



Pro and XCon Worksheet

Most of us create Pro and Con lists to help with our decision making process. This innovative tool adds a third way: the Pro and XCon worksheet.

Instructions:

1. Create your Pro and Con list as usual
2. Use the third column to list the steps that you need to accomplish to either eliminate or convert the Con (making it an XCon).

Pro	Con	XCon
<i>Example: Asking for an income increase allows me the freedom to achieve some other goals I have in mind.</i>	<i>Example: Company is in a hiring freeze and possibly laying off people. Asking for a raise at this time may be imprudent.</i>	<i>Example: Asking for a raise isn't the only way to get an income increase. There are additional activities, roles and opportunities that will yield additional revenue for both me and the company.</i>