ASK YOURSELF GREAT QUESTIONS

"He who asks a question is a fool for five minutes; he who does not ask a question remains a fool forever." – **Chinese Proverb**

Express It

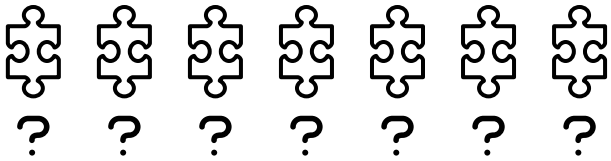
SPEAK IT

Speak what's below *out loud*, with enthusiasm, certainty, and belief. **Improvise** what you say as *much* as you want (actually, this is preferred). **Visualize** what you say - see it in your head before the words leave your lips. **Brackets** contain instructions that explain something specific to do.

What, Why, and How

- When you ask a question of yourself, your brain goes to work to do what it is designed and loves to do - find an answer!
- Great questions have a way of instantly engaging your brain to think - when your brain is thinking, you discover answers to life's many questions.
- Your brain contains an untold amount of positive, life-changing insights, knowledge and answers - **great questions allow you to siphon it out so you can use and benefit from it** (see graphic).
- Questions control your focus - they instantly shift your thinking and emotions in any direction you choose. For example:
    - *What is one thing you totally love about my life right now, and why do you love it?*

  Because you *choose* to find an answer to this question, you intentionally direct your thinking and emotions in a specific way, no matter what may have been on your mind or what you had been feeling before.
- Questions give you clarity, which helps you eliminate fear - asking and answering a great question about something is like adding a puzzle piece to a picture you want to see - the more pieces you discover (questions you ask), the clearer the picture. The more clarity you have, the less fear you have to act!



- You ask productive questions that focus on your strengths, resources, and solutions, not unproductive questions that focus on lack, weakness, and failure:
    - **Instead of asking:** *Why am I so unhealthy?*, **I ask:** *How can I improve my health?*
    - **Instead of asking:** *Why can't I get this right?*, **I ask:** *How can I get this right?*
    - **Instead of asking:** *What if this goes wrong?*, **I ask:** *What if this turns out awesome?*
    - **Instead of asking:** *Why am I so unmotivated?*, **I ask:** *How can I get things done?*
    - **Instead of asking:** *Why can't I sleep well?*, **I ask:** *How can I sleep better?*
- You use questions instead of statements:
    - **Instead of saying:** *I can't believe this happened*, **I ask:** *Why did this happen, and what can I learn from it?*
    - **Instead of saying:** *This probably won't work*, **I ask:** *How can I make this work?*
    - **Instead of saying:** *This is going to be really hard to do*, **I ask:** *What can I do to make sure I work on this as efficiently as possible?*
    - **Instead of saying:** *He/she doesn't understand me*, **I ask:** H*ow can I be more easily understandable?*
- I use *when...then* to trigger myself to ask great questions when certain events occur in my life. For example:
    - **When** I learn something valuable, **then** I will ask: *How can I apply this in my life/business?*
    - **When** I start my work day, **then** I will ask: *What must I get done today?*
    - **When** I'm faced with a challenge/problem, **then** I will ask: *How can I solve/use/learn from this, and what's the opportunity?*

when: ϟ ... then: ?