

The **7 *Secret Principles*** of True Achievers In Business & Life
Exercise

1. What is your biggest goal in life? The one thing you want more than anything?

2. WHO do you have to BECOME to achieve this goal?

3. What daily behaviours do you have to adopt to guarantee its achievement?

4. Which area of your life/your business/your industry will you choose to develop your own Superhuman Syndrome?

5. Have you been afraid of rejection in your sales and business efforts?

6. If yes, can you identify the area where you've been needy?

7. Now have you found a conscious way to get rid of your neediness? How will you get rid of it?

8. Is your Ferris Wheel full of appointments, deals ready to close, strategies to get more business, clients ready to renew or sign long term? If not, what are you going to do about it?

9. Do you know which 20% of your clients bring you 80% of your profits?

10. How can you get more out of the bottom 80% of clients (only contributing 20% profits) to improve their contribution to your overall profits?

11. What areas of your work, that if you can commit to Top 20%, Top 10%, Top 1% Level of Mastery, would grow your business exponentially?

12. What is important to your business that you have been putting off because you feel you are not 100% confident? (The 80% Rule)

13. Does it have to be 100% to start making you money?

14. Who can help you move it from 80% to 100%?

