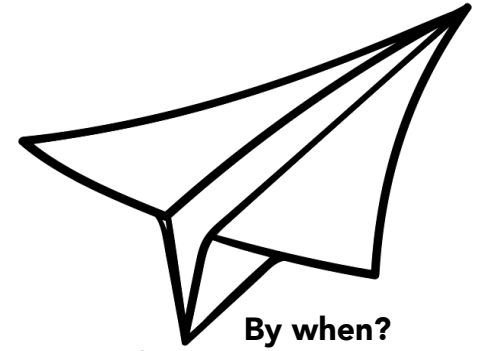
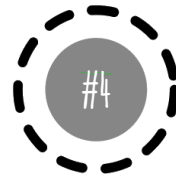


Asking the Questions to Get You Where You Want to Go



By when?
A deadline is essential.

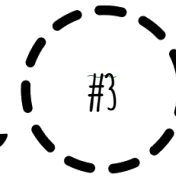


Will you commit to doing it?

The answer is either "yes," or "no." "Maybe," "I'll try," "If I can," or anything else is the same as "No."

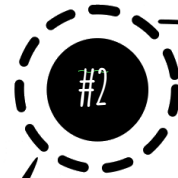
What has to happen for that to occur?

Obviously, something must change or you'd already be "there."



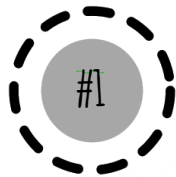
Can you make that change?

In other words, is the ability to change Step #2 completely in your control?



What do you want?

Define as clearly and succinctly as you can what your definition of success would be.



Anytime you don't know an answer or the answer is not "Yes," start over. Repeat the process until you can get all the way to the deadline.

