

Hey there. You're listening to the Your Next Best Step Podcast, episode number 13, lucky 13. And if you have trouble making a decision, in maybe your personal life or in your business, you're going to want to stay tuned and listen to this episode because that's what we're talking about today: the art of decision-making. So let's get started.

Hey there, and welcome back. I am your host, Theresa Cantley, and I am so glad you're here. In today's episode, we're just going to do a shorter episode than normal, and we're talking all about the art of decision-making today. But before we get started, I wanted to just say how grateful I am.

I've gotten so much great feedback on the podcast, and I'm just so excited to be able to bring you these episodes every week, stories, things about my own experiences, the experiences that I have working with people one-on-one, to hopefully help you to maybe get unstuck with something that you've been struggling with in your own business, and just to give you some tips and some strategies and things that can help you to move forward.

Like I said, these are real life experiences, real life stories, real people, and I am going to be having some surprise guests in the future, so you want to stay tuned for that as well. But I hope that these episodes help you to kind of put a real perspective on things. This isn't fluff and stuff, it's not theory, it's real stuff based on what I've gone through and what I've worked with people to help them get through.

Speaking of which, we are going to just start digging right in today's topic, which is, like I said, all about the art of decision-making. I decided to talk about this because, again, in my own life, but also working with people one-on-one as a coach, the one thing that I've found is that people really struggle to make decisions. It's one of the hardest things that I've seen people do, and a lot of fear shows up, and it's really interesting how something ...

I don't want to say basic, but something that is one of the amazing things about being a human being is our ability to choose, our ability to make a decision, to make a decision about how we feel about something, to make a decision about what we want to do, to make a decision about how we think about something, or what we want to pursue, or how we want to show up. There's other things, like what we want to eat, what we want to wear, all that stuff.

But it's amazing how a lot of people, like I said ... I am a recovering indecisiveness person ... But how people struggle to make a decision. For the longest time, when I struggled with making a decision, my husband and friends of ours used to totally tease me about the fact that we would go out for dinner and I could never make a decision about what I wanted to eat. And then when I finally decided what I wanted to eat, I kept changing everything that was included on the menu because I wanted to add stuff and remove things, because I was just so indecisive. It took me forever to make a decision when we would go to order, and they would joke around, I became the Indecision Queen.

But I've also noticed it with people that I work with. A lot of managers, I have a couple managers that I've worked with that, in their business, were afraid to make a decision about taking a sick day, or taking a vacation day, because they were afraid that they were going to get judge.

Or I have another organization that I work with where they have the ability to work from home, they can work remotely, which I think is great because many times you can get a lot more things done when you work remotely versus being in the office where there's a lot of distractions. I remember one of them

Art of Decision Making (Completed 05/08/19) Page 1 of 6
Transcript by [Rev.com](#)

clearly saying to me, "I can't work from home, I don't want to make a decision about that because I know people are going to think that I'm lazy and I don't work enough." And I was like, "Wait a second, just make the decision and then just do it."

I think a lot of times one of the big things that comes up when we can't make a decision is because we have a fear of judgment, we have a fear of other people judging us. The thing that we don't realize is, when we don't make a decision because we're so afraid of somebody judging us, those decisions keep backing up and backing up and backing up and backing up, and we prevent, from not making a decision, we prevent positive outcomes that we really want from happening.

And we also transfer that power that we have to make a decision about something, we transfer it to somebody else. Because many times, if we don't make the decision, we want somebody to make it for us. I used to say to my husband, "Oh, just make a decision about the restaurant you want to go to, because I don't want to make it." And he would get so mad at me, he would be like, "I'm not making this decision, just pick a place." I'm like, "No."

We transfer that power because ultimately, when we don't make a decision about something, there is something deep down that we end up resenting ourselves because we didn't make the decision, or we resent the decision that we had somebody else make for us.

Like I said, it's a backup. If you don't clean out your pipes, they just keep clogging and clogging and clogging and clogging and clogging, and they get backed up. And then what happens? You can't get stuff through, right? When we don't make decisions about things, we prevent ourselves from all kinds of possibilities coming in, and new opportunities.

One of my mentors said, "The worst place to be is at a yellow light." There's the green light and the red light. The red light means, "I am confused, I don't know what to do, I need help," and the green light is, "I'm good, I made the decision to go. Even if I'm going in the wrong direction, I made the decision to go."

But the yellow light, that's the cautionary light. Could you imagine stopping in the middle of a yellow light, or making or not making that decision to just go and being in the yellow light? That's bad. Because what happens? Cars crash into you, you hesitate and then something happens. We don't want to be in the yellow light.

The thing that people don't understand is that, no matter what you choose to do, if you choose to wear blue socks or green socks, if you choose to eat a burger or chicken, if you choose to go after this specific opportunity or turn it down, no matter what you decide, if you decide to go with Facebook Ads or not go with Facebook Ads, whatever you decide, it's correct. Whatever you decide to do is the right decision.

Because you made a decision. You took a step. When we don't make a decision, and we stay in that yellow light, what happens? We can't move forward. We stop ourselves from growing, we stop new opportunities and new possibilities from coming in. And the more we don't make decisions about stuff, the more we stay stuck in the middle of the intersection, basically. The more we don't make decisions about things, or if we just have somebody else make those decisions for us, the more we transfer our power to somebody else, and the more we stay stuck in a place that we don't want to be.

When we have other people make decisions for us, we potentially can end up resenting ourselves for not doing something, and we constantly live in that place of discouragement, disappointment, whatever you want to call it, because we have prevented ourselves from doing something that we potentially wanted to do because we were afraid that we would get judged if we didn't. Or, we resent people making decisions for us because we didn't like the decision that they made.

I think one of the things ... Long ago in one of my corporate jobs, I was a manager, and any decision that I would make, they would always come back and say, my boss, the Vice President and the President, would come back and say, "Why did you make that decision? That doesn't make sense. Why did you do this? That was a dumb decision." And I think that kind of stuck with me for a while. Then I didn't want to make any decisions.

But that's the wrong, wrong, wrong thing to do. Like I said, we don't want to be in that yellow light. Whatever we choose to do or not do, as long as we are choosing it, it's the right decision. It doesn't matter, because guess what? We don't have control over the outcome anyway. So if we are making a decision from a place of a positive intention, and from a place of something that connects and aligns with us, it doesn't matter what happens, it's the right thing.

I know it sounds kind of weird, right? But when we stay stuck, and we don't make a decision, that's how we prevent growth. We prevent forward momentum, we prevent things from happening that we really want to happen because we can't make a decision about something.

Like when we used to go to restaurants, and I really wanted a burger, but I was afraid if I ate a burger, somebody that was sitting at the table with us was a vegetarian and I would offend them. So then I would order chicken, but then later on I didn't really want the chicken, I really wanted the burger, but because I didn't make the decision that I really wanted, I ended up with something that I really didn't want. And then what happens? You're not happy, you're frustrated.

So as long as we are making a decision from a place of positive intention, and from a place of, "What is it that I really want? What is it that I feel is going to be the best thing for me, for the business, to move things forward?", as long as we're moving from that place, whatever happens, whatever decision we make, it's the right decision.

So a couple things that you can ask yourself are, number one, again, "What is the intention behind what we want to do?" The clearer we are about the intention and the purpose behind it, the clearer we will be on the decision that we want to make. If we're not clear on why we're doing something in the first place, it makes it hard to make the decision, right? But the clearer we are as to why we're going to do this, the clearer the decision will be that we need to make about something, and the more confidence we'll have in that decision that we need to make.

The second thing that you can ask yourself is, "Is this thing that I need to do ... Will it move the needle on my business, or will it keep me distracted?" The clearer you are on your vital few things that you need to do, which we've talked about in previous episodes, the clearer you are on the vital things that you need to do every day in your business to keep moving forward, when you ask yourself that question, "Is this something that will move the business forward, or is this something that's going to keep me distracted and hold me back?", if you can answer that, "Yes, it's going to move me forward," and you're

clear on that, then guess what? You move forward with it. But when we're not clear on really what we need to do, it gets harder to make decisions about stuff.

The third thing is to ask yourself, "Does this truly align with who I am and what my mission is?" This is a big one. This is where a lot of people get stuck and have that fear of A, making the wrong decision, and B, getting judged.

But if you are super clear on what your vision and mission is, and you're super clear that your business model that you have set up aligns with that vision and mission, and aligns with your core values, then when you look at something, a new product, a new service, a new event, a new project, a new campaign, if it doesn't align with that and takes you away from what you're trying to accomplish, then the decision tree becomes very easy.

When we're not clear on that stuff, that's how we end up either not making a decision because we're just afraid we're going to make the wrong decision, or when we also make decisions based on the wrong things too. Again, it goes back to having that positive intention. If we're making decisions about stuff solely for the purpose of, "I just need to make money, I need to make money, I need to make money, I need to make money," and we're just thinking about that, then yeah, the intention behind what we're doing is ...

Yes, the ultimate goal is to make money in our business, but if you think about it, that intention does not align with ... If your purpose is to make an impact by teaching people who have chronic pain to move in a positive way so that they feel better, the two don't align. So we need to make sure that we are asking ourselves those questions of, "Does this align with who I am, and what my mission is, and what I'm ultimately trying to do?", so that we feel good about that decision.

Because a lot of times, people, like I said, when they don't have the right intention behind something, the decisions that they make, they don't feel good about. And then they're like "Ugh" because the intention wasn't there, the positive intention wasn't there. And then they go back, they end up changing things, and then next time they hesitate making a decision.

So the next time you find yourself being afraid to make a decision, is it because of fear of judgment? Is it because you're afraid of making the wrong decision? Maybe you're thinking about past experiences and letting that dictate what's going to happen moving forward. If it's one of those things, it's time to reset.

It's time to ask yourself those questions, "Is this moving the needle forward on my business, or is it keeping me distracted? Does this align with who I am and what my mission and vision is?" How clear are you on the intention behind the decision that you need to make? If you're not super clear on it, it's harder to make a decision. So, reset, and think about the intention so that you can make a decision.

But again, if you think about those questions first, whatever you decide, to move forward with an opportunity or to let it go, to do a Facebook Ad or to not do a Facebook Ad, whatever you decide, it's going to be the right decision. Whatever happens, it's happening for a reason. When we approach things with the right intention, and the right alignment, whatever happens is going to happen. And if it ends up being positive, great, then it was meant to be. If it ends up not being positive, it's okay because something better is right around the corner.

But when we don't make a decision about something, or when we make a decision about something from a place of lack and fear and ... I can't think of the word right now ... Scarcity, from lack and fear and scarcity, those decisions that we end up making, it's kind of like we draw more of that fear and scarcity and lack to us, and then we regret those decisions that we make.

So the clearer we are, and the more aligned we are, with what our vision is, and the more we align with that, what the core values are, what we're trying to accomplish, the impact that we're trying to make, the intention behind what we're doing, the clearer we are with that, it makes making a decision that much easier. And then we won't get tripped up on stuff.

The other thing is that when people are making decisions, they're making decisions based on a fear of not wanting to upset somebody else. Again, it goes back to those managers that didn't want to take a day off because they didn't want other people to think that they were lazy, or that they weren't doing their job, or that they take too much time off, or whatever.

Well guess what? If you're confident in what you're doing, in your own abilities, and you're making that decision from a place of positive intention, who cares? Because we don't have control over what someone else feels, thinks, believes, whatever, reacts, we don't have control over that at all. So if you, in your heart and your soul, feel like that's the decision that you want to make, then move from that.

When we try and make a decision because we don't ... And people do this with putting content out there, they don't want to put something out there because they're afraid they're going to ruffle feathers ... We have no control over that anyway, so why not put something out there that totally connects with your heart and soul, and that aligns with what you're trying to do? Because you could probably help thousands more than the one or two or three people that might not like it.

But if we're afraid to make that decision to do what we feel is right and put something out there, then we prevent new opportunities and new growth and new possibilities from happening, and we also prevent the thing that we're trying to achieve, the results that we're trying to get, we also prevent that from happening as well.

So don't let yourself get into decision backup. From a recovering indecisive person, I'm telling you, the more you can connect to what it is that you want for your life and for your business, from a place of the impact that you want to make, no matter what decision you make then, it's going to be the right one. It may not show up the way that you want it to show up, but it'll be the right one.

If you feel like you have trouble making decisions, think about these things the next time. And just take the step. Don't hesitate, don't stay in the yellow light, because when you're in the yellow light, it's the worst place to be. We need to get you ... If you are completely at the red light, that's okay. If you're at the green light, that's even better because you're doing it, you're committing, and you're moving forward. If you're at the red light, it's okay, that's when you raise your hand and say, "I need help, I'm not really sure what to do, can I talk through this with you? Here's what I got, I'm not really sure what to do." Then you can make a decision.

But if we're in the yellow light, and we're just kind of like, "I don't know what to do, and I don't want to get help, and I don't want to raise my hand," that's when we get stuck, we stay miserable, and we don't

This transcript was exported on May 13, 2019 - view latest version [here](#).

move forward. And ultimately, like I said, if you're in the middle of an intersection when it happens, cars crash into you. You got to move, you got to make a decision.

Don't let yourself get backed up with decisions, because they just pile one on top of another on top of another on top of another until we start to squirrel. Stand in your power, and just focus on making a decision from a positive intention that aligns with who you are and the impact that you want to make.

So I hope this episode helped you. It's a little different than the ones that we've done before, but like I said, I'm a recovering indecisive person, and these are the things that I did to help me move forward, and as soon as I started making decisions and not caring what the outcome was going to be, because I knew I was making it from a positive place, it didn't matter what the outcome was. I had no control over it anyway.

But things started to show up, things started to happen, growth started to happen, opportunities, people that I've wanted to connect with started to happen, because I took the step and I didn't get backed up. Just like your pipes, as long as you keep them clear, guess what? The water's going to keep flowing, the things are going to keep flowing. It's the same thing with decisions. When you stop making decisions, you start getting backed up. You don't want to get backed up. You don't want to be in the yellow light in the middle of the intersection.

I hope this episode helped you, and I hope you have an amazing rest of the week. And until next time, keep shining your light, keep moving forward, keep making decisions, and I will see you soon. Take care.