

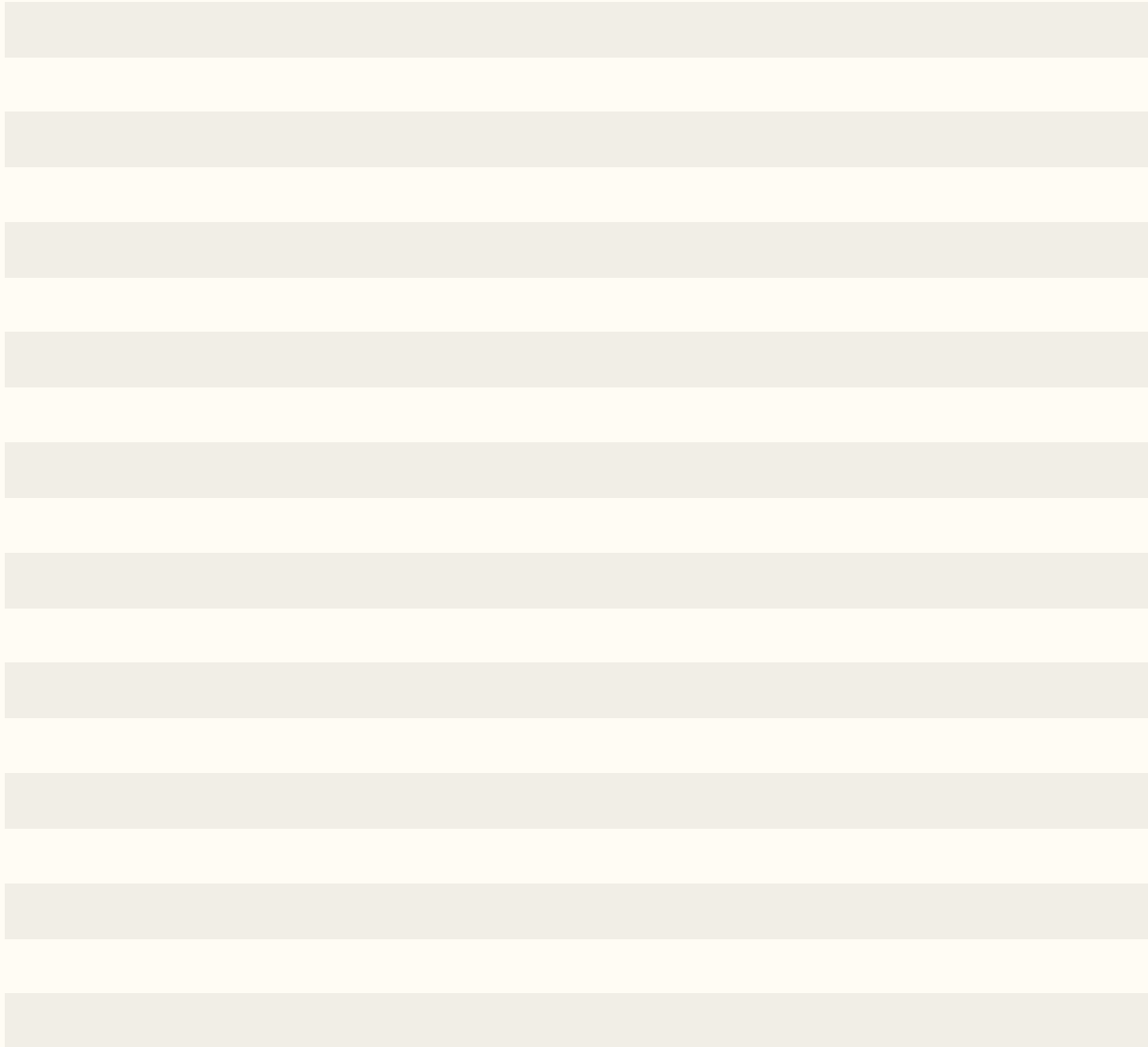
NAME / DATE: _____

My UNdo List Worksheet

AT-YOUR-BEST TIMES. Take a few minutes in a comfortable place with no distractions. Think of times in your life that you loved what you were doing, and felt at your best. Ask yourself where you were, who you were with, what were you doing, and what was it about that situation that made you love it and feel so good. Write notes about those situations on a separate piece of paper.

NOT-AT-YOUR-BEST TIMES. Then think about times in your life that you didn't feel at your best. What was it about that situation that you knew you were NOT at your best? Write down where you were, who you were with, what you were doing, and what about that situation made you know that you weren't at your best. Write notes about those situations on a separate piece of paper.

Start your UNdo List: The people, places and things you won't do any more. or won't do in the same way. These are part of your *ExpertiseDNA™* and New Guiding Principles.



Jan Wallen has made many big changes in her life, both those that she chose and those that were a surprise, and not exactly her choice. For example, moving from a city to a small town as a child, moving around the US and to different countries every 2 years, fulfilling a childhood dream of moving to New York (City), and being fortunate on 9/11 to be working with a client in Connecticut and not at the company offices in the World Trade Center. She will always be grateful, recognizing the opportunity and wonder in change.

She sees change as opportunity to do things differently, better, more effectively, more fun, and in more satisfying ways - like a blank canvas to create the life we've always wanted. Every time she's made a big change, she's created 2 lists: 1) her UNdo List and 2) her DO MORE OF List.

Jan Wallen's mastery is positioning and differentiating companies so it's a no-brainer to work with them. The first step is to discover their *ExpertiseDNA*[™] -- their unique combination of values, skills and expertise that differentiates and positions them for their ideal clients. She articulates that in their More-Clients LinkedIn Profile. Throughout her career and business in sales, marketing and social media, she's been known for getting results and new clients faster than with traditional methods. Her newest book ***LinkedIn In a Flash! -- Cut Through the Hype. Do What Works*** will be available soon. Check for details at www.JanWallen.com.

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