

# Freelance Mindset & Resilience — Workbook

This workbook turns the course into your own working resilience system. Each section maps to a course module, moving from naming your fears, to reframing the thoughts behind them, to building protocols for rejection and dry spells, to installing the daily rituals and safeguards that keep you steady for the long haul. Fill in real situations and real numbers as you go; the included templates give you reusable trackers for thoughts, pipeline, runway, and burnout.

## Name What You Are Actually Afraid Of

Surface your specific freelance fears and learn to run the ABC model on the events that hit you hardest.

### Worksheet: My Freelance Threat Inventory

Write each fear as a specific sentence, then rate how likely it actually is and how bad it would truly be, each from 1 to 10. Rate the two separately; conflating them is what creates panic. Note the trigger that sets each one off.

Income fear — exact sentence, likelihood (1-10), severity (1-10), trigger

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Impostor fear — exact sentence, likelihood (1-10), severity (1-10), trigger

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Rejection fear — exact sentence, likelihood (1-10), severity (1-10), trigger

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Visibility fear — exact sentence, likelihood (1-10), severity (1-10), trigger

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Pricing fear — exact sentence, likelihood (1-10), severity (1-10), trigger

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Identity fear — exact sentence, likelihood (1-10), severity (1-10), trigger

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The one or two fears that drive most of my avoidance

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### Exercise: Run ABC on a Recent Setback

Pick one real freelance event from the last month that hit you hard. Work it through the full ABCDE sequence to feel how editing the belief changes the consequence.

• A — what concretely happened? Just the facts, no interpretation.

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• B — what exact thought or story did I tell myself about what it meant?

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• C — what feeling and behaviour followed from that belief?

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• D and E — what evidence challenges the belief, and what steadier feeling and next action does a more accurate belief produce?

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## Checklist: Mindset Foundations Checklist

- Written threat inventory completed with likelihood and severity rated separately
- Identified the one or two fears driving most of my avoidance
- Practised the ABCDE sequence on at least one real setback
- Saved the ABC steps somewhere I can reach them when the fog rolls in
- Accepted resilience as a learnable skill set, not a fixed personality trait

## Reframe the Thoughts and Reclaim Your Energy

Catch the distortions behind your panic, sort situations by control, and adopt a growth-mindset stance toward failure.

### Worksheet: Control vs No-Control Sort

Take a situation currently stressing you and split every element into what you control and what you do not. Then commit to one action from the control column today and consciously release the rest.

The stressful situation in one plain sentence

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What I control (my actions, choices, effort, responses)

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What I do not control (others' decisions, the market, timing, the past)

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What I can influence but not guarantee (set as an effort goal, not an outcome goal)

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The one controllable action I will take today

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What I am choosing to stop carrying

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### Exercise: Catch the Distortion

Recall a recent spiralling thought. Name the distortion driving it from the course list, then write a fair, evidence-based version beside it. Aim for accuracy, not forced positivity.

- What was the spiralling thought, word for word?  

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- Which distortion is it? (catastrophising, mind-reading, all-or-nothing, overgeneralising, discounting the positive, emotional reasoning)  

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- What evidence does the thought ignore or delete?  

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- What is the fair, balanced version of the thought?  

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### Exercise: Add the Word Yet

List the ability statements you tell yourself in a fixed-mindset way, then rewrite each with a growth-mindset frame and a concrete next step. The word yet should appear in every rewrite.

- What do I tell myself I am simply not good at? (write 2-3)  

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- Rewrite each with yet and a path forward (for example, I cannot do pricing conversations yet, so I will rehearse one this week)  

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- What recent failure could I treat as tuition, and what was the lesson?  

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- What stretch project will I take on this quarter that I am not yet sure I can do?

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### Checklist: Reframing Practice Checklist

- Distortion list kept near my desk for the first month
- Sorted at least one live stressor into control vs no-control columns
- Converted an outcome goal into an effort goal I can actually guarantee
- Rewrote my fixed-mindset ability statements with yet
- Started a learning log capturing what each failure taught me

### Handle Rejection, Dry Spells, and Money Uncertainty

Build written protocols for rejection and slow periods, and convert financial fear into a runway number you manage.

#### Worksheet: My Rejection Protocol

Write your personal step-by-step response to a no, so that next time it is procedure rather than wound. Set a monthly no goal to reframe rejection as progress and guarantee enough volume.

My real lead-to-client conversion rate (so a run of nos reads as expected)

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My capped acknowledgement time for the sting (e.g. 5 minutes)

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The ABC reframe I will apply to every no

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Where I log each no as data (pipeline tracker)

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My immediate forward action after a no (e.g. add one fresh lead)

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My monthly no goal (target number of declined or ghosted pitches)

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#### Worksheet: My Runway Number

Calculate your runway, the months you could cover essentials with zero new income, and set a target band. Check this number first whenever financial fear spikes.

Essential monthly costs, personal (rent, food, insurance, minimum debt)

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Essential monthly costs, business (core tools, software, services)

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Total essential monthly costs

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Total accessible cash savings

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Current runway in months (savings / essentials)

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Target runway band (floor of 3 months, 6 for real calm)

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Monthly date I will check this number

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### Exercise: Write My Dry-Spell Protocol

Decide now, while business is fine, exactly what you will do when the inbox goes quiet. Mix offensive and defensive moves and pre-commit to protecting your pricing.

- What offensive actions will I trigger first? (outreach volume, reactivate past clients, ask for referrals)
- What dry-spell project will I finally tackle with the slack? (case study, email list, rate-raising skill)
- How will I protect my pricing and refuse the desperation discount?
- What non-essential spending pauses, and at what point would I touch the buffer?

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### Checklist: Uncertainty Readiness Checklist

- Written rejection protocol saved and a monthly no goal set
- Conversion rate known so a string of nos reads as normal arithmetic
- Wins file started to counterweight recent rejections
- Runway calculated and a target band chosen
- Dry-spell protocol written while calm and stored with the runway number
- Pre-committed to never reply to rejection from a wounded state

## Install Your Resilience Operating System

Build the rituals, support, identity, and burnout safeguards that keep you steady across the long game of self-employment.

### Worksheet: My Daily Structure

Design the rhythm that replaces the office. Start with just a start ritual and a shutdown ritual, then add deep-work and admin blocks. Consistency matters more than the exact contents.

Start time and opening ritual

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Deep-work block 1 (time window and protected task)

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Deep-work block 2 (time window and protected task)

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Contained admin / email slot (time window)

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Shutdown ritual (how the workday formally ends)

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Built-in movement, daylight, and break points

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### Worksheet: My Support Structure and Identity Map

Engineer the connection that freelancing will not give you automatically, and list the sources of identity that stand independent of your revenue.

Peer group of other freelancers (who, and how I will join or build it)

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Mentor or experienced solo professional I can turn to

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Accountability partner and check-in cadence

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Community or coworking space for belonging

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Roles and identities beyond work (parent, runner, friend, volunteer, etc.)

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How I will keep self-worth separate from this month's revenue

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### Exercise: WOOP a Freelance Goal

Run one meaningful goal through Wish, Outcome, Obstacle, Plan. Make the plan a concrete if-then rule you rehearse, so your response is automatic when the obstacle appears.

- Wish — what is the meaningful, challenging but feasible goal?

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- Outcome — what is the best result, and how would it feel?

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- Obstacle — what is the honest inner barrier (fear or habit) in my way?

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- Plan — write the if-then rule: if obstacle X arises, then I will do response Y.

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### Checklist: Burnout Early-Warning and Longevity Checklist

- Capped my sustainable weekly hours and treat the cap as a real limit
- Scheduled at least one fully disconnected day per week and real holidays
- Use my runway to decline work that would tip me into overload
- Run a brief monthly self-check against exhaustion, cynicism, and inefficacy
- Start and shutdown rituals in place to bound the workday
- Support structure and identity beyond work actively maintained

## Your Action Plan

1. Today: write your freelance threat inventory and rate likelihood and severity separately for each fear
2. This week: run the ABCDE sequence on one real setback and keep the steps where you can reach them
3. Keep the distortion list at your desk and catch one spiralling thought a day for two weeks
4. Sort your biggest current stressor into control vs no-control, then take one controllable action
5. Write your rejection protocol and set a monthly no goal that guarantees outreach volume
6. Calculate your runway number and set a target band of three to six months of essentials
7. Write your dry-spell protocol now, while calm, and store it beside your runway figure
8. Install a start ritual and a shutdown ritual this week, then add your deep-work blocks
9. Engineer your support structure: join one peer group and set up one accountability partner
10. Run WOOP on one meaningful goal, cap your weekly hours, and book one fully disconnected day









