

# PAPER WALLS

MOVING BEYOND  
THE EXCUSES  
THAT HOLD YOU BACK

## The Way Through

Let's look at five steps to punching through your paper walls.

### What To Do With Your Excuses:

1. **Identify** them.
  2. **Interrogate** them.  
Why do I make that particular excuse? • What am I afraid of? • Who am I afraid of?  
Am I just being lazy? • Am I just being selfish? • Am I just feeling insecure?
  3. **Re-label** them.  
*That's not a reason; that's an excuse!*
  4. Ask, "*What do I **lose** if I continue to excuse?*"
  5. **Tell** somebody.
  6. Who can you tell?
  7. Which of these steps seems most difficult and why?
  8. To what area do you need to apply these five steps? What has *not* admitting you've been hiding behind an excuse cost you so far? What can you gain if you stopped doing that?
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