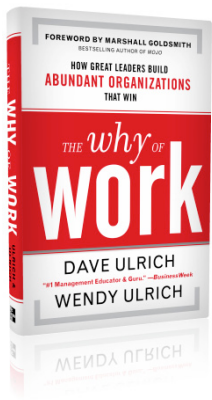


*THE why OF*  
**work**  
*by* DAVE & WENDY ULRICH



# TOOL 1.2



*Abundance vs. Deficit Thinking*

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In the last week (or month), what are some of the demanding **personal** experiences you have been involved in?

How did you respond? Was it a deficit or abundant response?

What would be a more abundant response?

*Ex. The discussion with my spouse about our finances*

*Ex. Deficit. I quickly became defensive and we argued, nothing was solved*

*Ex. To calmly look at our situation, without attacking each other, and develop a solution*

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