

# Keepers: Old, Scary, & New

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Old Normal	Scary Times	New Normal
Identify three capabilities worth keeping from the “old normal” before this period of scary times began.	Identify three capabilities worth keeping that have emerged during this period of scary times.	Identify three new capabilities you want to keep when the new normal period starts.
<b>1 Unique Ability Teamwork</b>	<b>Scary Times Success Manual</b>	<b>Simplifier/Multiplier</b>
<b>Why?</b> Foundation for every kind of challenge.	<b>Why?</b> More scary things coming in the future.	<b>Why?</b> The best Coach tool for future.
<b>2 The D.O.S. Conversation</b>	<b>2-Hour Zoom Workshops</b>	<b>6-Hour Zoom Workshops</b>
<b>Why?</b> Knowing how to create new value.	<b>Why?</b> Great tool for marketing, sales, and coaching.	<b>Why?</b> Permanent back-up solution for future.
<b>3 Zoom Presentations</b>	<b>Video Walk-Through Recordings</b>	<b>Zoom Podcasts From Home</b>
<b>Why?</b> Feeling comfortable with 10x greater use.	<b>Why?</b> Great preparation and review tools.	<b>Why?</b> Great scheduling and productivity.
<b>Why things are “keepers.”</b>		
You rediscover the value of existing ideas and activities that have proven even more useful during the challenges of this scary times period, proving that they will always be keepers going into the future.	You’ve adapted to and transformed your mindset and capabilities for the unpredictable, scary circumstances you’re in right now. In the process, you’ve created new approaches that will also be valuable keepers in the new normal.	You can already see that there are strategies and solutions you’re planning right now that will represent entirely new keepers as soon as the scary times are over and you’re in the new normal.

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1		
Why?	Why?	Why?
2		
Why?	Why?	Why?
3		
Why?	Why?	Why?
Why things are “keepers.”		