

PAIN/GAIN MODEL



Directions: Use this diagram to help you make a difficult decision.
Example: You want to stop smoking. In Quadrant 1, identify the current pain of smoking (i.e. expensive, not healthy, clothes smell). In Quadrant 2, identify the reasons why you like smoking (i.e. social activity, catch up on what's going on in the company during a smoke break, like the taste). In Quadrant 3, identify the future pain if you continue to smoke (i.e. stroke, health problems, not seeing your children grow up). In Quadrant 4, identify the future gain if you stop smoking (i.e. extra money, healthier, live longer).

Once you identified each column, focus on Quadrant 2 & 3. Is the gain in Quadrant 2 worth the issues that come up in Quadrant 3? Really be introspective. Now focus on Quadrant 4. Try and visualize yourself here. What does it look like? What does it feel like? Is it worth all the effort to realize this? You have the power within yourself to create any life you want, and only you can define the quality of it. It's up to you to make the first step, and as your coach, I'll be there to support you through the challenges.