

# The Anyware Guide to Playing Above the Line



*Do you own challenges or sidestep them?*

Above The Line	<b>Ownership Accountability Responsibility</b>	<b>Victor</b>
Below The Line	<b>Blame Excuses Denial</b>	<b>Victim</b>

Playing above the line means choosing to take full **ownership** of the decisions we make, being **accountable** for the actions we take and acknowledging that we are fully **responsible** for the end results we achieve.

As we encounter challenges and problems in our lives and in our work, the easy way out is to **blame** somebody else, make an **excuse** or **deny** there is a problem.

We call this playing below the line. It is destructive and instead of resolving problems it makes them worse.

This is why we call those playing above the line **Victors** and below the line, **Victims**. With a victim mentality, failure is a self fulfilling prophecy – the more you fail, the more you get used to and expect failure and the more your actions create failure.

Playing above the line can be hard work, and is often well outside our comfort zone. We need to ask ourselves tough questions and it can be frustrating. As we persist we make the transition from thinking like a victim to thinking like a victor – and the rewards are great.

When you have a victor mentality, success becomes your self fulfilling prophecy – the more you succeed, the more you get used to and expect success and the more your actions create success.

A note about denial – this is basic human nature, so be vigilant! Even if you are the most positive and motivated person you know, you can be sure that you slip below the line more often than you realize.

**Are you prepared to commit to playing above the line at all times?**

## **Playing Above The Line**

### **Step 1 – Kick Your Buts!**

If you say to someone 'Joe, I love your shirt, but I'd really like to see it with a red tie', you're telling Joe that you don't really love his shirt at all.

The word 'but' negates everything that comes before it. Pay attention to peoples faces next time you follow a phrase with a 'but' – you'll often see their faces drop as they assume you didn't really mean what you said.

A simple trick is to replace the word 'but' with 'and'. 'Joe, I love your shirt, and I'd really like to see it with a red tie'.

As you become aware of using the word 'but', you'll hear yourself say it and catch yourself mid sentence.

Simply replace 'but' with 'and'.

When 'but' escapes from your mouth before you can stop it, follow 'but' with 'and' – 'Joe, I love your shirt, but...and... I'd really like to see it with a red tie.' People only hear the last word you said. '...but and' does not make sense, so people tune out the 'but' and they only hear the 'and'.

This gives you time to think of the rest of the sentence without negating what you said.

#### **Why is this the first step to playing above the line?**

By participating in this simple exercise, you are taking ownership of the language you use. When you replace 'but' with 'and' you are holding yourself accountable for your mistake, and you are taking responsibility for correcting your mistake.

Taking this proactive approach of ownership, accountability and responsibility for this one, easy to identify, bad habit is the first step to forming habits that help you play above the line in all areas of your work and life. And as you do so, you move from victim to victor.

## **Playing Above The Line**

### **Step 2 – Eliminate should have, can't & have to**

The only thing you truly must do is die, and hopefully not for a good long time.

For everything else, you have a choice. You choose the action you take for its outcome, rather than face the consequence of not taking that action.

Consider paying your taxes. Most people choose to pay their tax rather than go to jail.

Once we've become aware of our language and have taken ownership of it by eliminating our but's, the next step is to take ownership of our choices.

When you use the phrases 'I should', 'I must' and 'I have to' you are playing below the line - denying that you have a choice, making excuses for not choosing an outcome and blaming a big grey fuzzy universe for forcing those choices upon you.

When you eliminate the use of the phrases 'I should', 'I must' and 'I have to' you acknowledge that everything is a choice. You take ownership of your choice and take responsibility and accountability for the outcome of your choice.

You become powerfully empowered and you move to a new level of ownership, responsibility and accountability.