

The AIR Model Process

A + I - R = RESULTS

Results = *what* I want (short & long term)

I = *why* I want that (inspiration, purpose, possibility, motivation)

A = *how* I get that (action & accountability)

R = *what is going to stop me* from getting that? (roadblocks - personal and situational)

Step 1

What result(s) do I want to achieve?

- x result
- y result
- z result

Mindset *'You have to see the result as a possibility'*

Step 2

Why do I want this/these result(s)?

Internal reasons (deeper personal reasons):

- x reason
- y reason
- z reason

External reasons (practical and situational reasons - why I want it for my life):

- a reason
- b reason
- c reason

Mindset *'Connect to the big picture'*

Step 3

What are the [potentially hidden] roadblocks that could sabotage my purpose/inspiration, that could stop me from seeing my "why"?

Potential Roadblock

My Strategies for navigating Roadblock

Mindset *'There's more in ME than I can see'*

Step 4

What actions do I need to take to deliver the results? (if you don't know the actions, then asking someone who does is the first action to take)

- x action
- y action
- z action

Mindset *'Put in 10,000 hours'*

Step 5

What are the roadblocks to me being accountable to the actions, things that might stop me from taking these actions?

Behaviours/factors that stop me (the Roadblocks to Action)

My strategies for responding to Roadblocks to Action

Mindset *Support the person, challenge the behaviour'*

Step 6

What is my action plan and accountability system?

Monthly Key Actions

Rewards for Action

Consequences for non-Action

Jan 2013

- x action
- y action
- z action

Feb 2013

- x action
- y action
- z action

Mar 2013

- x action
- y action
- z action

Accountability: With whom will I share my goals, and of whom will I ask to keep me accountable?

Mindset *'It's not what you feel, it's simply what you do' (that will deliver the result)*

Step 7

What do my short term results tell me about my AIR model process?

Short Term Result

What I learned about A, I & R

My next action in response to the result

Mindset *'Fail going 100% - Failure is feedback'*