EXERCISE – ADAPT

Objective: To preserve your reliability by learning to renegotiate your commitments proactively in the face of the unexpected, using a **proactive transparency model** to be activated at least 48 hours before the deadline.

STEP 1 – THE DRIFT DETECTOR

Identify a situation where the initial plan has changed, but where you have not yet "updated" your promises.

The Gap: What was the initial commitment? What is the reality today?

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The Risk: If you say nothing, what will the impact be on your marble jar (your confidence) in two weeks?

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The Obstacle: What prevents you from being transparent immediately? (Fear of disappointing, ego, unrealistic hope?).

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STEP 2 – THE TRANSPARENT RENEGOTIATION SCRIPT

Prepare a communication strategy to realign your commitments with the new reality.

The Observation (Facts): "Since our last agreement, circumstances have changed with regard to [Factor X]."

Transparency (Impact): "By remaining true to my quality standards, I realize that the initial deadline is no longer realistic."

The New Promise (SUB-PROMISE): "Here is what I firmly commit to delivering by [New Date]..."

The Support Offer (Aid): "How can I help you manage this discrepancy on your end to minimize the impact?"

Action: Write this message or script here.

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FOLI5
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STEP 3 – CREATE YOUR "CHECK-IN" RITUAL

To avoid being surprised by the change in the future, you need to establish a verification routine.

1. **The Timing:** Choose a time (e.g., every Friday at 2 p.m., or once a month).
2. **The 2 Key Questions:** What are the two transparency questions you will ask your partner?
3. **Example 1:** "Are our mutual expectations still realistic given the week's events?"
4. **Example 2:** "What has changed in your world that I should know to better help you?"
5. **Commitment:** Add this "Check-in" to your calendar now.

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