



# REFLECTIONS



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## Saying Yes Dauntlessly

### HOMEWORK FOR EPISODE NINE

In this episode of the Dauntless podcast, we heard from James Hixson—the Founder of Black Hound Design Company, a remarkably successful business in Denver, Colorado. James grew his business based on a simple premise: say yes to anything.

We heard him describe how he would go to Chamber of Commerce events, or construction sites, and just ask what they needed. Often, the person would reply with a specific ask— that James had absolutely no idea how to actually do. But instead of saying no, James would go home, research it, watch youtube videos, and simply—figure it out.

If you don't say yes, you're not going to be given the opportunity. You're not going to have a chance to learn. A chance to grow. A chance to try. A chance to move on to that next level. **Say yes to anything.**

But, as James pointed out, that also can be terrifying: to agree to things that you might not know how to do, or how to accomplish with your crew or with your skillset. But we have to be comfortable with that fear, as that fear can drive you to learn new things.

It will keep you up at night, and get you out of bed in the morning. It will keep you on your toes, and keep you solving problems. That fear is not a bad thing. That fear can be your fuel.

**Yes, And...**

One way to accomplish this is by saying “yes, and.” This simple motto comes from one of the basic tenets of improv comedy. It’s a protocol that allows for anything to happen, and it goes like this: No matter what your fellow actors present to you, instead of negating it, or disagreeing with it, your job is to say, “Yes, and…” Accept the scenario as it’s presented to you (regardless of where you wanted it to go), and then to add to it and build off of it. Respond back with something your fellow players can respond to.

When you apply this motto to your daily life, it can unlock incredible opportunities for you.

You see, we are hard-wired to say no. When we are scared, or nervous, or feel a twinge of doubt, we default to a negative, “no” mindset. But when you shift your thinking to always embracing anything that is thrown your way, you open up so many doors and possibilities.

### **Your Mission**

So this week, I challenge you to say nothing other than “yes and” in all of your conversations (with a degree of safety in mind, of course). Make a conscious commitment to it right now. Say it outloud.

### **Yes, And.**

Again.

### **Yes, And!**

Shoot me a line and let me know how this goes for you. [katehixson@gmail.com](mailto:katehixson@gmail.com)

I’m rooting for you.