



**EXERCISE: INDIVIDUAL COSTS AND LOSSES RESULTING FROM MY SELF-DOUBT**

THE BAD NEWS: Imposter Syndrome and self-doubt are very costly. It can be painful to examine some of the lost opportunities that result from Imposter Syndrome. However, assessing the losses can motivate you to address the problem. One way to stay motivated throughout the course is to take a moment now to complete the below chart assessing some of your costs and losses. Add a behavior or experience arising from your self-doubt in the first column, and then describe your costs/losses due to that behavior or experience in the following columns. Some of the costs/losses columns may be blank for particular behavior/experience you list. I have provided the first two as examples.

<b>Behavior/Experience Arising from Self-Doubt</b>	<b>Enjoyment/Fulfillment Costs</b>	<b>Health/Well-being Costs</b>	<b>Growth/Advancement Costs</b>	<b>Financial Costs (try to quantify in \$ amount)</b>
<i>Example: I haven't felt comfortable asking for a promotion or raise in five years</i>	<i>I feel frustrated and stifled in my job. I'm not enjoying it as much.</i>	<i>I'm angry at the situation and myself. I feel ashamed of my current position, which causes me stress.</i>	<i>I haven't moved my career forward in five years</i>	<i>If I had received my desired promotion 2 years ago, I would be making \$15K/year more = \$30K</i>
<i>Example: I get super nervous about public speaking</i>	<i>I get so nervous for days before I have to speak in public that I can't enjoy my relationships and other aspects of my life.</i>	<i>Panic attacks when I have to speak publicly, I lose sleep days in advance, I stress eat.</i>	<i>I need to master this skill to advance, so I am and have been professionally stuck for the last 5 years.</i>	<i>With public speaking competence, I would be in a senior-level position making at least \$20K/year more. 20K/year x 5 years = \$100K</i>

THE GOOD NEWS: Imposter Syndrome is very addressable, so you do not have to continue facing these costs and losses! You will learn tactics to bust your self-doubt and will breakthrough to new opportunities and many gains.