

Establishing Your “Why” Worksheet

****Here is a list of questions that I use to help my new distributor find their “Why” and develop a very clear conception of what they want, why they are doing this business, and what they are willing to do to get it.***

Questions:

If we were sitting here on (date one year into the future) what must happen personally, professionally, and financially for you to look back at the past year and be happy with your success?

(*ask “what else” multiple times)

Where were you one year ago and what were you doing?

What has changed for the better?

What has changed for the worse?

What are you most proud of?

What do you need to start doing today to reach your goal?

What do you need to stop doing today to reach your goal?

What do you want? What do you really want? What else?

How would you feel if you achieved it?

What are you willing to do to make this a reality?

How would your life change when you reach your goal?

What would you do and be able to do for others?

What would you do for yourself that you can’t or don’t do now?

If today was the last day of your life, what would you do?

Who would you do it with?

Create Your Vision: See the life of your dreams today!

What does your perfect day look like?

-What time do you go to bed and wake up?

-What do you do on a daily basis and at what time do you do it?

-Explain your work, activities, and who you spend your time with....

What does your house look like? Your furniture? Your artwork?

What kind of car do you drive? What color?

What do your clothes look like?

What do you look like? Explain your physical state.

What are your hobbies?

Who are the people that you spend time with? What do you do together?

Tell me about a time in your life when you achieved greatness. How did you do it? Why did you do it? What was the key factor? How did you feel? What did you do? Who else was with you? Tell me more!

Now that we have established what you want, on a scale of 1-10 how committed are you to achieving your goals in this business in the next 12 months?