

Developing the 10x Harmony with the 10 Es ("Ten-Ease") Framework to Create Meaningful Dialog

(Excerpt from the book: "Heartbeat: Harmony With 10xLeading and 10xLiving" by Cathy Fitzhenry. Copyright 2024 Cathy Fitzhenry. Publisher Balboa Press, Division of Hay House Publications)

Most people who run a business are familiar with the term 3 Ps, which stands for people, plan, and process. We employ this framework in various aspects of our lives, from raising kids to planning vacations, managing budgets to building projects, and, of course, to executing the 10x vision.

However, I'd like to propose a different perspective on the 3 Ps and instead refer to them as the 10 Es. I also prefer using the term "framework" over "process" because, like a picture frame, it allows the option to insert a new clean canvas or photo. Similarly, when looking out a window frame, the picture on the other side is always changing.

The 10 Es serve as a way to embrace change and still make progress on the 10x vision. They are actions that everyone can use on their journey to 10xLeading and 10xLiving. Interestingly, even a child can be taught the 10 Es. I like to pronounce it with some inflection, as if it's a single two-syllable word — "ten-ease"! It carries a distinct energy, a 10x energy, and serves as a reminder that when we lead and live in a 10x way with harmony, it becomes easy.

It's much easier than repeating failed attempts, working long hours, and trying to educate or intellectualize our way through every roadblock. When you ten-ease your way through accomplishing the 10x vision, you'll find it to be easy because your innate intuitive intelligence kicks in with continual downloads of wisdom, translating into new perspectives, ideas, and hunches.

I propose that the ten-ease become the roadmap or key indicators to track, imprinting it into every fiber of your leading and living. When imprinted into your organization and culture, it will become top of mind for all the people connected to the vision that is being implemented. It becomes part of the roadmap to executing the 10x adventures.

For each of the 10 Es, I have provided one or two questions that you may use when talking about the 10 Es with your leaders. Let them frame out the conversation and spark some passion, focus, and stories to bring together better understanding and relationships.

So, let's start with Number 1:

1. **Explore:** It's about embarking on the journey, seeking new horizons and possibilities.
 - Question: Are there any new journeys you are embarking on?
2. **Expand:** This is about being able to broaden your perspective, pushing the boundaries of your comfort zone.
 - Question: Have you found yourself pushing any boundaries – or in situations where you are stretching yourself?
3. **Enhance:** The word enhance is about refining your skills and knowledge, enriching your understanding.
 - Question: Has there been anything within your job or even outside of work where you are learning something?
4. **Empower:** This is about the ability to gain the strength and confidence needed for the challenges ahead.
 - Question: Are you facing any challenges and is there any support you might need?
5. **Execute:** This is when you take decisive action based on your newfound insights and capabilities. It's really key that you are able to take action and express your insights and capabilities.
 - Questions: What are you excited about? Is there anything that might be blocking your ability to execute? Are you able to see how you might raise the bar?
6. **Evolve:** When we evolve, we adapt and transform. It's about embracing change and growth. When we are growing, we are always evolving into better versions of ourselves.
 - Question: Tell me about something you recently had to adapt to?
7. **Exceed:** When we exceed, we surpass expectations and limitations, we often reach new heights.
 - Question: Did you have any breakthroughs that you were excited about and wanted to celebrate?
8. **Excel:** This is when we set a high standard and raise the bar for what we want to accomplish. Every human being likes to experience achievement and build their self-esteem.

- Question: What might you want to raise the bar on? Get better at? Excel in?
9. **Elevate:** It's when we continually rise up and are able to see things differently because of the new version of who we are. It's about reaching the pinnacle of achievement.
- Question: Do you see things differently now that you have elevated your thinking and might be seeing things you have never seen before?

These 10 Es are thought-provoking ways to inquire about one's journey in their work and personal life. They provide an easy way to open up dialogue and conversation with anyone whom you want to build respect and trust with. They also provide a great framework for when you coach, mentor, and have one-to-one sessions with the people who work for you.

When you 10E's your way through leading and living, you'll find it to be easy; it puts meaning into what you are doing. Remember, with the 10 Es, we can all strive for extraordinary results in both our personal and professional lives.

Order books from the Heartbeat Series – [CLICK HERE](#) including the book "Heartbeat: Harmony of 10x Leading and 10x Living."

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