



# The Real YOU

WORKBOOK



# The Real YOU

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## 1. Make a list of 30 things you really ENJOY doing?

(These are the things you are passionate about, doing it makes you happy or have fun, or even include things you don't like)

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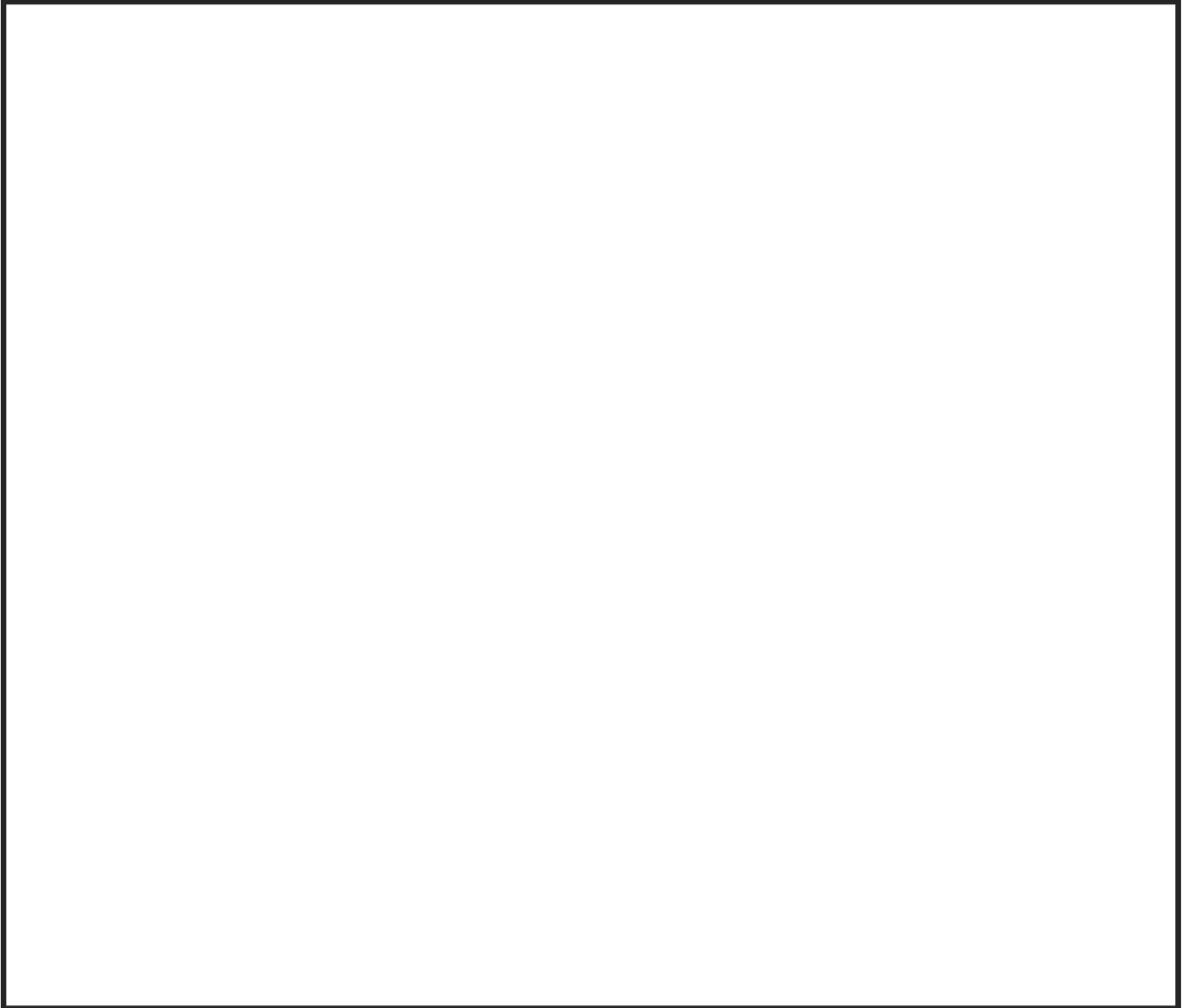
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2. Identify your 5-most favorite things from the list of 30.



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3. Make a list of 10 problems that you are good at solving.

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4. From the 10 problems identified, highlight the top-5 problems that you enjoy solving the most.

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5. From the 10 problems identified, highlight the top-5 problems that you've been asked repeatedly to solve.

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6. From the 10 problems identified, highlight the top-3 problems for which you've been PAID more money.

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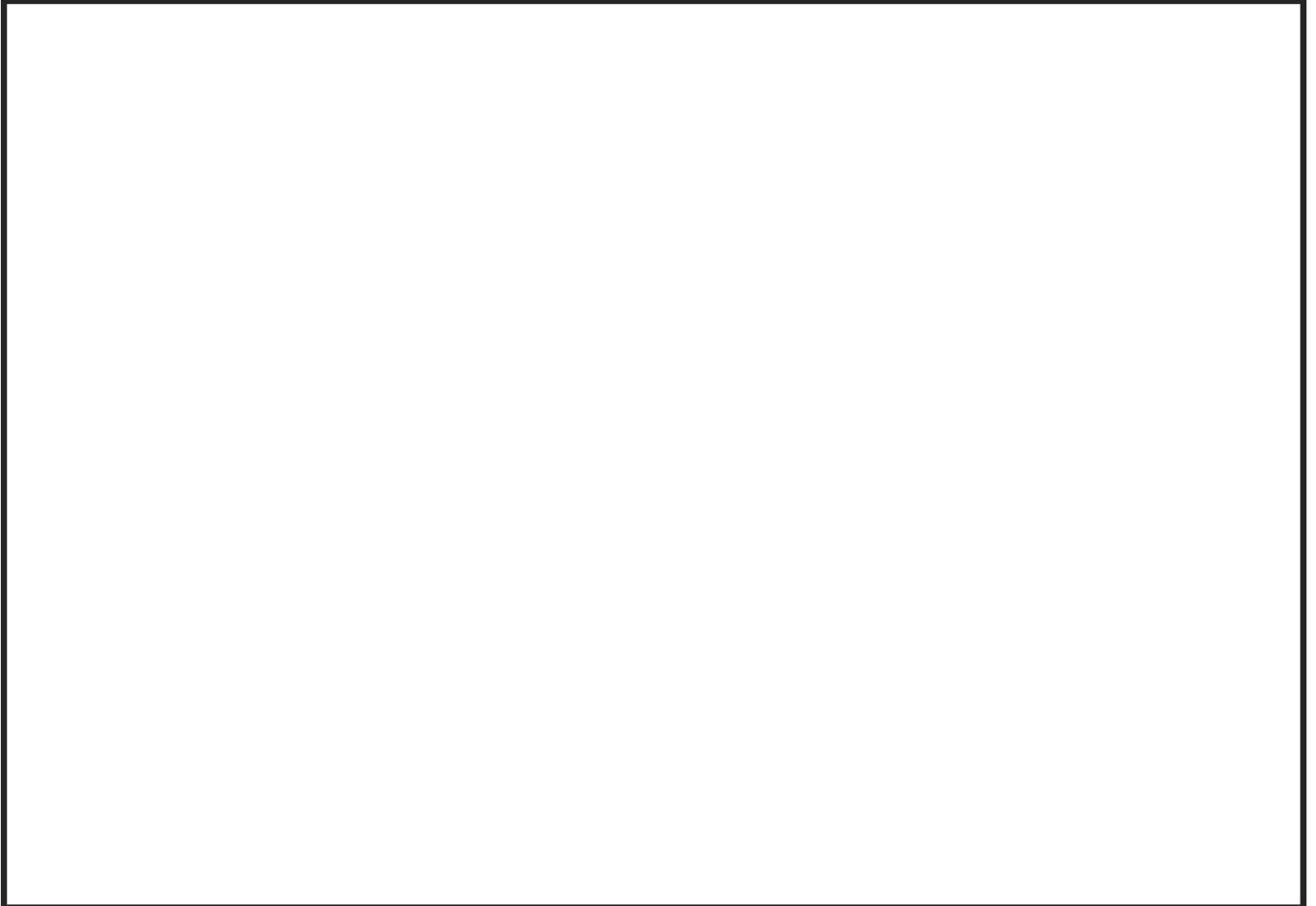
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7. Highlight the 2 problems that were repeated in all or most of the situations.



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8. What could go wrong, for your potential clients, if they don't get these problems solved?

Problem#1

Problem#2

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9. THREE things that your clients will say about you.

10. THREE things that your competitors will say about you.

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**11. THREE SKILLS that You've Developed That Allowed You To Be Successful.**

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12. TWO things you do in business that make you happy?

13. TWO things you do best and will not outsource?

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14a. Share THREE stories that showcase how you survived a challenge and turned your life around.

Story#1

# The Real YOU

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14b. Share THREE stories that showcase how you survived a challenge and turned your life around.

Story#2

# The Real YOU

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14c. Share THREE stories that showcase how you survived a challenge and turned your life around.

Story#3