

Habits Work Like This:

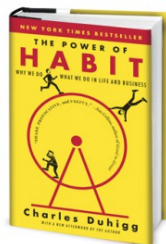
Cue > Routine > Reward
Now it's time to... do this. I'm glad I did that.

Keystone Habit: a single habit that triggers a series of related or unrelated behaviors
Examples: eating dinner together as a family, making your bed, flossing

Team Discussion Questions

1. Share an example of a time you successfully established or changed a personal habit. What are the cue, routine, and reward for your habit?
2. What is one of your personal or family keystone habits—things you routinely do because there's some other (maybe unrelated) payoff?
3. Think of a past project that didn't go as well as you'd hoped. How did the power of habit affect the outcome?
 - For you: *Was an old habit too hard to break?*
 - For your team: *What new habit could have galvanized your efforts?*
 - For your audience/customer: *Did an entrenched habit keep them from adopting your new idea?*
4. What keystone habit(s) would help your team or organization win?
 - Is there something you're already doing that you want to commit to continuing because it's critical to your success?
 - What could you begin doing that would trigger the behavior needed to succeed?

Example: North Point's keystone habit is investing in and inviting unchurched friends to come to church with us. It triggers us to see things we could or should change in order to be a church unchurched people love.



Recommended Resource:

*The Power of Habit:
Why We Do What We Do In Life and Business*
By Charles Duhigg