



Vector Modeling™ Instructions

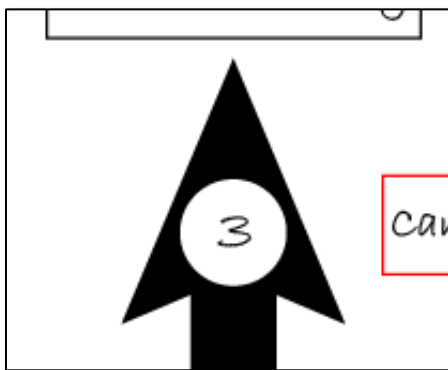
Overview: The iNautilus Vector Modeling provides a daily tool to help focus time and energy while also anticipating obstacles/distractions.

You will use at least 1 Vector Modeling worksheet per day with the intent of spending a minimum of 2 hours on activity that will help you reach your Ideal Destination. iTasks that are key/important for achieving iPoints are called Propellers (these are “Big Rocks”). Each day you will select at least 1 Propeller iTask and dedicate time to its completion. Here’s how to use the worksheet:

1. First, identify (using your completed Radar) which iRoute and subsequent Propeller iTask will be the focus for the day. These will be written on the Vector Modeling worksheet.

<p>Vector Modeling Daily Worksheet</p> <p>Focal iRoute:</p> <div><i>iNautilus Convoy</i></div>	<p>Propeller (Key iTask for Today)</p> <div><i>Confirm all speakers</i></div>
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2. In the empty circle on the Vector arrowhead, enter the number of hours you will devote to this iTask for the day. A minimum of 2 hours is recommended, but you should commit to as much time as you can. Remember these are the Immediate Tasks that are necessary to move forward through each iRoute to each iPoint in order to reach your iDest.

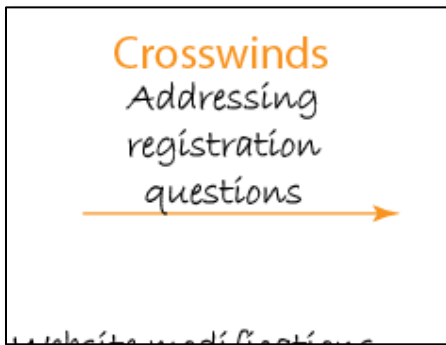


3. Block this time off in your calendar, preferably the first timeslot in the day. This time is “sacred”. Turn off your phone. Close your browser windows and email programs. Prepare to focus on this iTask alone for the time you have designated.
4. Next, you will want to identify Crosswinds. These are anticipated distractions. These may be the same each day or they may vary. The point is to think through the possible distractions so that

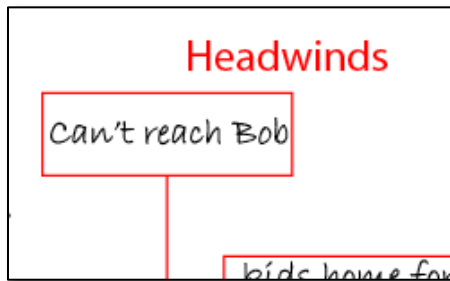


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you recognize them and can respond appropriately. It is OK if these are unknown (or you run into one that you didn't anticipate.) Even writing "Unknown" in one of the lines is fine. Preparation will do several things for you including a) getting your mindset "on guard" for distractions, b) allowing you to more easily recognize them when they occur, c) setting you up to respond more quickly/easily to them, and d) removing power from these distractions.



- Likewise, you will want to identify Headwinds. These are anticipated obstacles to completing/progressing the Propeller iTask. Again, these may be the same each day or they may vary. The point is to think through the possible obstacles so that you recognize them and can respond appropriately. It is OK if these are unknown (or you run into one that you didn't anticipate.) Even writing "Unknown" in one of the lines is fine. The same benefits for preparing/anticipating Crosswinds apply to Headwinds too. Also, do not get hung up on whether something is a Crosswind (distraction) or a Headwind (obstacle). The entire purpose is anticipation and preparation; the semantics are absolutely unimportant.



- Finally, you also need to identify Tailwinds. These are external forces that will help you complete/progress the Propeller iTask for the day. They could be people (advocates, employees, delegates, or simply encouragers), solutions to some of the Crosswinds/Headwinds, or other systems/techniques to provide focus for your time/energy.





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Once you have completed your daily Vector Modeling worksheet, use it to focus your time and energy on the iTask. When a Crosswind or Headwind pops up (because they will), jot it down if it was one you had not anticipated. Notice that the distractions and obstacles lose their power when they are anticipated. Rather than be blown off course, you can say, "Aha! I knew this (or something like it) was coming, and I know how to work through/around it." That's true even for the unknowns. They too have been anticipated and will not be able to deter you from your progress.

There is an example of a completed Vector Modeling worksheet on the next page.