ASSESS. RESET. CHANGE.

When we're stuck, most of us try harder. But stuck comes in different forms, and each needs something different. ARC is a simple loop you run once a season. It asks the question most advice skips: what, exactly, is in the way?

ASSESS

See where the time actually goes.

Take the 9:03 Clock, about six minutes. Don't look for a grade. Look for the holding you already knew about.

WHY IT WORKS

Monitoring progress makes reaching a goal more likely, more so when it's written down (Harkin et al., 2016).

RESET

Choose one holding. Name what's in the way.

One, not three. Then answer the question below honestly. Resets land best at a fresh start: a new month, a new season.

WHY IT WORKS

People are likelier to start on goals that matter after a "temporal landmark" like a new month (Dai, Milkman & Riis, 2014).

CHANGE

Match the move to the bottleneck.

Do the work that fits what's in the way, for one season. Then take the Clock again.

WHY IT WORKS

Behavior needs capability, opportunity and motivation at once (Michie et al., 2011). Fix the missing one.

THE QUESTION IN THE MIDDLE: WHAT'S IN THE WAY?

RESET → CHANGE

WHAT YOU HEAR YOURSELF SAY	WHAT HELPS	THE SCIENCE
"I'm not sure I want to." Ambivalence: part of you wants it, part doesn't.	Talk before you plan. Say out loud what you'd gain and what it would cost. A plan made too early gets dropped.	Motivational interviewing works by resolving ambivalence first, rather than pushing past it (Miller & Rollnick, 2013).
"I don't know how." Capability: the will is there, the skill isn't yet.	Learn and rehearse. Make the first version small enough to practice this week.	Capability is one of the three conditions every behavior depends on (Michie et al., 2011).
"I mean to. It just doesn't happen." Friction: you've decided, and the day keeps winning.	Plan and redesign. Decide when, where and what in advance. Make the easy thing the right thing.	If-then plans had a medium-to-large effect on reaching goals across 94 studies (Gollwitzer & Sheeran, 2006). Habits run on context more than willpower (Wood & Rünger, 2016).

More motivation only fixes the first one. Most of us reach for it anyway.

HOW IT LOOKS IN A REAL WEEK · A COMPOSITE EXAMPLE

DANA, 48. BUSY PRACTICE. TWO TEENAGERS.

ASSESS. Her Clock comes back with Connection at 6 out of 15. The statement that stings: "I spend unhurried time with the people closest to me." She marked it 1.

RESET. She picks Connection and answers the question: "I want to. I've decided a dozen times. Sunday dinner keeps getting eaten by email." That's friction, not ambivalence. More motivation won't help; she has plenty.

CHANGE. One if-then plan: ***"When it's 5 p.m. on Sunday, my phone goes in the kitchen drawer and I start cooking."*** A recurring calendar block. She tells her kids it's happening. The setting does the work now, not her willpower. Three months later, Connection reads 10. Not perfect. Hers.

IF DANA HAD SAID SOMETHING ELSE

"I'm not sure they even want me there." Ambivalence. First, talk through what she wants those dinners to be.

"I don't know how to get them talking anymore." Capability. Practice one real question for the table this week.

FROM ME

I spent twenty-five years in finance watching smart people treat a follow-through problem like a motivation problem. I've done it too. The fix was rarely a better reason. Usually, it was a better Tuesday.

ADAM

SOURCES · Dai, H., Milkman, K. L., & Riis, J. (2014). The fresh start effect. *Management Science, 60*(10), 2563–2582. · Gollwitzer, P. M., & Sheeran, P. (2006). Implementation intentions and goal achievement: A meta-analysis. *Advances in Experimental Social Psychology, 38*, 69–119. · Harkin, B., et al. (2016). Does monitoring goal progress promote goal attainment? A meta-analysis. *Psychological Bulletin, 142*(2), 198–229. · Michie, S., van Stralen, M. M., & West, R. (2011). The behaviour change wheel. *Implementation Science, 6*, 42. · Miller, W. R., & Rollnick, S. (2013). *Motivational Interviewing* (3rd ed.). Guilford. · Wood, W., & Rünger, D. (2016). Psychology of habit. *Annual Review of Psychology, 67*, 289–314.

START WITH ASSESS.

the903collective.com/assessment

A coaching approach, not therapy or medical care. Each part is research-backed; the loop as a whole has not been tested as one program. Dana is a composite.