



Discover You Why and Get Leverage for Change

"He who has a why to live, can bear almost any how." Friedrich Nietzsche

Complete all the following questions prior to watching video 3, and refer to this document regularly in the first month or two so that you can really get leverage on yourself (incentive for change).

In order for any of us to do something and to really succeed at it, there has to be a big enough reason *why*. There needs to be a compelling reason as to why *you* are now taking a particular course of action and be honest with yourself about it. Especially if it is going to require a significant portion of your time and energy in order to accomplish it.

And now it's time to get clear on what your motivations are for embarking on this journey in the first place.

'MUST' Process

Five reasons why I MUST make _____ happen.

Insert a phrase appropriate for you. For example having more energy / being fit / being a high performer. These reasons need to be about something you want rather than something you don't want. So, instead of writing I don't want to lose my job; say something like I want to be an invaluable member of my team and position myself for promotion.

- 1) _____

- 2) _____

3) _____

4) _____

5) _____

Now it's time to up the ante a little. Answer the four questions below. I've given you some examples at the end to help you understand what I mean. There is space for five responses, but feel free to write as much as you can. The more the better, as this process is all about getting you to really be clear on your reasons why you **MUST** make this change.

1. What will happen if I don't _____?
2. What will happen if I do _____?
3. What won't happen if I do _____?
4. What won't happen if I don't _____?

To assist you with answering the questions above and to get you thinking before you start this exercise here are some examples that people I've helped sometimes give.

Example Answers

Question 1: What will happen if I don't learn to increase my energy levels?

- I will continue to feel sluggish and un-productive day after day
- I will miss out on opportunities because I don't have the energy

Question 2: What will happen if I do learn to increase my energy levels?

- I will find time to study for that course / write that book

- I will be able to give my best to my kids

Question 3: What won't happen if I do learn to increase my energy levels?

- I won't succumb to feeding myself those high calorie treats at 11am/3pm
- I won't feel like I'm 10 years older than I actually am

Question 4: What won't happen if I don't learn to increase my energy levels?

- I won't get that promotion as I won't be able to cope with the increased workload
- I won't be able to do as much with my weekends as I'll be continually recovering from the week

In order for you to change, you MUST have that compelling reason (or reasons) and that's why this process is so important. Think about how many times you've maybe set yourself a goal or wanted to achieve something but gave up shortly after starting out. The reason invariably is that you didn't want it badly enough. You didn't have a compelling reason why you must change. That what the exercises in this handout are all about, so be sure to complete before watching video 3.

Question 1: What will happen if I don't _____?

1) _____

2) _____

3) _____

4) _____

5) _____

Question 2: What will happen if I do _____?

1) _____

2) _____

3) _____

4) _____

5) _____

Question 3: What won't happen if I do _____?

1) _____

2) _____

3) _____

4) _____

5) _____

Question 4: What won't happen if I don't _____?

1) _____

2) _____

3) _____

4) _____

5) _____

How was that process? Pretty intensive? But also, enlightening – wasn't it? I know that it was quite long so I want to thank you for doing it. So many people want change but don't want to really make the effort. And if it's too much effort to answer a few questions, then would you really be able to put all the effort in required to achieve that high performance and energetic living state that you want. Well, the good news is that now you have completed this process, you have everything going for you to succeed.

I'll see you on video 3 for more training!

Hari