



### **Exercise 3. Assessing your emotional fuel...**

1. Pop quiz #2 – which do you think is easier
  - A. Playing big (big campaigns, big alliances, big reach, super confident you...), or
  - B. Playing small (individual sales, small alliances, unassuming you...)
  
2. Why do you prefer playing at this level? (e.g. Do you confuse confidence and arrogance?)
  
3. How comfortable are you showing your passion?

### **Exercise 4. Increasing Your Emotional Fuel**

1. I live in a world where...
  
2. How big am I willing to play, to create the world I want to live in?