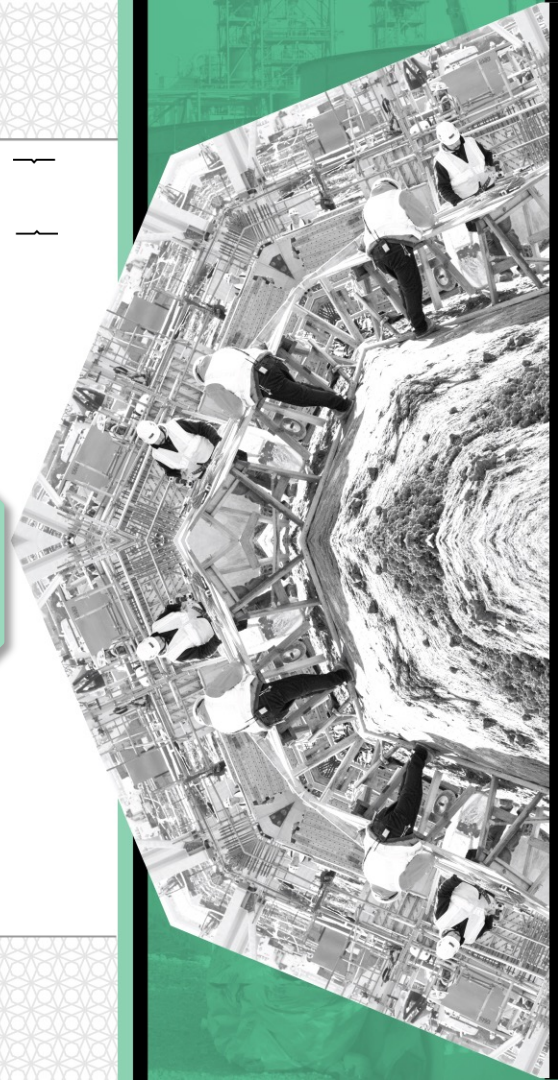


Introduction

KYMBERLY BUTTS

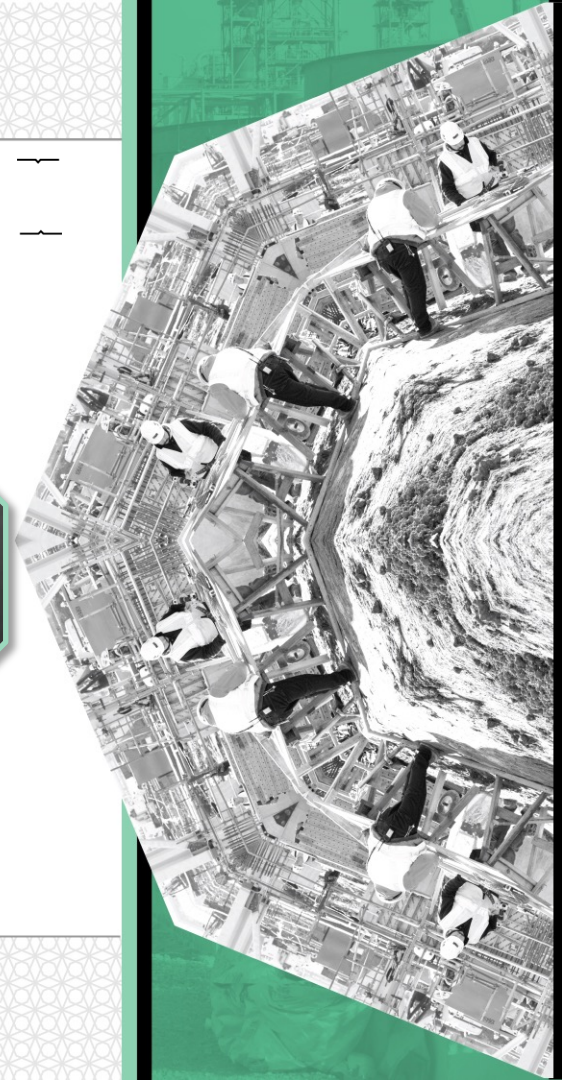
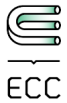
Executive Advisory Committee



The Surprising Solution To Overthinking

JON ACUFF

Bestselling Author
Soundtracks



soundtracks

I'm a goal nerd.



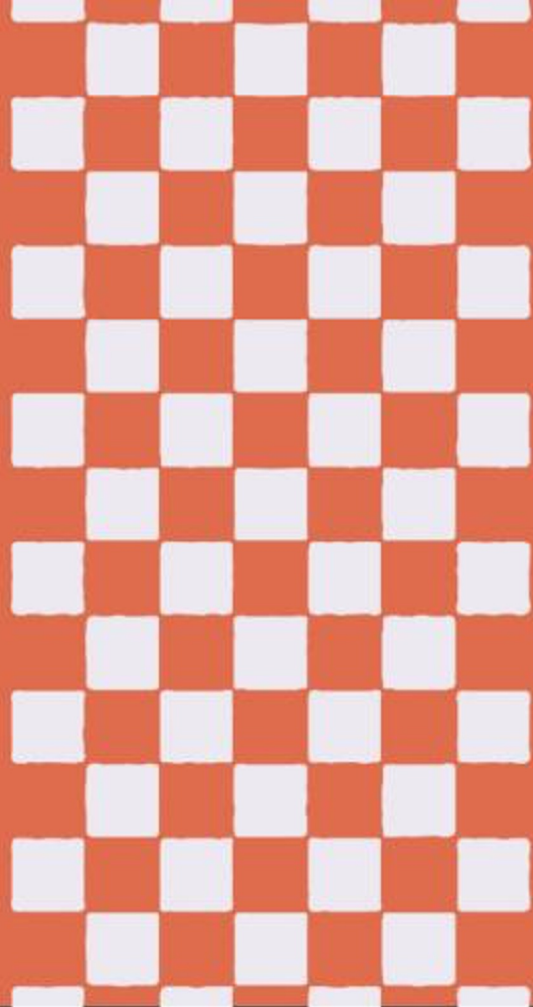
PODCAST



WWW.ACUFF.ME/PODCAST

A GOAL IS THE FASTEST PATH
BETWEEN WHERE YOU ARE TODAY
**AND WHERE YOU WANT
TO BE TOMORROW.**

**STARTING IS
FUN, BUT
THE FUTURE
BELONGS TO
FINISHERS.**



Overthinking

**OVERTHINKING IS
THE MOST EXPENSIVE
THING COMPANIES
INVEST IN EVERY
YEAR WITHOUT
KNOWING.**



Overthinking steals

**TIME, CREATIVITY
AND PRODUCTIVITY.**

**OVERTHINKING IS
WHEN WHAT YOU THINK
GETS IN THE WAY
OF WHAT YOU WANT.**

***WE ASKED 10,000
PEOPLE IF THEY STRUGGLE
WITH OVERTHINKING ...***

... more than **99.5%** said, **“Yes.”**

**EVERYTHING
IS A "THING."**

The image features a solid orange background. On the left and right sides, there are partial views of two black vinyl records, showing their grooves and white center labels. The records are positioned as if they are part of a larger composition, with the central text acting as a bridge between them.

*A SOUNDTRACK IS A
REPETITIVE THOUGHT.*

**Culture is a collection
of soundtracks
playing consistently
at a company.**

Great thoughts lead
to great actions.

Great thoughts lead
to great actions.

Great actions lead
to great results.

GREAT COMPANIES DO THREE THINGS:

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1. RETIRE BROKEN SOUNDTRACKS.

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2. REPLACE THEM WITH NEW SOUNDTRACKS.

GREAT COMPANIES DO THREE THINGS:

1. RETIRE BROKEN SOUNDTRACKS.
2. REPLACE THEM WITH NEW SOUNDTRACKS.
3. REPEAT UNTIL AUTOMATIC.



Retire

***THAT'S NOT HOW
WE DO THINGS HERE.***

***THERE'S NEVER BEEN A DAY
THAT TURNED OUT THE WAY IT
WAS SCHEDULED, SO WHY DO WE
TALK ABOUT THE SCHEDULE?***

***WE NEVER REACH OUR GOALS,
SO WHY DO WE SET THEM?***



ASK THE LOUDEST
SOUNDTRACKS
THREE QUESTIONS:

1. IS IT TRUE?

One of the greatest mistakes
**IS ASSUMING ALL YOUR
THOUGHTS ARE TRUE.**

2. IS IT HELPFUL?



DOES IT PUSH US
FORWARD OR
PULL US BACK?

**PREPAREDNESS ALWAYS
LEADS TO ACTION.**

**PREPAREDNESS ALWAYS
LEADS TO ACTION.**

Overthinking always leads to overthinking.

3. IS IT KIND?



GOOGLE WONDERED,

“What do our most successful teams have in common?”



Google:

- 1. Spent millions of dollars.**
- 2. Measured 180 different teams.**
- 3. Used 35 statistical models.**



**PSYCHOLOGICAL
SAFETY**

**“A SHARED BELIEF HELD BY
MEMBERS OF A TEAM THAT
THE TEAM IS SAFE FOR
INTERPERSONAL RISK-TAKING.”**

- AMY EDMONDSON, HARVARD

On great teams you can:

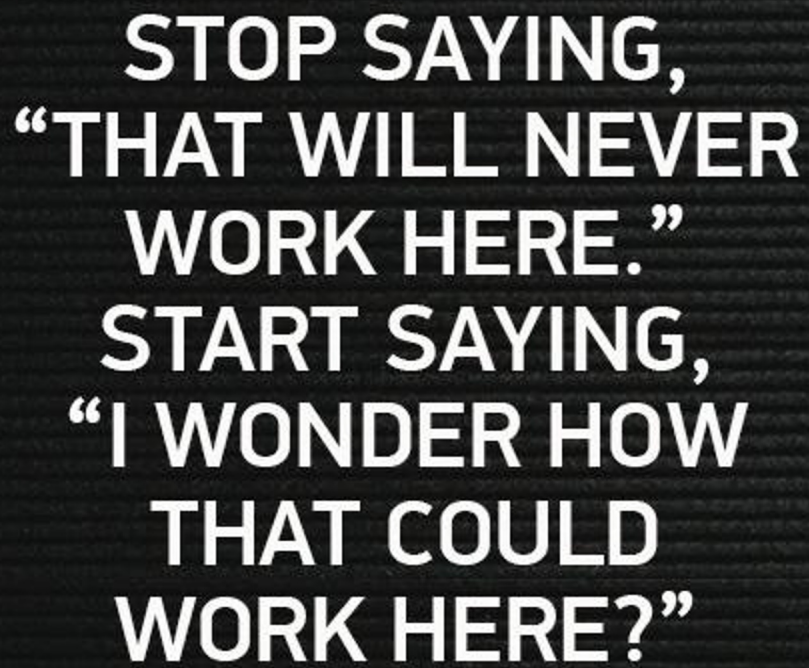
1. ASK QUESTIONS

2. SUGGEST NEW IDEAS

3. ADMIT YOU ARE WRONG ...



**... WITHOUT BEING
TREATED UNKINDLY
BY THE TEAM.**



**STOP SAYING,
“THAT WILL NEVER
WORK HERE.”
START SAYING,
“I WONDER HOW
THAT COULD
WORK HERE?”**



CURIOSITY
BEATS CRITICISM.



Replace



THOUGHTS COME BY
CHOICE OR CHANCE.



ACTIONABLE

**WHERE DO I WANT
TO WIN THIS WEEK?**



YOU HAVE A
SOUNDTRACK FOR
EVERY **PERSON**
IN YOUR LIFE.

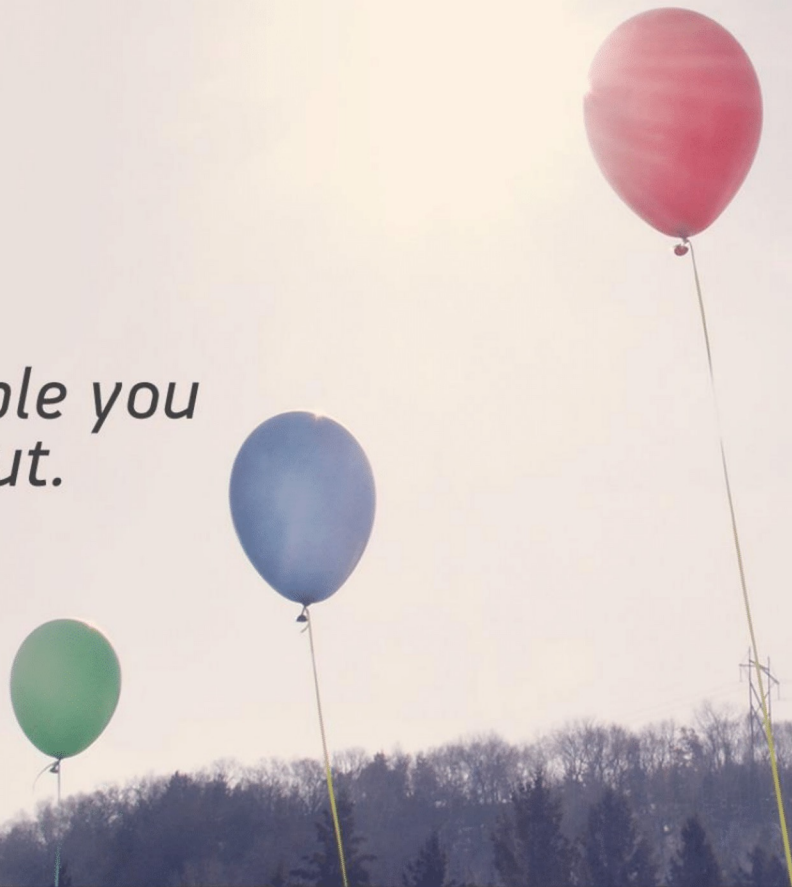
A blurred background image showing a man in a white shirt smiling and looking down, with another person's hand resting on his shoulder, suggesting a supportive or empathetic interaction.

EMPATHY

Understanding what someone
needs and acting on it.

Care

*about what the people you
care about care about.*



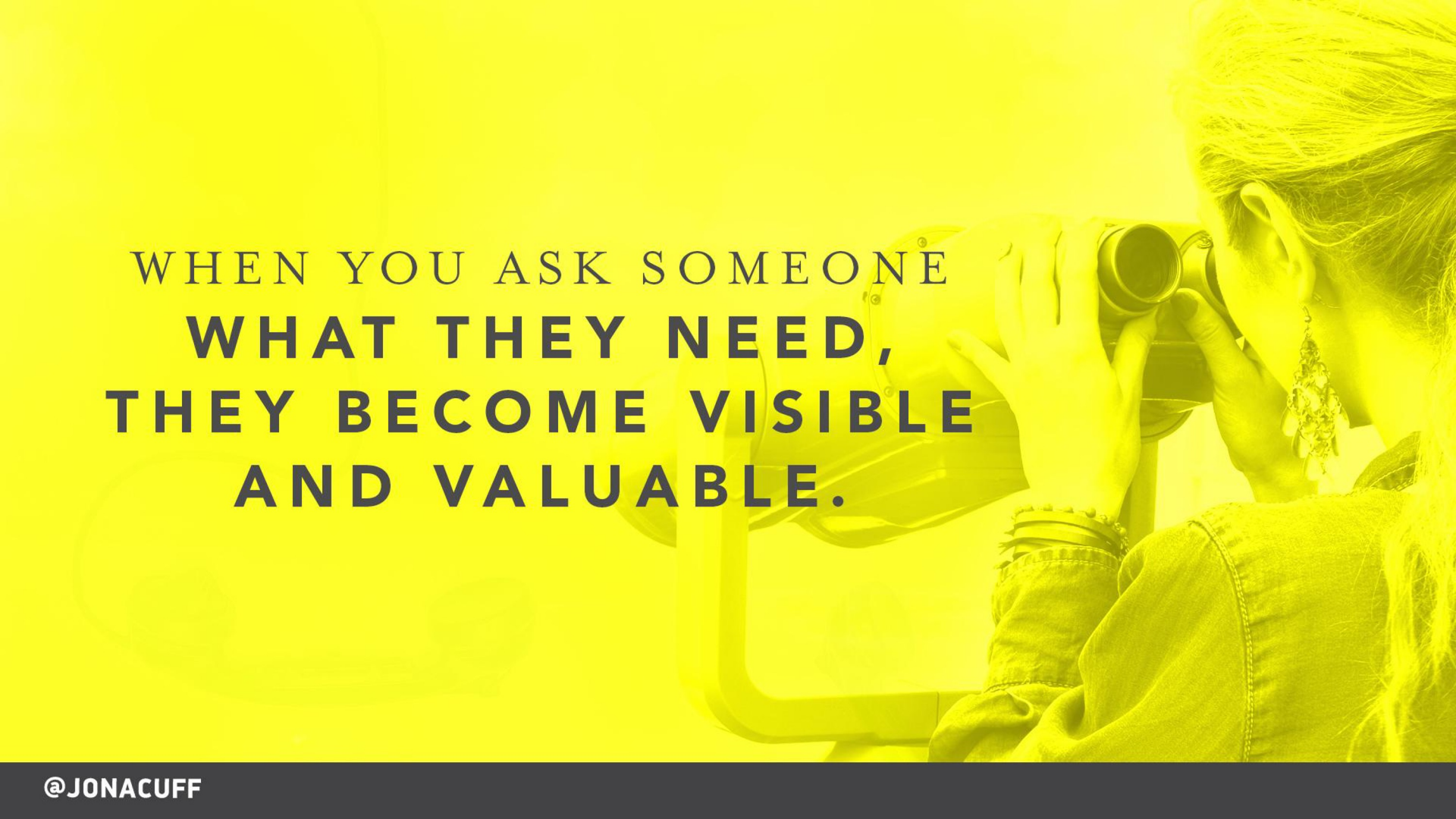
WHAT DO THE PEOPLE
YOU CARE ABOUT,
care about?



**CRISIS
MAGNIFIES
KINDNESS.**



**READ LESS MINDS.
ASK MORE QUESTIONS.**

A person with long blonde hair, wearing a denim jacket and a large earring, is looking through binoculars. The entire image is overlaid with a bright yellow color. The text is centered on the left side of the image.

WHEN YOU ASK SOMEONE
WHAT THEY NEED,
THEY BECOME VISIBLE
AND VALUABLE.



YOU HAVE A
SOUNDTRACK FOR
EVERY **PROJECT**
IN YOUR LIFE.

**WHERE DO I WANT
TO WIN THIS WEEK?**

I'M SOMEBODY'S LEGO.

ONCE YOU
DISCOVER THE
POWER OF
SOUNDTRACKS,
YOU'RE GOING
TO HEAR THEM
EVERYWHERE.



INDIVIDUALS HAVE SOUNDTRACKS.

**INDIVIDUALS HAVE SOUNDTRACKS.
COUPLES HAVE SOUNDTRACKS.**

**INDIVIDUALS HAVE SOUNDTRACKS.
COUPLES HAVE SOUNDTRACKS.
FAMILIES HAVE SOUNDTRACKS.**



**SCAN TO GET
2 CHAPTERS FOR FREE!**



The best companies turn overthinking
**FROM A SUPER PROBLEM
INTO A SUPER POWER.**

**Retire.
Replace.
Repeat.**

retire, replace, repeat

Overthinking is when what you think gets in the way of what you want.

Great thoughts lead to great actions. Great actions lead to great results. Want to change your results? Change your thoughts. First!

you can turn overthinking from a **SUPER PROBLEM** into **SUPERPOWER**

1 retire
your broken soundtracks

To find a soundtrack, write down a goal you have and then listen to your first thoughts. Every reaction is an education.

Ask your loudest soundtracks:

- Is it true? ☐ ☐ ☐
- Is it helpful? ☐ ☐ ☐
- Is it kind? ☐ ☐ ☐

If you marked "N" for any of these, retire that broken soundtrack!

Write down a quote or statement you want to add to your playlist. Borrow someone else's soundtrack!

I, _____, commit to retiring my broken soundtracks.

2 replace
them with new ones.

Turn down the dial! (It's not a switch)

Take out your calendar and ask the question, "Where do I want to win this week?"

Write 5 turn-down techniques you'll use when life gets loud:

1. _____
2. _____
3. _____
4. _____
5. _____

(no running, silent ones, hats, etc. Find 50 techniques on pg. 50 of Soundtracks)

You have a soundtrack for every person and project in your life.

I will use this new soundtrack for that difficult project: _____

I will use this new soundtrack for that difficult person: _____

Flip it! Rewrite one of your loudest broken soundtracks from Step 1 and flip it to positive.

Repeat your positive soundtracks—looking for positive things makes them easier to find. Good days start with good thoughts.

Write down a good thought you will choose every morning this week: _____

I, _____, commit to declaring, out loud, my New Anthem every morning and every evening for thirty days, beginning _____ through _____.

3 repeat
them until they're as automatic as the old ones.

Draft your **NEW ANTHEM** (pg. 50)

Jon Acuff
New York Times Bestselling Author
www.acuff.me

Take the next step at SoundtracksCourse.com

Poster Design by @TheConqueringCreative on Find more at www.TheConqueringCreative.com

HOW TO RETIRE, REPLACE AND REPEAT

ASK YOUR SOUNDTRACKS THESE 3 QUESTIONS



**SCAN THIS
QR CODE
FOR FREE
RESOURCES**

