

# Lesson 9 - Recap

## Freedom and the ZAP Concept: Zones, Alignment, and Paradoxes

- This three-step process is designed to help you find the freedom you desire and pinpoint a Zone of Genius where you are aligned with others. This three-step process of getting free is called the ZAP concept, which does three things:
  1. It helps you get into your Zone of Genius.
  2. It helps you get aligned with others and your goals.
  3. It helps you deal with the paradoxes in life and in business.
- When you implement all three— the Zone of Genius, alignment with others and your goals, and management of the paradoxes in life and business—you become freer personally and professionally.
- Gay Hendricks, author of *The Big Leap*, says that we live and work in one of four time zones.
  1. *The Zone of Incompetence*: This is what we are not so good at and don't like doing.
  2. *The Zone of Competence*: This is where you are competent and can get the job done.
  3. *The Zone of Excellence*: This is what you demonstrate proficiency in and enjoy doing.
  4. *The Zone of Genius*: These are skills you have that allow you to produce huge results in a relatively little amount of time.
- Working in your Zone of Genius means following your purpose and passions, doing what you truly love. Time spent in this zone is the most enjoyable, and you're engaged with your work and happy about the results that flow out of your effort.
- Most people spend between 5 and 15 percent of their time in the Zone of Genius. But if you can increase that amount, you'll see huge results.
- The second step in the ZAP formula is getting into alignment. Many times, we struggle to get free because we're out of alignment.
- The final step in the ZAP formula is managing paradoxes. You'll need to secure support that can help you manage the contradictions.

# Exercises

1. Do you know when you are in the Zone of Genius? What are you accomplishing when you're in that zone?

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2. How many hours a week do you spend in your Zone of Genius? The Zone of Excellence? The Zone of Competence and the Zone of Incompetence? Use the Time Zone Tracker to record how you are spending your time. Study your chart and take steps to spend more time in your Zone of Genius.

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3. How did you answer the question in the chapter about what you love to do? Are you getting to do what you love to do in your current position?

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4. Would you say the company you work for has a workforce where everyone is aligned and is of the same mind? Do you think the employees are aligned?

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5. What's the biggest paradox you've experienced in a work setting? How are you dealing with that paradox?

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