



**STEVE HAFFNER**  
*mentalistic: speaker/entertainer*

## **CONFRONT THE LIZARD!**



Look for these situations:

- Impulse to make fast judgments and decisions
  - Assessments - beware of the Affect Heuristic (likes and dislikes affecting unrelated decisions)
  - Fear - consider if it is helping or hindering
  - Dopamine-induced decision influence: decisions based on happy brain chemicals
  - Default negativity - set a deliberate positive anchor
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## **INCREASE AWARENESS**



### **Invisible Mind Blocks Newsletter**

- text 777 to (502) 419-4272 OR  
sign up at [SteveHaffner.com](http://SteveHaffner.com)

### **7 Strategies for Making Great Decisions**

free ebook at [SteveHaffner.com](http://SteveHaffner.com)

### **Other Resources**

**Predictably Irrational** - by Dan Ariely

**You Are Not So Smart** - by David McRaney

**Thinking Fast and Slow** - by Daniel Kahneman

**FarnamStreetBlog.com** - website, blog, podcasts

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