

Thriving in Uncertain Times Selling "You, Inc."

## Key Flow: Grieving

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		3	4	5
Event occurs	Shock Reality ≠ expectations	Denial Choosing a course of action contrary to the facts presented. Believing I have power in the situation.	Anger Strong outward negative emotionality linked to a personal attachment.	Depression Strong inward negative emotionality linked to a personal attachment.
6	7	8	9	
Bargain Examination of all potential alternatives & angles which could have been taken. "What if?"	Sadness Gradual realization that the situation happened & I lost something important to me.	Acceptance Resolved that the event occurred & I lost something of value. Coming- to-terms with the fact that I have no power in the situation	Move-on. Begin again; wiser for the next event which occurs.	











