



# Competition and Collaboration

**A Guide to weeding  
out the  
Bullsh%t  
and  
Building  
Authentic  
Communities**

# Brook Woolf

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## WHY LISTEN TO ME?!

At 21, Founded and Ran a 3 story Nonprofit with 22 programs, 5 partnership agencies and a 500k annual budget.

Studied multiple religions, trained since childhood in multiple healing modalities such as; tarot, psychic development, NLP, hynotherapy, astral projection, thai massage, massage therapy, shiatsu, and shamanic journeying.

Essentially, obsessed with learning and constantly growing skills and gifts. Coaching and doing healing work for over 20 years.

Built my own tiny home with my Husband.  
Lead hundreds of clients through transformations that allowed them to live a healthier and happier life.

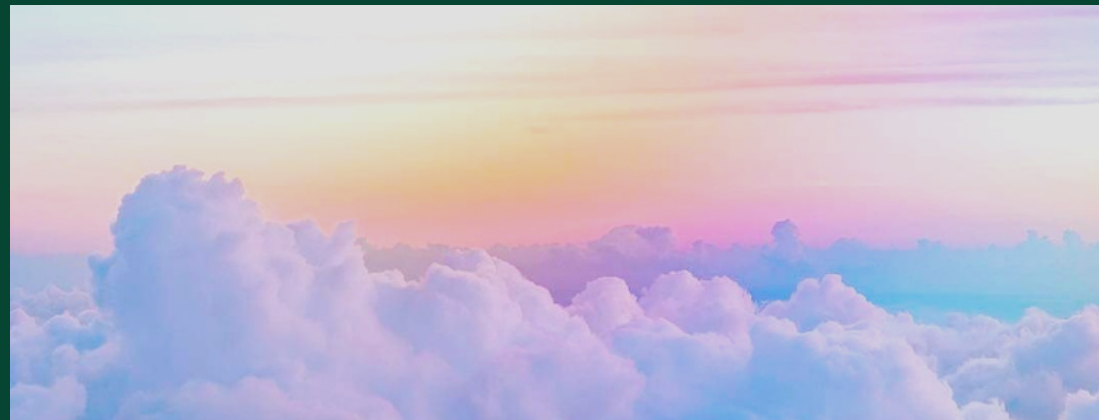
**CREATOR OF EMOTIONAL  
BODY MAPPING**



*"Alone we can do so little; together we can do so much." – Helen Keller*

THIS MASTERCLASS AIMS AT SHOWING HOW AND WHERE COLLABORATION IS SUCCESSFUL.

# What we are doing today!



## UNDERSTANDING THE MINDSET

Understand where competition begins in the mind as well as what it takes to truly have a collaborative mindset.



## MAKING ROOM

In order to shift your mindset or have collaboration be a part of your life, it takes making space for it in your life.



## TIPS ON BUILDING AND FINDING HEALTHY COMMUNITIES

Learn some useful things to spot quickly to be able to tell if a community is authentic (on Facebook or in real life)

Tips on building genuine community.





# MINDSET OF A COMPETITOR

**PROS: GO FASTER/MOTIVATED, LEARN RESILIENCE AS A CHILD, (CAN) BOOST SELF-ESTEEM WHEN HEALTHY.**

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**CONS: RUSHED DECISIONS, BAD BEHAVIOR, ACT OUT OF SCARCITY/DISTRUST, STRESS/ANXIETY, PREPARE FOR DISAPPOINTMENT, LOWER DESIRE TO ENGAGE/TEAM-MORALE LOW, EGO/PRIDE**

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'The constant need for publication, recognition, and the big one -- funding/money -- can push some over the brink of decency into distrust, deceit, and naughtiness. Don't do it. While it may allow you to "win" in the short-term, there is no long-term win.'

Alyssa Walker- Masterstudies.com On Competition in Science.







# MINDSET OF A COLLABORATOR

**PROS: BRINGS PEOPLE TOGETHER, HIVE-MIND MENTALITY, SHARING INFORMATION AND SKILLS, TRUST AND FAITH IN ONE ANOTHER, OPEN COMMUNICATOR, ASKS MORE QUESTIONS.**



**CONS: CAN GET LAZY, UNMOTIVATED, FORGETS SELF IMPORTANCE/ SOME SELF-CARE, CAN BE DISCOURAGED BECAUSE COMPETITION/EGO IS MORE COMMON IN HUMANS.**



Most people don't function with a mindset that supports genuine teamwork. The typical mindset supports group work that is more about cooperating or coordinating with others.

Collaboration requires a "we" focused behavior rather than an "I" focused behavior.





# MAKING ROOM FOR COLLABORATION

## SHARE MORE

1

Sharing is not just about relevant information; you also need to share outcomes of actions and challenges proactively.

## SEEK INSPIRATION/JOY IN OTHER'S SUCCESS

2

Check in with your thoughts and feelings on other people in your field or around you succeeding.

## WE VERSUS 'I' MENTALITY

3

$1+1=3$  and thus a “we” focus will help you look for the joint benefit that will leverage greater results

## COMMUNICATE FREQUENTLY AND OPENLY

4

You need to communicate! If you have information that is critical for the collaboration, you need to communicate about it and share it.



## ASK YOURSELF THESE QUESTIONS.

AM I ACTIVELY SEEKING COLLABORATION, PARTNERSHIP, OR ASKING FOR HELP?


AM I OFTEN UNHAPPY WHEN OTHERS SUCCEED AROUND ME? DOES IT MAKE ME GO, "WHY DON'T I HAVE THAT AND THEY DO?"

AM I ACTIVELY SHARING/NETWORKING AND SHARING MY KNOWN COMMUNITY BUSINESSES WITH OTHERS WHEN I SEE IT FIT?

WHEN I SEE SOMEONE ELSE IN MY FIELD OF PRACTICE PROMOTING THEMSELVES DO I GET BAD FEELINGS/DO I FEEL THE NEED TO PROMOTE MYSELF AS WELL?

DO I OFTEN COMPARE MYSELF TO OTHERS OR COMPARE OTHERS TO EACH OTHER IN ORDER TO DETERMINE WHO/WHAT IS BEST?





"Teamwork begins by building trust.  
And the only way to do that is to  
overcome our need for invulnerability."

- Patrick Lencioni



# TIPS ON BUILDING HEALTHY COMMUNITY

1

## WHOLE COMMUNITY ENGAGEMENT IS KEY

If you have a team everyone serves to be sharing each other, self, and participating.

2

## SHARE RESOURCES AND EACH OTHER!

Promotion is not just about yourself. It is recognizing and honoring that you are a team, a community and it is with all of you that success stands tall. Also, the more knowledge you share the more success for everyone!

3

## TRUST YOUR INTUITION

If someone or somethings seems fishy, very often it is! You can always figure it out too with a few more questions.

4

## COMMUNICATE VULNERABLY

The more you share vulnerably the more you are inspiring others to do the same and feel safe doing so,



# When being Introduced or Coming into a NEW Community

**Accept: You don't have to agree ;)**

**Participate and Ask questions.**

**Assess your morals/values and see if they align**

**Catch moments of lifting each other up and notice  
any areas of comparison.**

**Learn and Engage in growth.**

**Think in the "we" format and notice how many people  
use "I" format mindset.**



A person is shown from the back, in a yoga pose with arms raised, against a sunset background with palm trees. The image has a warm, orange-red tint.

TIME FOR!!!

Guided


Emotional Body Mapping

and

Group Coaching



# INFINITE LOVE AND GRATITUDE!!



Please tune into Future  
chats on Emotional Body  
Mapping, Holistic Business  
masterclasses, The  
Academy, Demos and  
More!

EMAIL ME!

[brookwoolf@emotionalbodymapping.com](mailto:brookwoolf@emotionalbodymapping.com)

OR FOLLOW ME!

FB Group: Emotional Body Mapping for the  
Mindful Modern Nomad

[Emotionalbodymapping.com](https://emotionalbodymapping.com)

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