

## **It's all your fault. Thank goodness!**

It's all your fault!!! Yes, words we used to fear and avoid as children. As teenagers, then as adults, we were taught to avoid 'the blame' and to not be at fault. That being at fault was a 'bad' thing to be avoided. Then where does personal responsibility come in? When is it 'our fault'?

Well I say, it is all your fault, you are totally to blame.  
That's right, you, me, each of us, 100% responsible, it is always our fault.

It is not your parents fault  
It is not your spouses fault  
It is not your children's fault  
It is not your bosses or employees fault  
It is not your prospect or your clients fault

Heck, I say, stop blaming the weather, the economy and anything else we might be blaming to!

Now, if you want to continue blaming anyone, don't read the rest of this article. If not, then read on.

It's all your fault, all of it. Your either creating or allowing everything that occurs in your life. And here's the secret: when it's your fault, you get to change it. When it's the fault of someone or something else, you're the victim, and you get to suffer needlessly because of them.

Words of fault or blame that we learned when we were younger we used to avoid. It meant being in trouble, punishment, shame, getting caught. Situations where we were blamed, faulted, many of which were not 'really' our fault, yet the onus of responsibility was laid on us, very callously, and we learned to avoid 'fault', to avoid responsibility, to avoid the spotlight, and, to blame.

As you think back to conversations, to comments folks have made: "It's the economy"; "Business is slow"; "People aren't buying"; all, sounding like common sense, like common knowledge. NOT! It is more like monks chanting in the desert; I say the results are the same: the more we chant, the more we create the reality we are chanting about.

Each day you get to decide: what do I want for this day? In the world of work, that often means closing deals, producing product or whatever it is you specifically do to 'earn a living' (funny phrase right, like we need to 'earn' a living, ha!). So, as a mortgage broker or investment broker, you might have quite a hard sell. So what do you do? Well, if you want to stay in the business, then there are many options. Disciplined activity,

calls, emails, personal meetings. And how do you want to approach your day? Which of these things do you tell yourself?

I invite you now to try each of these statements on, see how they fit for you as you say each:

- It is going to be a great day
- I'm going to make it a great day
- I hope it is going to be a great day
- I'm going to try to have a good day
- I hope I have a good day
- I wish I could have a good day
- Oh no, not another day

You see, you get to tell yourself just about anything you want, try each of them on, how does each feel?

When you say each of these statements, which one lands as 'most true'?

Notice, that when you say to yourself: "I'm going to make it a good day", how confident are you in your ability to do so?

If it is anything except "I'm going to make it a good day" or "It is going to be a great day" you are likely giving up some onus of control of YOUR LIFE to something outside of you. (ouch!)

How does that feel?

Humberto Maturana, a distinguished writer and researcher in his article entitled "The Nature of Time" speaks scientifically about 'our human response-ability', as he says:

"We, as living systems are structure determined systems, and nothing external to us can determine or specifies what happens in us, absolutely nothing."

"So, the external agents that at any instant impinge upon us can only trigger in us structural changes determined in us by our structure at that instant. As a result, all that we do at any instant arise in us determined in us by our structure in that instant..."

In a nutshell, what Maturana is saying is: no matter what happens, it is You, Me, and each of us, and our subjective experience that determines our reactions. Nothing, and I really do not mean nothing that another person does determines your reactions, nor is it an excuse for acting in a particular way. (This is particularly important in the area of intimate partnerships and blame☺)

Maturana speaks about our personal subjective experience much the same we do in the NLP community. It is our subjective experience; based on our neurology, our specific beliefs that we learned in our culture and more specifically in our families; our particular preferences, values and of course, how all of these determine our thoughts and beliefs. These are the ‘stuff’ that determines our response-ability: the belief that we can respond, act and create what we desire.

You’ve heard the story about the 3 blind men describing an elephant? Here you go:

*3 blind men were asked to describe an elephant.*

*Blind man #1 started touching and feeling the elephant and said: “Mmmmm... it is thick, rough and tall, much like a tree.*

*Blind man #2 started touching and feeling the elephant and said: “No, it is much more like a long snake, strong with two holes on one end.”*

*Blind man #3 started to touch the elephant and said: “No, this animal is much smaller, more like a whip, with hair at the end.”*

*Of course, we all know that each blind man was touching a different part of the elephant.*

***Are we that different?***

***Are we not all just looking at a different part of the bigger elephant?***

When working with couples, I often have an exercise called “the lands’ exercise. The exercise allows each person in the couple to describe ‘their land’ about a particular situation or incident. Folks, sometimes each persons land or elephant are like night and day.

For one, everything may be fine, no problems, life as normal.  
For the other, there is no intimacy, they don’t talk enough and great frustration.

Same relationship, different perspectives. It always helps when folks hear this, even the tough stuff. Then they get to decide, they get to choose. No one is right or wrong, no one is good or bad. Each person has their own ‘land’, their own ‘map of reality, they see their own part of the elephant. Now they get to expand their perspective.

So let me ask you again:

***Are you going to have a good day?***

***Are you going to make it a great day?***

If we don't like how we are thinking, how we are feeling or how we are behaving (including the results of our behavior) we need to change ourselves!! Not your wife or husband, not the kids, not your boss, not that irritating person on your work team... YOU get to change, and keep the change!

Abraham Lincoln said: "We're about as happy as we make up our minds to be".

Your land, your 'truth' your 'reality' is yours. Remember the NLP presupposition, "the map is not the territory". If you don't like your reality, you get to change it! And I can help. Write or call me for a free consultation this week: [jim@trulyhumancoaching.com](mailto:jim@trulyhumancoaching.com) or call: 847-566-3122.