



2 What do you want?

When was the last time you stopped and took a deep breath and asked yourself this question? It is an important one to ask. Under pressure it can be easier to start explaining what you don't want. All that does is reinforce the negative. In order to be able to move forward you need the stimulation of a vision, a goal, and a glimpse of how you would really like things to be. It is a bit like thinking about your holiday plans before you get on the plane. It makes you feel good, motivated, excited. Much better than a good old moan about how you don't want this and you don't want that. Have you ever noticed how that can prompt feelings of the exact opposite to the ones that would help you to move forward and actually get what you do want?

So our very first '**Special Response Question**' is the most important one:

WHAT IS IT THAT YOU WANT?

Describe this in all its glory: your business, your work, your lifestyle, your relationships, the way you live your business life, the money you are earning, how you are spending it, what you are doing with your spare time – really let yourself dream.

Write it down and date it.

- ▶ Where do you want to be 12 months from now?
- ▶ Where do you want to be three years from now?
- ▶ What about five years?

Now imagine yourself five years on, having achieved what you want and looking back on yourself today; ask yourself this important question:

- ▶ What were the most important things you did that enabled you to get where you wanted to be?

Did these questions make you 'think'? Notice how easy it is to shift your mind to a better place when you ask yourself the right question. You may be working hard in your business right now and haven't had time to really 'think' about how you could be growing and developing your business. It might take all your energy just to keep going and get what needs to be done, done.

Questions challenge your thinking, they challenge what you are doing and how you are doing it, they stimulate and most importantly they help you to change things.