipment in car so I can weave whenever inspired.
• Improve my scuba diving skills	• Join UBW forums
• Start weaving at 6am every morning	• Start presenting myself as a UB weaver
• Improve my UBW website	• Calculate progress using basket count
• Research (books, articles, TED talks)	• Find & spend time with praise donors
• Join swimming club next to office	• Imagine the positive feeling of success
• Develop a weaving routine	• Network with other UB weavers
• Draw up a Progress Plotter	• Give talks about UBW & get feedback
• Use a Star Chart for weaving sessions	



## Worksheet 3: My Star Chart

**Objective:** To provide a constant reminder of your chosen regular tasks and increase motivation by providing an associated positive concept for each time you carry out that task.

Most of us are negative-averse.

By this, I mean that most of us react to negative feelings in a stronger way than corresponding positive ones (e.g., losing £5 vs winning £5).

This can be a problem because many of the actions we need to do in order to progress towards our goal could be seen as negative. Instead of seeing a task as progress, we see it as a sacrifice, a burden or a chore.

To improve your persevering power, you can therefore assign a positive concept to an otherwise negative one.

One way of doing this is with a Star Chart. Here, you award yourself a gold merit star (available at your local stationers, arts and craft shop or even on Amazon).

Decide which of your important regular tasks warrants a gold star and how many stars you need to get per month to satisfy your progress towards your goal.

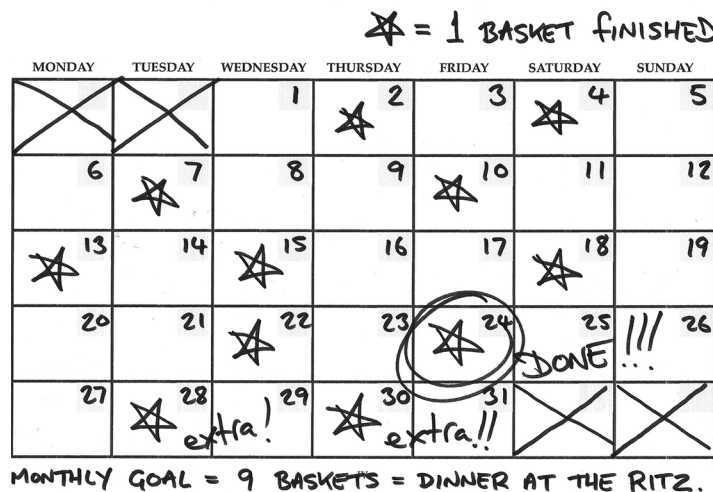
If getting a gold star isn't enough for you, you can turn them into a sort of 'Green Shield Stamps' thing and give yourself a treat once

you've collected the required amount.

If you don't like gold sticky stars, then use little, blue circles or pin £5 notes onto the chart. Do whatever works for you. (To be honest, I ended up just drawing the stars because my kids used up all my gold stars when I wasn't looking by sticking them all over the house as well as on each other. I'm still finding them in the most unexpected places.)




































Once you've got your Star Chart and stars, stick it to your bedroom door, fridge or wherever you're going to see it every day so it will serve as a constant reminder of what you need to do.

Example:





# Worksheet 3: My Star Chart

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
						
						
						
						
						

Monthly Goal:

## Worksheet 4: My Points System

**Objective:** Another way to provide a constant reminder of your chosen regular tasks and increase motivation by providing an associated positive concept for each time you carry out that task.

In *The Sorites Principle*, I described the case of Judith, who finally managed to lose weight by drawing up her own points system to encourage her desired behaviour, which she adjusted over time to fit her circumstances. She found that using a system to score points changed her dieting from a chore into a game.

Now it's your turn.

Look back at your second worksheet (the pieces of my puzzle) and identify all of the actions you'd like to do daily.

Write these actions down on this worksheet and assign a 'points value' for each – how many points you get each time you carry the action out.

Now your goal has just become a game: how many points can you score today?

If you haven't got a better alternative, you could write your daily total on your Star Chart next to your stars.

Then add up your daily totals each week, and your weekly totals to get your monthly totals. Try to beat your previous score each month to prove how much you're improving.

Example:

ACTION	POINTS
For every basket woven	4
For keeping to my timetable, weaving when I said I was going to	2
for getting up two hours earlier and weaving	5
for talking to my praise donors and getting encouragement	1
for getting another 'good idea' for a basket	2
for resisting the influence of General Despondency and the urge to bin the lot and give up	10



# Worksheet 5: My Progress Calendar (monthly and yearly)

**Objective:** Yet another way to provide a constant reminder of your chosen regular tasks and create psychological pressure to never break the chain.

This perseverance tool is for those actions you want to do EVERY day come hell or high water: sticking to your diet, doing those burpees or practising the Ukulele for 30 minutes.

The trick here is to do what Fleetwood Mac said all those years ago and ‘never break the chain’.

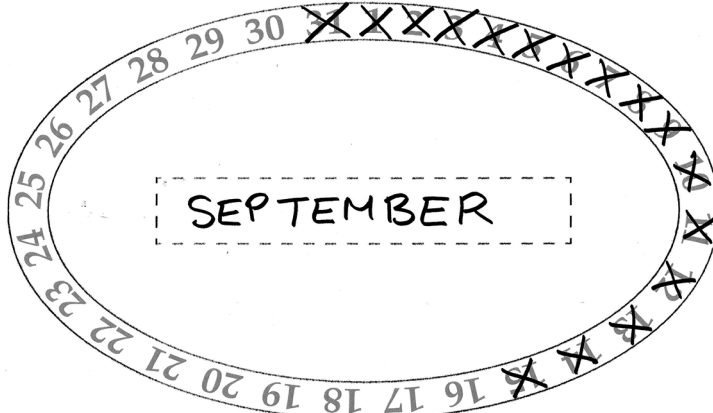
Each evening, get your smug satisfaction by crossing off yet another successful day with that satisfyingly big, black marker pen you used to fill in Worksheet 1.

Now, some people I know who’ve done this prefer to do it month by month as they find a whole year too daunting for them, whereas others prefer a whole year as they say seeing a chain of crosses going back several months provides them with such huge psychological pressure they simply couldn’t break it now even if they wanted.

It’s up to you and it really doesn’t matter because I’ve included both options for you to try.

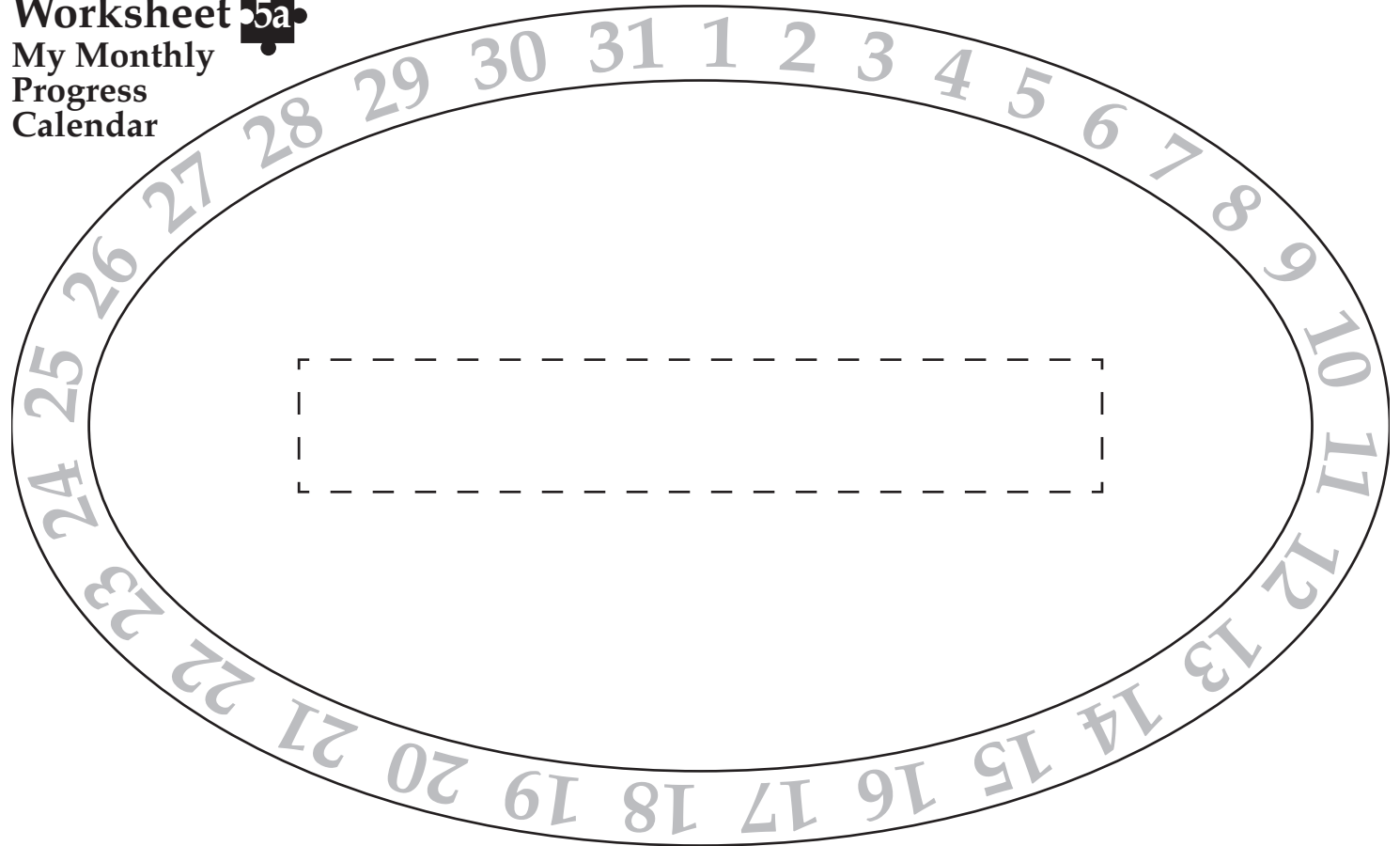
I’ve made the monthly one round because I think it looks nicer. But, you might point out, not all the months have 31 days. Well, that’s easy – just cross off the unnecessary day(s) when you start a new month and use it (them) as the beginning of your new chain.

Example



Jan	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Feb	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29		
Mar	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Apr	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
May	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Jun	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Jul	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Aug	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Sep	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Oct	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Nov	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
Dic	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31

**Worksheet 5a**  
**My Monthly  
Progress  
Calendar**



# Worksheet 5b • The Yearly Progress Calendar

<b>Jan</b>	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
<b>Feb</b>	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29		
<b>Mar</b>	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
<b>Apr</b>	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
<b>May</b>	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
<b>Jun</b>	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
<b>Jul</b>	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
<b>Aug</b>	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
<b>Sep</b>	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
<b>Oct</b>	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
<b>Nov</b>	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
<b>Dic</b>	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31

## Worksheet 6: My Progress Plotter

**Objective:** To provide a clear idea of what progress you expect to make in the next few days, to keep track of your current progress and to let you know if you're ahead of schedule, on target or if you need to pull your socks up.

Some people hate graphs, but for me, if there was one perseverance tool in *The Sorites Principle* I had to single out as having helped me the most with my power of perseverance and my writing career, it is this one.

It's also very versatile. You can use it track your weight, your lap-time, your heartbeat recovery time, your total number of hours spent practising or training, the number of chapters studied, paintings sold, money in the bank, and so on.

Your imagination is the limit.

The vertical axis is for your measurable (words written, baskets woven, pounds lost, etc.), the horizontal axis is for the time available/expected to do it (days, months, etc.).

Mark on the graph where the value of your measurable is now and where you want it to be at the end of your chosen time period.

Then draw a straight line from one point to the other. This line is important: it's your intended line of progress.

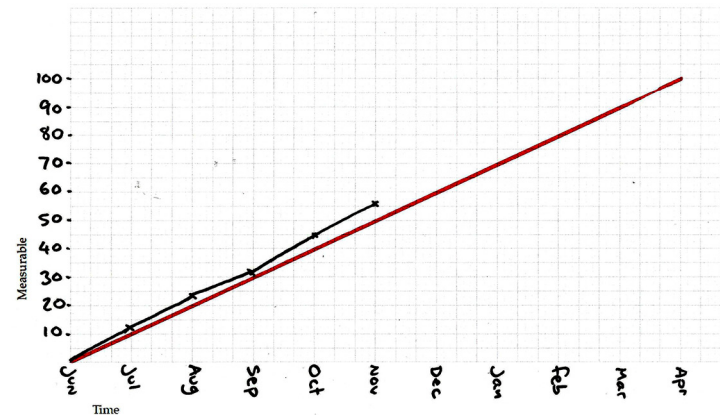
Now you can see how much progress you need to make by the end of each week in order to stay on target.

Keep a record and plot your progress. Make sure your wiggly, plotted line stays as close as possible to your straight line, if not ahead of it.

Don't forget that there is no reason why you can't keep track of more than one measurable at a time. There's nothing to stop you from having two Plotters: one for your weight and one for your waist size.

But whatever you do, plot by plot, with a bit of persevering, you'll get to where you want to be.

Example:



# Worksheet 6: My Progress Plotter



Measurable:



Time:



## Worksheet 7: My Top 10 Positive Peer Pressure Providers

**Objective: To think about, identify and note down your most promising potential sources of positive peer pressure.**

Never, ever underestimate the importance of peer pressure regarding your power of perseverance. Our friends, colleagues, families, workmates and neighbours can be wonderful sources of praise, encouragement, moral support, advice, motivation and inspiration.

As they say, it's the squeaky wheel that gets the grease. The best way to get all this positive peer pressure is to go out and ask for it.

But before you can do this, you need to identify and contact your potential peer pressure providers.

In *The Sorites Principle* (chapter 10), I identify 7 different ways to get positive peer pressure.

So it's now your turn to make the effort to identify who your best candidates are as suppliers of positive peer pressure and praise donors. What individuals and groups, whether near or far, could provide you with the right sort of praise, encouragement, advice, support, motivation and positive energy that would prove really useful for moving closer to your goal?

I also think it's worth reminding you that you must never, ever underestimate the adverse effects of negative peer pressure, either.

Your family and friends might love you dearly, but they could be subtly undermining your actions with contradicting peer pressure. Consider the Fat family's undermining effect on their son's weight-losing campaign or the Jobsworth family's contradictory attitude to their daughter trying to start her own business.

Your best positive peer pressure might come from people well outside of your normal social circles. So go out and find them!

Example:

- 1: My friend's brother Jeff has just become a certified UBCW.
- 2: The community centre has UBCW classes
- 3: There are two forums for basket weavers
- 4: NAUBWAP - National Association of Underwater Basket Weavers and Aquatic <sup>Potters</sup>
- 5: My favourite aunt always wanted to be an UBCW.
- 6: 'With Glut and Awl' the UBCW bible has useful contacts and addresses
- 7: 'I'm Not a Basket Case' - biography of UBCW guru Wendy Spokes
- 8: My friend Pat is always fascinated by UBCW and full of positive energy.
- 9: Harry Plaiter, the country's leading UBCW giving talk in Town Hall
- 10: Start my own UBCW blog

# Worksheet 7: My Top 10 Positive Peer Pressure Providers



1:	.....
2:	.....
3:	.....
4:	.....
5:	.....
6:	.....
7:	.....
8:	.....
9:	.....
10:	.....

## Worksheet 8: My Weekly Piece Planner

**Objective: To identify what actions are important for progressing towards your goal and make sure they are not displaced or forgotten by being ousted by other non-important activities**

If you're anything like me, you've got quite a few important pieces of your goal to 'put into place' this coming week: important conversations to have, important things to do, important people to meet.

But if I had to bet my money on it, I'd say you also have loads of other stuff going on in your life that don't help you progress so much: fun stuff, like socialising, surfing the internet and vegging out on the sofa, as well as the less fun stuff like housework, shopping and running errands.

The trick to master here, then, is to not let the latter get in the way of the former.

This weekly planner is exactly for that and it has two steps.

The first one is to decide what important pieces of your puzzle you are going to put into place this week. In other words, what actions are you going to carry out in the next few days that will get you just that little bit closer to your goal?

The second step is to programme each of these into your weekly agenda.

Once you've fixed a time during the forthcoming week for each of these important actions (and there's going to be several of them, aren't there?), then you can fill the rest of your time with fun stuff and chores to your heart's content.

Lovely!

Example:

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
6:00 to 8:00	7	7	7	7	7		
9:00							
10:00							
11:00						1	
12:00							
13:00	4	6				5	
14:00	9						3
15:00							
16:00							
17:00							
18:00		10		10		8	
19:00	2						
20:00							
21:00							
22:00							

My important pieces to carry out this week

- 1: Order cane
- 2: Research new fibres
- 3: Talk to Jeff
- 4: Join NAUBWAP
- 5: Get new mask
- 6: See Derek about website
- 7: Wet weaving practice
- 8: Check oxygen tank
- 9: Order Spikes' bio.
- 10: Pool practice

# Worksheet 8: My Weekly Piece Planner

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
8:00							
9:00							
10:00							
11:00							
12:00							
13:00							
14:00							
15:00							
16:00							
17:00							
18:00							
19:00							
20:00							
21:00							
22:00							

My important pieces to carry out this week

- 1:
- 2:
- 3:
- 4:
- 5:
- 6:
- 7:
- 8:
- 9:
- 10:

## Worksheet 9: My Top 10 When/Thens

**Objective: To collect, clarify and serve as a reminder for your most useful when/then internal pointers.**

I don't know about you, but I'm not very good at controlling myself when my energy level is low. Or should I say, I didn't used to be until I discovered the importance of when/thens.

Now I can control myself better. Perfectly, no. But definitely better. And often thanks to when/thens.

When/thens are one form of pointers (chapter 11) that you set up in your mind like a kind of internal programming. It's a way of making a tough decision before you actually have to make it.

For example, if you know you're going to a party and you want to stay sober because you're driving, you might choose the when/then to be: "When I am offered an alcoholic drink, then I'll say, 'No thanks, I'm driving.'"

Of course, you can choose any course of action: "When I'm offered an alcoholic drink, then I'll say, 'No thanks, the mere sight of alcohol makes me violent' and then trash the party and set fire to the house" – one way of guaranteeing you won't be offered an alcoholic drink ever again.

The important thing is to embed these when/thens into your subconscious. Visualise the situation and imagine yourself carrying out your when/then.

- "When it's time to eat, then I'll prepare the food and eat it at the table instead of picking at things in the kitchen."

- "When I get into my car after finishing work, then I'll drive to the gym to do my half-hour workout."

- "When my partner says something stupid, then I'll remember (s) he is a wonderful person and try harder to understand what (s)he is trying to get at."

These when/thens are insultingly obvious to us when we are calm and relaxed, but they come to the fore when our minds are tired or occupied with other concerns.

So to help, here is a sheet for you to set down your top 10 most useful when/thens.

Example:

- |     |   |
|-----|---|
| 1:  | When I'm getting ready for bed  |
|     | Then I'll prepare my equipment and material for the morning   |
| 2:  | When I get my monthly copy of Aquatic Arts & Crafts   |
|     | Then I'll take time to cut out every UBW article  |
| 3:  | When I'm doing pool sessions  |
|     | Then I'll speak to fellow weavers   |
| 4:  | When I go to the materials shop   |
|     | Then I'll carefully look at the noticeboard for useful info   |
| 5:  | When I'm thinking of giving up  |
|     | Then I'll think of my UBW heroes and what they would say  |
| 6:  | When a basket goes wrong  |
|     | Then I'll take it as a learning experience  |
| 7:  | When my colleagues at the office ridicule me  |
|     | Then I'll remember what Wendy Spies went through before achieving success                               |
| 8:  | When I'm feeling too tired to go to the pool  |
|     | Then I'll think of the lovely hot shower and the satisfying feeling of having completed another session |
| 9:  | When I see a new class member at the centre   |
|     | Then I'll make the effort to welcome them   |
| 10: | When someone asks me what I do  |
|     | Then I'll proudly say I'm about to become an underwater basket weaver!                                  |

# Worksheet 9: My Top 10 When/ Thens

1:	When .....
	Then .....
2:	When .....
	Then .....
3:	When .....
	Then .....
4:	When .....
	Then .....
5:	When .....
	Then .....
6:	When .....
	Then .....
7:	When .....
	Then .....
8:	When .....
	Then .....
9:	When .....
	Then .....
10:	When .....
	Then .....

## Worksheet 10: My Top 10 Sources of Inspiration

**Objective: To collect your sources of inspiration and use them to serve as a reminder.**

Inspiration is a curious thing, isn't it?

A song can be a real inspiration to one person and yet be a real trouser-filler\* to the next.

Some people watch a spider trying to build its little web and become so inspired they go and kick seven shades out of an entire army while others just squash the poor little bugger and carry on about their day.

I get most of my inspiration from books, films, music and Ted Talks and as such gave a list of my favourite ones in *The Sorites Principle* (chapter 9). But of course, what works for me is unlikely to work for you.

So here is your chance to rebalance the situation and to do a bit of soul searching.

What inspires you? What fills up your emotional fuel tank and gets you revving to go? Maybe it's a speech. Maybe it's a photo. Maybe it's the memory of what your dad told you on the day you left home to start university.

Whatever they are, it's worth paying special attention to them because each one is a little nugget of gold. Collect them, bring them all together and write them down so you can easily remember them

and then make sure you get to experience them as often as you can.

Example:

- 1: The 'What Basket' article about the wonders of aquatic weaving.
- 2: 'Down Under' - film about 2 Australian underwater weavers.
- 3: 'With Glut & Aul' has lots of inspiring anecdotes.
- 4: The photo of me when I was 3 years old sitting in a basket.
- 5: Imagining myself on the cover of 'Aquatic Arts & Crafts'.
- 6: The look in my aunt's eyes when I told her I wanted to be an UBLW.
- 7: Being taken around Whitby's UBLW museum and funpark when I was 8.
- 8: The thought of telling my boss to 'stick it where the sun don't shine'.
- 9: The lure of being invited to talk as an UBLW expert.
- 10: Providing my family with all the baskets they need.

\* A note for our American cousins: It has been drawn to my attention that the American meaning of 'trouser-filler' is very different from the British meaning. The British meaning refers to the undesirable action of filling ones trousers around the back rather than the other side, as in the sentence, "My experience of listening to your singing was so bad it almost made me fill my trousers."

# Worksheet 10: My Top 10 Sources of Inspiration

1:	.....
2:	.....
3:	.....
4:	.....
5:	.....
6:	.....
7:	.....
8:	.....
9:	.....
10:	.....



## Worksheet 11: My Certificate of Excellence

**Objective: To give yourself a bit of recognition for achieving your first major step towards your goal.**

We all thrive on recognition and praise, as long as it's genuine.

And there's no better way of getting genuine recognition than by giving it to yourself, after all, you know exactly whether you deserve it or not, don't you?

As I explained in chapter 7, one way to give yourself a little bit of deserved recognition for achieving the first major step towards your goal is to present yourself with a certificate, and that's exactly what this last sheet is about.

If you don't feel that you have the time or creative flair for making your own certificate, then print off this one and fill it in.

Don't be modest (not a problem for some people, I know). When you feel you have accomplished your first major stage, you've overcome your first major obstacle or you just feel the time is right, then put down in writing what you've achieved and all the difficulties you've overcome to achieve it.

Include as much gruesome detail as you think is worthy.

Then put it up where you can see it. Don't put it in a folder or somewhere out of sight; it's something to witness, celebrate and enjoy.

And, of course, when you complete the next stage, you'll be wanting to give yourself another one, won't you?

Example:



# Certificate of Extreme Excellence

This is to certify that

\_\_\_\_\_

used a powerful combination of prizes, progress, passion,  
peer pressure, pointers, periodic actions, patience and positivity to

.....

.....

.....

.....

Date: \_\_\_\_\_

Signed: \_\_\_\_\_

## Conclusion

Without a shadow of doubt, as we are all different, it is unlikely that all of the worksheets I've included in this collection are going to work for you.

But even if just one of them helps you along that long and windy road that leads to your goal, then that is yet another small step in the right direction and small steps in the right direction is what the Sorites Principle is all about: that the constant application of insignificant actions, when coherently focussed, will inevitably lead to dramatically significant results.

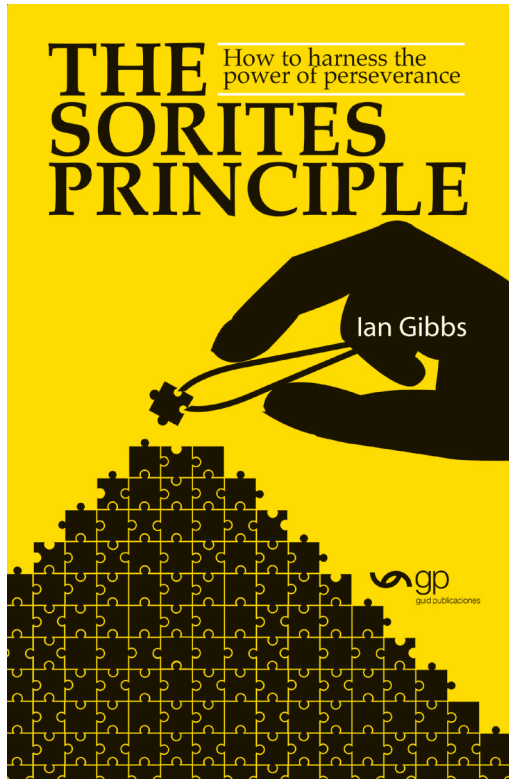
"This is all very well", you might say, "but little by little is going to take ages, and ages is far too long for me." Maybe it is. Maybe it's not. But what realistic alternative do you have? The best time to plant a tree was 20 years ago. The second best time is now. As I ask my clients, if you had started doing these things just five years ago, what would your life be like now?

So what are you waiting for? Today is the first day of the rest of your life. Carefully consider each of these worksheets, pick the ones that you feel will work best, print them off and start moving forward towards your dream today.

I wish you all the best, and happy persevering.

Ian.

If you haven't come across 'The Sorites Principle' before and are interested in learning more just [click here](#).



## Biography



Productivity trainer, public speaker, life coach, business owner, company director, playwright and now author, Ian Gibbs was born in Sheffield, England where his family was convinced that due to his shy, retiring nature he would never venture far from home. After doing his degree in Theoretical Physics, Astronomy and Astrophysics at St. Andrews, Scotland and his Postgrad in Education in Cambridge, he decided he'd had enough of the crap weather and went to work in Barcelona for a year - or maybe two - to teach English. One day he woke up to realise he's now been there for 25 years, during which time he has set up one of Europe's leading educational Theatre-in-English companies: IPA Productions, he has written regular life-style columns for two Spanish magazines, was the guest blogger for the local business networking group. He now coaches the expat community and gives business training sessions

on productivity and public speaking. When he is not training, coaching or speaking, he writes. He is the creator of 10 plays for children, 3 comic strips, 3 plays for adults, one bilingual story book, the USSB model for improving personal productivity and numerous personal development articles. The Sorites Principle is his first book.

He is married, has two children and a bouncy dog.