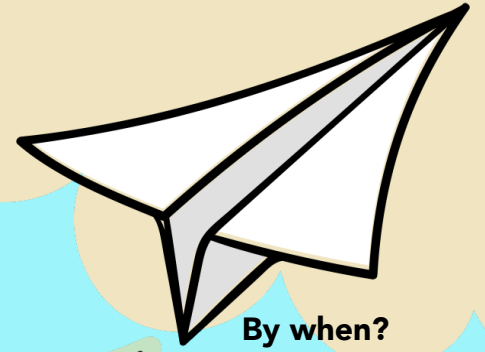
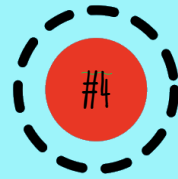


# Asking the Questions to Get You Where You Want to Go



**By when?**  
A deadline is essential.

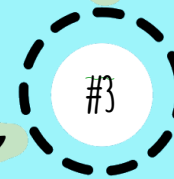


## Will you commit to doing it?

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."



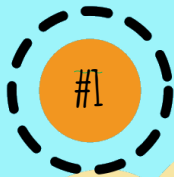
## Can you make that change?

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.**

