

THE JORDAN HARBINGER SHOW

Worksheet for Denise Shull | How to Turn Bad Emotions into Good Decisions (Episode 19)

"If you can come up with the right word for the feeling...you will be less likely to mistakenly act on the feeling." -- Denise Shull

In [episode 19](#), Jordan interviewed performance architect Denise Shull, founder of [The ReThink Group](#) and author of [Market Mind Games: A Radical Psychology of Investing, Trading, and Risk](#). Her clients include hedge funds, companies, athletes, poker professionals, and people in other high-profile professions. Denise is the inspiration for the character of Wendy Rhoades in the Showtime series [Billions](#).

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Over-the-Phone vs. In-Person Conversations

Denise explains that if a client is talking about their feelings and she is trying to listen to the nuance in what they are saying, it is easier to do if she is not looking at that person -- thus her preference for phone meetings instead of speaking face-to-face. She does not get distracted by various personal items and can focus on what they are saying. At the same time, her client is better able to free associate without distraction as if they were on a couch in a psychoanalyst's office.

Do you prefer meeting with people over the phone or meeting with them in person?

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Which situations are best for you over the phone? Make two lists -- one for interactions you have over the phone and the other for interactions you have in person. Can you cross any items from either list to the other? Why or why not?

A large, empty rectangular box with a thin black border, intended for the user to write their answers to the questions above.

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Feeling Emotions Physically

According to Denise, senses, feelings, and emotions -- points on a spectrum of intensity -- are the clue to everything, and they're felt as physical, bodily experiences below the neck. She advocates acknowledging that you are feeling something, recognizing that there is a wider spectrum of feelings, understanding what you are feeling and giving it a label, and then choosing which action to take because of that feeling.

Find a quiet place where you will not be interrupted for 20 minutes. For the next five minutes, don't push away your feelings but lean into them. Where in your body do you feel these things? In what direction is your mind taking you? What other reactions outside of your mind are happening?

Write about your experience here or in a journal.

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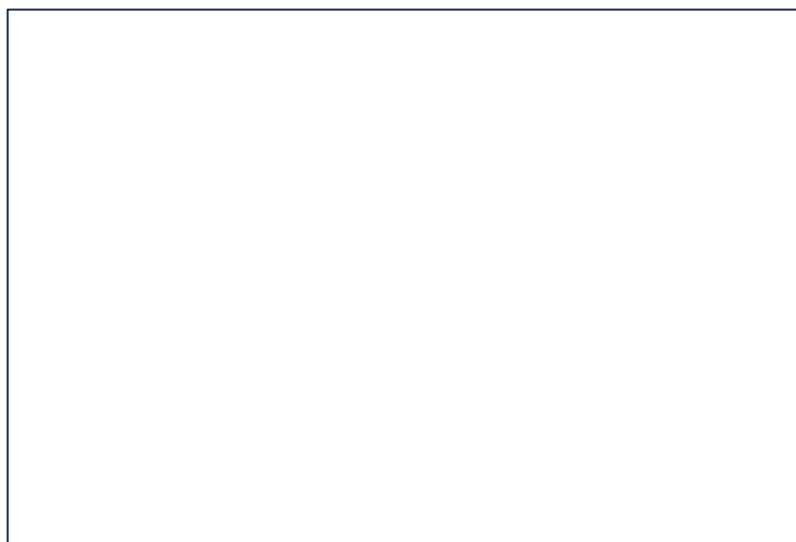


Avoiding the Feeling by Taking Action

Denise says people take action most of the time because it gets rid of the feeling and makes them feel better. Jordan paraphrases by saying, "Instead of sitting with a difficult feeling, I have got to get moving." It is uncomfortable to sit with the feeling and describe it with a word, which is what Denise has her clients do.

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When did you most recently just act to avoid feeling? How often do you do this? What feelings are you seeking to avoid?



Fear of Future Regret (Reverse FOMO)

People will go to all sorts of extremes to avoid feeling bad in the future and they rationalize staying in a current losing situation as a way to avoid it. Denise calls it Fear of Future Regret; Jordan calls it the reverse image of FOMO (Fear of Missing Out).

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This is experienced often on Wall Street when traders who should know better are goaded into making bad investments, and among new players in the radically fluctuating cryptocurrency market.

Describe a situation in which you doubled down on a bad decision and it came out far worse than if you had just gotten out early. What warning signs did you push past? What feelings were you ignoring? Make a list of those of signs and feelings here and post them somewhere you can see them every day like on the side of a computer monitor, your bathroom mirror, or the wall by your bed.

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How Do I Get Started?

Often just discovering the behaviors you exhibit to avoid feelings will allow you to better handle situations that come up when you want to do the same things. Jordan and Denise talk about steps you can take right now to begin that process of discovery and give yourself margin while you sort out the feelings.

- **Commit to dropping the defenses you have.**
- **Make a list of what you do to avoid your worst feelings.**
- **Admit to yourself that you engage in activities to avoid feeling lousy.**
- **Do one of the following: write down what you are feeling or allow these thoughts to occupy your mind for a period of time.**

Full show notes and resources for this episode [can be found here](#).

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About



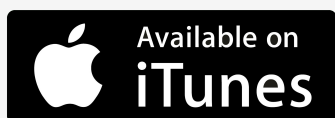
Join Jordan Harbinger (critically acclaimed host, formerly of The Art of Charm) as we get deep into the untapped wisdom of the world's top performers -- from legendary musicians to intelligence operatives, iconoclastic writers to visionary change-makers.

We deconstruct the playbooks of the most successful people on earth -- and learn new strategies, perspectives, and insights you can't find anywhere else. Then, take these insights into your own life and live what you listen.

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