

What evidence contradicts the Old Bottom Line and supports the New Bottom Line?



The next step is to begin actively to seek out and record information that directly contradicts your old ideas about yourself, and support the New Bottom Line you have identified by keeping a record and reviewing it regularly.

It is important to have a clear sense of exactly what you are looking for. The information (or evidence) you need to look for will depend on the exact nature of your Bottom Line.

If, for example, your Old Bottom Line was 'I am unlikeable' and your New Bottom Line is 'I am likeable', then you would need to collect evidence that supported the idea that you are indeed likeable (for example, people smiling at you, people wanting to spend time with you, or people saying that they enjoyed your company).

If, on the other hand, your Old Bottom Line was 'I am incompetent' and your New Bottom Line is 'I am competent', then you would need to collect evidence that supported the idea that you are indeed competent (for example, completing tasks to deadline, responding sensibly to questions, or handling crises at work effectively).

In order to find out what information you personally need to look for, make a list of as many things as you can think of in answer to the following related questions:

- What evidence would you see as inconsistent with your Old Bottom Line?
- What information or experiences would suggest to you that it is inaccurate, unfair or invalid?

and, conversely:

- What evidence would you see as consistent with your New Bottom Line?
- What information or experiences would suggest to you that it is accurate, fair and valid?

Supporting evidence to look for - some examples

	Old Bottom Line	New Bottom Line	Supporting evidence to look for
Eve	I am fat and ugly	I am attractive	All the good qualities I have that are nothing to do with physical appearance (from my list — note daily examples) Signs that men are interested in me (being asked out, glances of appreciation, being chatted up) People responding warmly to me (smiling, laughing at my jokes, people sitting next to me, looking pleased to see me)
Jack	I am unacceptable	I am acceptable	Positive responses when I dare to be myself, when I indulge in flights of fancy, get loud, pursue issues to the end, give my energy full rein (people joining in, being fired by my enthusiasm, wanting to know more, asking me back, wanting to spend time with me)
Kate	I am unlovable	I am loveable	My friends' affection for me. The practical things my parents do for me (it's their way of showing it) The good things in me that mean I am a lovable person (my loyalty, my thoughtfulness, my ability to tune in to other people's needs)
Aaron	I am worthless	I belong	Everything that shows I am a part of things (the football club, workmates inviting me out for a drink, my kids running to say hello when I come in, my wife giving me a hug)
Briony	I am bad	I am worthy	Things I do for other people Things I contribute to society (e.g. my charity work, political activism) My good points, day to day (from list) My relationships — signs that people love me (e.g. phone calls, letters, invitations, people stopping to talk to me)
Tom	I am stupid	I am open-minded	The way I expose myself to opportunities to learn My curiosity The fact that I am now facing my dyslexia and doing something about it
Mary	I am completely useless	I am loved and accepted as I am	People phoning to ask how I am People obviously pleased to see me when they visit Seeing how my support and affection are still valued by those I care about
Rajiv	I am not good enough	I am OK as I am	Signs that people value what I do (smiles, praise, thanks) even when it is not up to my old standard The good things about me that are nothing to do with how I perform (e.g. enjoying being sociable, appreciating music) My friendships — things people say and do that show they like me for myself, not for how good a job I do
Lin	I am inferior	I am as good as anyone	My positive qualities (keep recording examples) The good things in my life, that I deserve (my flat, my friends, the countryside I love, my new kitten)
Mike	I am pathetic, weak and incompetent	I am as strong and competent as needs be	Daily signs of my ability to manage my life (handling crises at home and work; running family finances; doing my job well) Recognising when I need help and asking for it