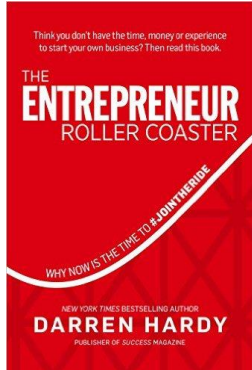


val **YOU** able
actYOUlization worksheet



The Entrepreneur Roller Coaster

Why Now Is The Time To Join The Ride
By Darren Hardy * SUCCESS ©2015

"There's only one certainty in business: You can't succeed if you quit."~ Darren Hardy

The Height Requirement is LOVE!

What do you love to do? How can you use your passion to help others?

What does Success mean to you? Define Success for yourself!

What are you afraid of? Others opinions, failures, etc? What fear is holding you back from creating your dream life? Remember: "Fear is not real. It's an illusion a phenomenon that resides entirely within your own brain. The only thing that can make you scared is how your mind interprets those things."~ Darren Hardy



actYOUlization worksheet

Your # 1 Job is sales.

Reframe selling into helping others. You need to get into the mind of your clients to truly help them.

Darren asks us these questions:

1. What are your clients thinking about?
2. What are they worried about?
3. What do they fear?
4. What do they hope for?
5. Now how can your product or service actually help them?

Your # 1 Skill is saying NO!!!

“Success has less to do with what we can get ourselves to do and more to do with keeping ourselves from doing what we shouldn’t.” ~Kenneth Cole

Identify your vital functions. What **MUST** get done for your business to succeed?

My Top three vital functions are:

- 1.
- 2.
- 3.

In order to achieve those vital functions I need to **STOP** doing, say **NO** to or delegate:

- 1.
- 2.
- 3.

Don't Forget to YOUutilize

Darren's FREE resources: rollercoasterbook.com/resources