

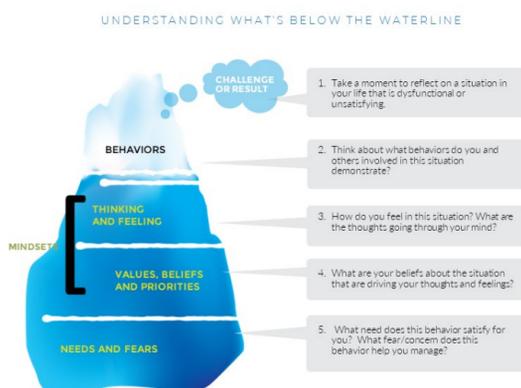
The Unfear Individual: The Iceberg

Dear Reader

Sigmund Freud said, “The mind is like an iceberg. It floats with one-seventh of its bulk above water.” In our work, we’ve found this to be true. Most people live their entire lives only looking at the tip of the iceberg. In the [previous newsletter](#), we talked about how wise people fashion themselves. To fashion ourselves, to reflect on and change our relationship with fear, we must dive beneath the waterline and study our entire mind. In this newsletter, we will give you a tool to do just that.

Study the Whole Iceberg

We break the iceberg down into four levels. The tip is our behavior. Our thoughts and our feelings comprise the second level. The third level is our values, beliefs, and priorities. Combined, the second and third levels make up our mindsets, the lenses through which we interpret the world. Finally, at the bottom, at the root of everything else, rest our fears and needs.



Imagine a conflict at the office. It could be anything—a boss berating employees, an ugly disagreement between team members. If, in the aftermath, we asked the people involved, “What happened?” the vast majority would only talk about level one, the behaviors and actions. Maybe they would go down to the second level and talk about their feelings (e.g., “I was angry, so I yelled.”) People seldom reflect beyond that. The fear that *actually* caused that reaction still lurks in their psyche, unaddressed and unresolved. No matter how much they promise to improve their behavior, they will keep repeating the same patterns. To truly change, we must delve to the source.

You Are More Than a Persona

The word “person” comes from the Latin word *persona*, which means the mask that an actor wore to play a particular character. That’s all the tip of the iceberg is: a *persona*. We often believe that we are only our *personae*, and that they cannot change. As we explore the iceberg, we understand ourselves more deeply, see the fears/needs that drive us, and the worldview through which we process those fears/needs into emotions, thoughts and actions.

Worth thinking about

When we experience a strong feeling of fear, from the vantage point of the [Observer](#), we can ask: is my current mindset the only “correct” one? How would a new mindset change my behavior? For example, if you fear getting fired, ask yourself: what stories am I telling myself about failure, my abilities, etc.? How do these stories inform how I think, feel and act? How do these stories and beliefs limit what I consider possible?

Take it to go

Identify a habit or behavior you just can’t seem to change. Use the iceberg model to explore the mindsets, fears and needs that lie beneath it. Then, ask:

1. What stories and beliefs do I carry about these fears?
2. Do they limit what I consider possible?
3. What other options do I have?
4. How would I think, feel and act if I tried on one of these other options?

Questions, comments, push-backs

We want to hear from you.

TELL US WHAT'S ON YOUR MIND



LEADINGBLOG

Unfear was chosen as one of the best leadership books of 2021 by "Leadership Now"

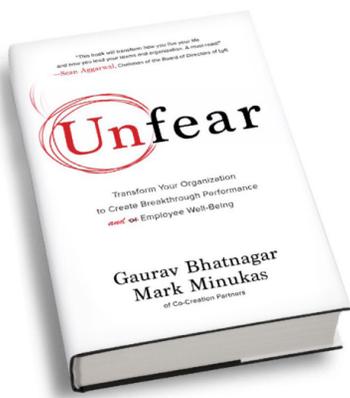
ORDER NOW!

Order on Amazon

Order on Barnes & Noble

Order on IndieBound

[Order on Bookshop.org](https://www.bookshop.org)



LinkedIn

Copyright © 2021 Unfear