

Mindful Work

Re-framing difficult events

Rather than falling victim to our reactions and emotions as if they were fixed in stone, **we can learn to re-frame or look at events in a different way.**

We all experience setbacks. It is just a matter of habit, and choice, whether we let ourselves be a victim, or take a position of personal power by recognizing that the event was both temporary and has given us a great opportunity to learn.

We have developed the acronym **LALA** to express this approach:

Mindfulness provides the tools for open, curious, non judging awareness	Listening	Being mindful of emotions arising (especially as experienced in our bodies) with curiosity and without judgment; so that we become familiar with our patterns and quicker to spot them arising.
	Acceptance	Once the emotion is felt, accepting its presence with friendliness; and curiosity neither avoiding nor holding on to it; and allowing it to dissolve naturally.
Cognitive processing then follows	Learning	Using the information gathered to re-form creative and appropriate responses, and thus re-programming our habituated response when this occurs again.
	Action	Managing our responses and actions creatively and fearlessly, including empathetic relationships with others, and being guided by our values.

Exercise: re-framing

Be intentionally observant of your own reactions and emotions. Every time you feel the rush of emotion affecting you, let it happen, observe with curiosity, and write down what you felt and what your tendency is in reacting to that kind of event.

*Also practise being **intentionally positive**. For example if you did not close a deal, recognise what an amazing learning experience it was, and how you built a relationship with the potential client, that you can use to help inform your next sales promotion. Recall how professional you were, how clear your offer was, and how it gives you vital information about how you could do things better next time.*

In addition, when you experience success, make sure you spend even more time recalling the reasons for your success, fully experience the feeling of it, and the thoughts that arise. Make sure, however, that you are doing this with honesty; we're not building up the ego in a big-headed way, we're just building confidence in our strengths and capacities.