

N . G . A B R A M S O N



# STEP OUT

— OF YOUR —

# COMFORT ZONE

FORGET THE STATUS QUO AND  
WATCH YOUR LIFE GROW

# **Step Out of Your Comfort Zone: Forget the Status Quo and Watch Your Life Grow**

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# Table of Contents

Introduction.....	4
Module 1 –The Problem with the Status Quo .....	7
Module 2 - Develop a Mindset for Change .....	10
Module 3 – Make Stepping Out of Your Comfort Zone a Habit.....	14

# Introduction

**G**rowth is something all people strive for, both in their personal and professional lives. In business, growth leads to new ideas and opportunities. To make progress, you need to depart from the status quo and take risks that push your limits – but for most, that’s easier said than done. Your comfort zone is where you feel safe and secure, so leaving it can be terrifying. However, outside of that zone is where true growth occurs. In this eBook, you will learn how to step outside of your comfort zone and foster the “change mindset” in yourself and your team.

## The Terror of Public Speaking

One example to illustrate the impact of stepping out of your comfort zone is public speaking. Most of us have to do some type of speaking in front of a group at some point in our personal or professional lives. But very few of us are naturals at it - it’s something we have to learn.

When you're new to public speaking, you get up in front of the audience and your body seems out of your control. You start shaking, you can't look up from your notes, your voice quavers, and you start to forget the contents of your presentation.

But then, you learn some techniques to help make it easier. You practice making eye contact with the audience and projecting your voice. Most of all, even though it's scary, you take opportunities to get in front of people and speak. You may never totally overcome your fear of public speaking, but at the very least you improve and can speak without freezing up.

We've used public speaking as a metaphor because it’s a common fear familiar to most people, but this is how any new challenge works. You can become a good public speaker if you get out of your comfort zone and practice.

This is also true of all other new things we face in both our personal and professional lives. Just as a person grows into a public speaker through learned skills and practice, you can grow by facing your fears and implementing the techniques you'll learn in this eBook.

## The Change Mindset

How do you step out of your comfort zone and face challenges? You do it by shifting your mindset to turn that terrifying task into a challenge and a learning experience. You do it step-by-step by adding it gradually into your daily routine. You do it by learning strategies to help overcome fear and embrace change. The end result is a whole new potential for growth.

The future is not yet written. You have the power to write it yourself. But you have to step outside your comfort zone in order to get there.

### Learning Objectives:

By the time you complete this workbook, you'll be able to:

- Smash the status quo so you can move forward.
- Identify your fears so you can develop a mindset for change.
- Step out of your comfort zone so you can inspire and facilitate those around you.
- Make your new change mindset part of your daily routine so it becomes easy for you.

This eBook is broken down into 3 modules to take you step-by-step through stepping out of your comfort zone.

The modules follow a logical order, so while you can skip around if you want, it's best to work through them one at a time.

As you go through each module, use the Key Takeaways to help you complete the Action Steps at the end of each module.

### **Expectations**

Before we start the course, take a minute to think about what you want to get out of it.

Write down three skills you expect to gain.

Now that you're clear about what you want this eBook to deliver, we can get started.

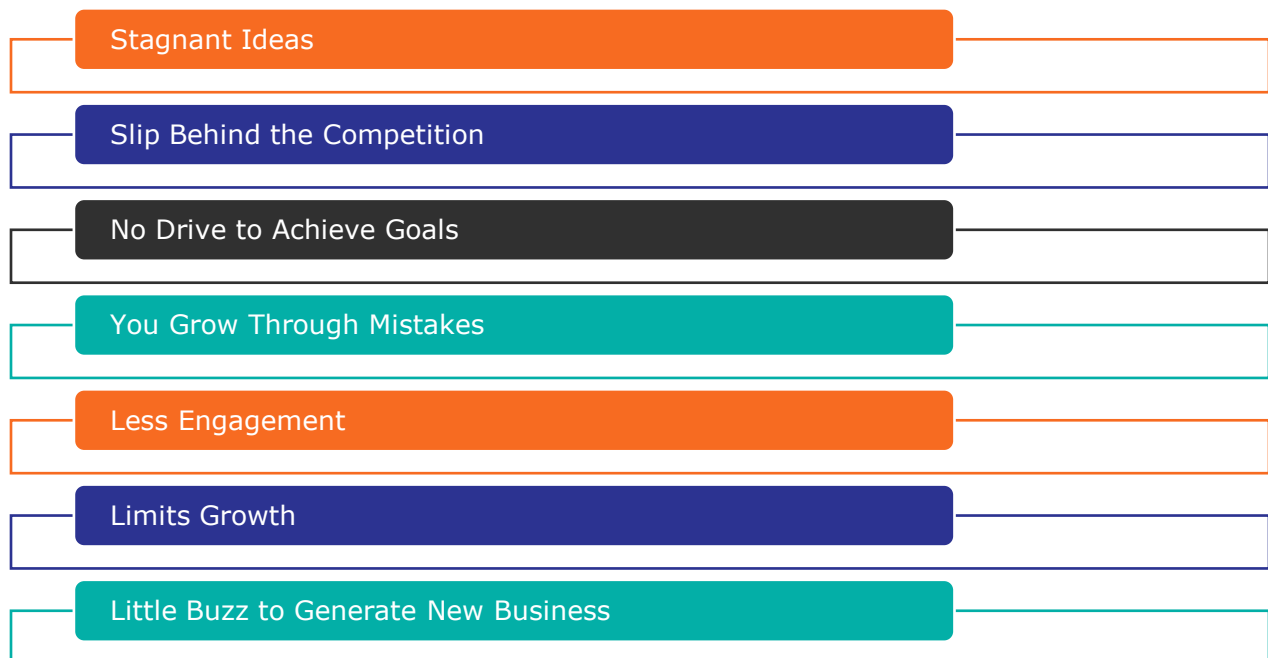
# Module 1 –The Problem with the Status Quo

The status quo is a natural place to be and it's generally a good thing. It keeps us safe, identifies and protects us from threats, and helps us succeed by doing what works.

Fear of change is a natural human instinct that's useful when you're hunting on the savanna and there are lions prowling around. But it's a hindrance, not a help, when you're running a business and trying to grow, or attempting to make positive changes in your personal life.

Sometimes, in order to move forward, we have to smash the status quo.

## What's Wrong with the Status Quo?



**Stagnant Ideas.** Growth is fueled by new ideas and trying different things. It's natural to stick with what has always worked. But this can also easily lead you straight into a rut. Change is one of the only constants in life, and if you don't embrace it, you'll stagnate. You may miss out on new opportunities that can give you even better results for your efforts. To grow, you need a steady stream of new ideas.

**Slip Behind the Competition.** Your competitors are most certainly stepping out of their comfort zones and looking for new ideas. Even if they aren't, you can't afford to get smug. Those who forge ahead and embrace change get a competitive advantage over those who don't. Staying in a rut virtually ensures that you'll fall behind the competition.

**No Drive to Achieve Goals.** Think of a goal you've managed to achieve in the past. Was it something you could coast along towards and achieve by doing nothing? Any goal worth achieving requires us to step out of our comfort zone. Attaining goals also requires positivity. When you're trapped in a fear mindset, you're constantly expecting the worst, and this doesn't motivate you to achieve your goals.

**You Grow Through Mistakes.** The main thing that stops us from taking chances is fear of failure. But failure is how we learn and grow. You learn from your own mistakes. If you're paralyzed by the fear of making mistakes, either in business or personal life, you don't learn or gain the experience you need in order to grow. Remember: If there's no risk, there's no reward.

**Less Engagement.** If you stick with the status quo, you'll see less engagement among your employees and team members. Countless studies show that staying in your comfort zone leads to employee apathy and lack of

motivation. When you push your team to take chances, it motivates and inspires them, which gets them engaged and contributing more. Doing this, your team as a whole can achieve the same results in terms of innovation and inspiration as you can individually.

**The Status Quo Limits Your Growth.** Remaining within the status quo, there's only so much you can grow personally or professionally. The status quo defines your limitations - now it's time to break them. Challenge-by-challenge and step-by-step, you can gradually expand and even erase those limits.

**Little Buzz to Generate New Business.** New business ideas and opportunities don't come from sitting in a rut. When you learn to take chances and create a culture of facing challenges head-on in your team, it builds momentum and leads to new opportunities coming your way.

### Key Takeaways:

- Our natural human instincts keep us safe but this can hinder us when trying to grow and make positive changes in our business or personal life.
- We need to smash the status quo in order to move forward.

### Action Steps:

1. Write down 3 ways in which you have stuck to the status quo in your business or personal life in the last year.
2. Now, write down what you could've done in those situations to break from the status quo and embrace change instead.

## Module 2 - Develop a Mindset for Change

The change mindset accepts and even welcomes fear and challenges. In order to shift your mindset to a mindset for change, you need to identify the fears that are holding you back in any situation and confront them.

### Why Do We Fear Change?

As we mentioned at the beginning of this eBook, our natural instincts use fear to protect us from danger. But there are other reasons we fear change:

- Change means leaving something you're invested in. You've worked hard to build your systems up to this point, and to change feels like you're abandoning them.
- Changing means leaving certainty. You do what you do because it has worked in the past. You can rely on it.
- When we change, we feel like we're losing something. Instead of seeing change as the opportunity to gain something valuable, we see it as the risk to lose something.

These fears are true not only for negative changes, but also positive changes. Even if you're leaving a so-so job for one you think will be great for you, you still feel unsure. You're making a move to a big city where you've always wanted to live, but these doubts are nagging at your mind, even though you're excited.

In this module, you'll learn two strategies to help you confront your fears and make the changes you want to make confidently. It's only this fear that's holding you back from moving forward.

## Identify Your Fear

The first step in overcoming your fear is to identify it. When you don't know what it is you're afraid of, you can hardly expect to conquer it.

### Here is an exercise to help you identify your fear:

How Did You Feel?

Feel it Again

What Triggered That Feeling?

What Could You Have Done Differently?

Identify two positive and two negative changes that have occurred in your professional or personal life over the past few years.

1. Try to remember how you felt during those changes.
  - What were the main emotions you experienced?
  - Were you afraid, stressed, excited, or overwhelmed?
2. Try to remember that exact feeling and feel it again.
3. Then, try to remember what triggered that feeling.
  - What did that feeling make you do, or not do?
4. Think about what you could have done differently, or what you'd do now if faced with the same challenge.

## Envision a Future Free from Fear and Embrace Change

One of the only things we know for certain in life is that change is inevitable. It is one of life's only constants. We can't control change, but what we can control is how we respond to it and deal with it.

### Practice envisioning your future

Start by thinking about how your life or business was one year ago, two years ago, or five years ago.

- Write down the most important things in your life at those times.
- What were your biggest goals and dreams?
- What were your biggest worries and stressors?

Next, look at the present and the progress you've made since that time.

- Write down at least three positive changes or things you've accomplished. These could be goals you've met, obstacles you've overcome, changes in the overall quality of your life, or anything else you feel is significant.

### Key Takeaways:

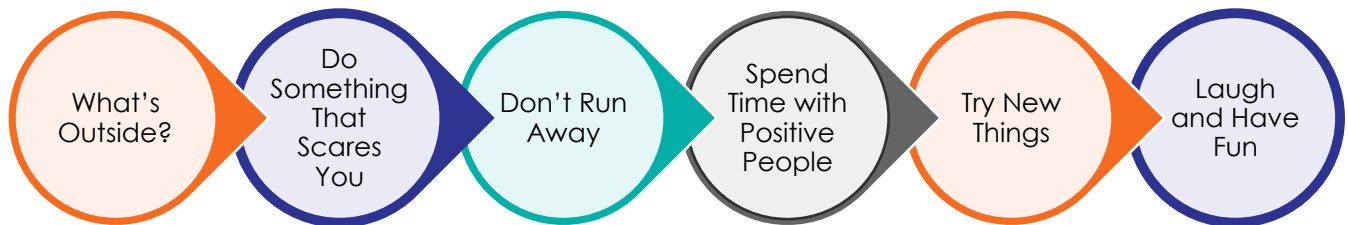
- A change mindset accepts and welcomes challenges.
- Identify the fears holding you back and confront them.

**Action Steps:**

1. Identify 3 things you would like to change in the next year.
2. Visualize yourself at this time next year, having accomplished all of those changes.

## Module 3 – Make Stepping Out of Your Comfort Zone a Habit

In order to see big changes in your business or personal life, you need to incorporate the change mindset into your daily routine. Stepping out of your comfort zone is a habit you develop over time. The more you do it, the easier it becomes. Conversely, if you don't do it often, you'll find it harder to confront your fears. With change as a daily habit, you'll be able to easily face challenges any time you need to.



### What's Outside?

Always keep in mind what's outside your comfort zone. Remind yourself of the benefits and rewards of facing fears and embracing challenges. Remember all of the good things you've learned through your efforts in the past. You may want to write this down and refer to it from time to time, especially when you need motivation.

### Do Something That Scares You Every Day

Since leaving your comfort zone becomes easier when you remain in the change mindset, do something every day that scares you. It can be

something that just raises your heartbeat a little bit, like starting a conversation with someone in public or making a cold sales call. Don't worry about success or failure - just do it to keep yourself on your toes.

## **Don't Run Away**

Don't run away from fear or discomfort when you encounter it. Maybe you're trying to take more chances in your business life, but you encounter an uncomfortable challenge in your personal life. The two may not be related, but embrace the challenge anyway and see it through. Be aware of your feelings when you feel this way and push yourself to stick with it.

## **Spend Time with Positive People**

Surround yourself with positive people who exhibit the change mindset, and their attitude will rub off on you. You can inspire each other and build a culture of risk-taking and positive change. On the other hand, avoid negative people who prefer sticking with the status quo to facing challenges.

## **Try New Things**

Whenever possible, try new things. Try new restaurants and foods, go to a new workout class, try wearing clothes you don't usually wear. Again, this may not be related to your business or the changes you want to make there, but it will help you stay in the change mindset and influence other areas of your life.

## Laugh and Have Fun

Finally, it helps if you don't take yourself too seriously. Learn to laugh and roll with the punches life throws at you. This will make it easier for you to take chances, and you'll be able to withstand failures and mistakes more easily. Having a sense of adventure will make change seem much more fun.

### Key Takeaways:

- In order to see big changes in your business or personal life, you need to incorporate the change mindset into your daily routine.
- Practice embracing change every day and you'll be able to easily face challenges any time you need to.

### Action Steps:

1. Pick one thing you find uncomfortable, but know you'll benefit from.
2. Pick one of the strategies from the module and try it out on that one thing. How did you feel? What did you do differently as a result?
3. Now pick at least 3 other tactics you want to try and 3 things that make you uncomfortable but will lead to the change you want. Mark a slot in your calendar to practice them every day.

## What's Next?

Great job getting through the whole eBook and doing the Action Steps. If you have any questions, please contact me at [youcanchooseyourlife@gmail.com](mailto:youcanchooseyourlife@gmail.com).

If you are ready to go even deeper into stepping out of your comfort zone and want to learn how to choose your life so you can have more peace, freedom, and happiness right now, I recommend my bestselling book, *You Can Choose Your Life*.

You can get the book with some bonuses by signing up here:

<https://www.youcanchooseyourlife.com>

If you already have my book, consider forming a small group, so you can share your responses to the *Your Turn* questions with the people in the group. Doing this will take what's available to you in the book to whole other level. Not only will you get to make a difference for others; others will also get to make a profound difference for you.

