LET’S TALK ABOUT IT

CHAPTER ONE: MAYBE SHE’S BORN WITH IT

• As a kid, what kind of optimistic beliefs did you have? What did you dream for the future?
• Jess says, “But then something happens that pops our balloon.” What life experience caused you to lose some of your childlike optimism?
• What would you do if you weren’t concerned about the chance of failure?

CHAPTER TWO: ANYTHING CAN HAPPEN

• Discuss a time in your life that shook your world view.
• What does Jess suggest is the difference between experiences and stories? Discuss some examples of uncontrollable experiences in your life in which you controlled the story.
• What is your story now, and how has it changed?

CHAPTER THREE: YES, AND . . .

• Was there a time when you let the “but” get in the way of your “yes”? How did that affect your situation?
• Not knowing the end result or being fully prepared for something can be scary. Describe a time when you said yes to something new and how you felt. Did you get that “oh, crap” feeling, and if so, how did you deal with it?
• If you could say yes to any job in the world, what would it be? Practice saying and completing the phrase, “Yes, and . . .”

CHAPTER FOUR: IF IT ISN’T THERE, CREATE IT

• Jess says hard times can be the excuse to do less or the reason to do more. Name some hard times that you’ve experienced or seen that produced more.
• What limiting beliefs do you have about yourself? How can you reframe those as possibilities?
• Who or what inspires you the most? How can these inspirations drive you to create a better world?

CHAPTER FIVE: BABY STEPS

• What are examples of small actions on a to-do list that give you satisfaction? Why does completing these tasks make you feel good?
• Describe a time when you had to be resourceful in order to accomplish a goal.
• What daunting dream do you have, and what is one small action could you do today to work toward that dream?

CHAPTER SIX: SHE MADE IT WORK

• Share your own “She made it work” story.
• In Chapter 6, Jess talks about transparency and other people’s
transparency. What are the advantages of being transparent? Is it hard for you to be honest?

- Can you share a time when you were rejected? What did you do after? Would you change anything?

**CHAPTER SEVEN: THROW A FAIL MARY**

- Have you ever been in a situation in which you wished you had spoken up? Or you did speak up? What was the result of that? How can using your voice change the dynamics?
- Jess says, “We don’t become successful from avoiding failures; we become successful when we’re strong enough to navigate them.”

  What are some failures you have experienced?
- What has been your biggest failure? What has been your biggest success?

  How have your failures contributed to your successes, and vice versa?

**CHAPTER EIGHT: YOU’RE TALL ENOUGH**

- Describe a time when you felt unqualified and how you overcame it.
- Was there a time when you took a bad experience and turned it into a new story about yourself?
- In what area can you start “asking for the ball” even when you’re not fully ready?

**CHAPTER NINE: FINDING THE WHITE SPACE**

- Describe a time when you compared yourself to someone else. How did it make you feel? How often do you compare yourself to others?
• What do you think drives us to measure ourselves against other people?
• If you had your own individuality metric, how would you measure success?

CHAPTER TEN: THE WORST FUND-RAISER EVER

• How have you been “silently fulfilled” by lending a helping hand?
• In what ways can you lead with compassion and action at work, at school, at home, at the gym, and so forth?
• Describe a time when someone did something nice for you. Why do you think acts of kindness or generosity are so impactful?

CHAPTER ELEVEN: THE THINGS WE TELL OURSELVES

• What songs would be on your morning hype playlist?
• When you wake up in the morning, how do you choose to start your day? What is a phrase you can say aloud to direct the course of your day?
• Describe a time when you had to “figure it out.”

CHAPTER TWELVE: THE STRUGGLE IS WORTH IT

• Are you comfortable publicly displaying negative emotions, like crying or yelling? Do you face your emotions head on, or do you hide them?
• Do you think feeling pain is showing weakness? Why or why not?
• Has pain or discomfort caused you to take action? What did you do?
CHAPTER THIRTEEN: ALIGNMENT OVER ATTRITION

• The author talks about alignment vs. attention in this chapter. In what ways have you experienced the difference between alignment and attention in your life? What are some ways you feel “inner applause”? What are some ways you experience “outer applause”?
• Do you tend to find more value in attention or alignment, and why?
• “Fulfillment is not a destination we reach through achievements; it’s a choice to how we live our life right now.” How do you choose to live your life? What is it you plan to do with your one life?

CHAPTER FOURTEEN: ACTIVATE YOUR PURPOSE

• What is something you find meaningful? What gives you hope? What wakes you up every morning and keeps you up at night? What makes you put in the work?
• How have you experienced “organic hustle”?
• What is your anchor? What helps you feel grounded? What helps you stay focused on your purpose and vision?
A Note from Jess

Did you think we’d just leave it like that? Like we had a beautiful date and I never called you again? Like that deep conversation and shared plate of calamari meant nothing? Think again.

For better or for worse, you’re officially in the tribe! I’ve created some exclusive surprises for you that you can access below. And please keep in touch with me on social, I’d love to hear from you!

UNLOCK LISTENER EXCLUSIVE:

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Enter the code: HOPE

CONNECT WITH ME ON SOCIAL:

Instagram: @jess_ekstrom
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