

# **Evaluating Your Successful Self**

**Provided by:**



# **What will you do with what you have been given?**

**It is easy to take information like this, read through it quickly and throw it away. Worse would be to not even read beyond this.**

**DON'T THROW THIS AWAY OR DISREGARD IT AS SIMPLISTIC INFORMATION!**

**It is simple, but sometimes simple is all we need to succeed.**

**My goal in providing this information to you is to help you achieve the success you desire. So what is your definition of success?**

- **More growth from your business**
- **More time with your family**
- **More money for fun**
- **More praise from your boss**
- **Or something else**

**Think long and hard on what SUCCESS means to you.**

**NOW ON TO THE GOODS!**



# **I am going to give you **5** questions you can ask to evaluate the possibility of your future success**

## **1. Ask questions of yourself**

- **Have you been successful in the past?**
- **If you have been successful, how long ago? Last month? Year? Decade?**
- **What are some strategies that made you successful?**
  - **Are those strategies relevant today?**
  - **How can you modify them to be relevant today?**
- **Why did you abandon strategies that worked in the past?**
  - **Do they take too much work?**
  - **Do you not have enough time?**
  - **Does your current company not support the necessary investment?**

## **2. Ask questions of your current clients**

- **Why do they buy from you?**
- **If they could improve one are of a past transaction with you, what would it be?**
  - **Don't think because you did the deal, you did it all right!**
- **What are some recent transactions with other people or businesses that they enjoyed?**
  - **Why did they enjoy them?**
- **What are some recent transactions with other people or businesses that they despised?**
  - **What specifically did they despise?**

### **3. Ask questions of your lost clients**

- **Why didn't they buy from you?**
- **Why did they buy from your competition?**
  - **Price never matters!**
- **Did they buy at all?**
- **Would they buy from you the next time?**
  - **Why or why not?**

### **4. Ask questions of your colleagues**

- **What do your colleagues say about you?**
  - **Good? Bad? Smart? Stupid? Nice? Mean?**
- **Are you more successful or less successful than the colleagues you associate yourself with?**
  - **Look to surround yourself with people more successful than yourself.**
  - **Successful people will build you up. Unsuccessful people will drag you down.**
- **What are your colleagues doing that make them successful?**

### **5. Ask for professional help**

- **Find someone outside of your circle who's primary goal is your success**
- **By asking for professional help, you get:**
  - **Expertise in the area you need improvement**
  - **Brutal truth – WE ALL NEED THIS!**
  - **Someone who has been successful**
  - **Someone who has brought success to others**
  - **Someone who desires for you to succeed**
  - **And so much more**

# **A Special Offer To Be Your #5 and Help You With #1 - #4**

**So did you find the questions beneficial?**

**This is a small part of what I do for every single one of my clients. I provide personal coaching and training to help them achieve the success they so greatly desire.**

**Success means something different for everyone so let's schedule a consultation today to see if we are a good fit. [Click here](#) to book online or email me at [ryan@rjmprofessional.com](mailto:ryan@rjmprofessional.com).**

**Use the phrase "Be my #5" and receive 25% off our first month together!**