

DISTRACTED BY **SUCCESS**
CHAPTER QUESTIONS

INTRODUCTION: ROAD TO SUCCESS

CHAPTER 1: DISTRACTED SUCCESS

What is your definition of Success?

INTRODUCTION: ROAD TO SUCCESS

CHAPTER 2: THE GREATS' DEFINITION OF SUCCESS

What characteristics, behaviors, and actions do you display when you are at your best?

What characteristics, behaviors, and actions do you display when you are at your worst?

Ask 2-3 people close to you what characteristics, behaviors, and actions they see from you when you are at your best and worst. Seek feedback from those you trust and who will be brutally honest. Write down what you heard.

IN YOUR PERSONAL LIFE

What do you love?

What are your responsibilities?

What are you looking forward to?

IN YOUR PROFESSIONAL LIFE

What do you love?

What are your responsibilities?

What are you looking forward to?

If you struggle with any of these answers, make a plan right now to find or do more of what you love, take on a new responsibility, and/or plan something you can look forward to. When creating a plan, it must be clear and detailed. Include the place, the time, who will be there, and what needs to be accomplished.

INTRODUCTION: ROAD TO SUCCESS

CHAPTER 3: HOW TO DEFINE YOUR SUCCESS

What behaviors and actions lead you to a feeling of pride or joy when you are exhibiting them?

What brings a sense of purpose to your life beyond professional goals?

What brings you a sense of fulfillment daily?

Who are some successful people in your life?

What behaviors and actions do you see them exhibit on a regular basis?

Ask a few of them their definition of success and write them here.

Maybe it is the same, or maybe it has changed or evolved. Either way, write your definition of success again.

STAGE ONE: KNOW YOUR IDENTITY

CHAPTER 4: DISTRACTED IDENTITY

Who are you?

What are the first words or phrases you use to describe who you are?

How are you living and behaving in such a way to get “likes”?

When do you avoid difficult conversations because you don't want to upset someone or hurt feelings?

How does your behavior change in different settings? Are you one person at work, another at home, and yet another when you are with your friends, by yourself, or at church?

What values, behaviors, and characteristics best define who you are?

STAGE ONE: KNOW YOUR IDENTITY

CHAPTER 6: HOW TO DISCOVER YOUR IDENTITY

Values List:

- Adaptable
- Adventurous
- Affectionate
- Ambitious
- Authentic
- Caring
- Charismatic
- Charming
- Cheerful
- Compassionate
- Confident
- Considerate
- Cooperative
- Courageous
- Creative
- Curious
- Decisive
- Dependable
- Determined
- Diligent
- Empathetic
- Energetic
- Enthusiastic
- Flexible
- Forgiving
- Faithful
- Generous
- Gentle
- Grateful
- Honest
- Humble
- Imaginative
- Independent
- Innovative
- Insightful
- Inspirational
- Intelligent
- Intuitive
- Joyful
- Kind
- Knowledgeable
- Loyal
- Motivated
- Nurturing
- Open-minded
- Optimistic
- Organized
- Passionate
- Patient
- Peaceful
- Perceptive
- Persistent
- Persuasive
- Positive
- Pragmatic
- Proactive
- Reliable
- Resourceful
- Respectful
- Responsible
- Self-assured
- Self-disciplined
- Self-aware
- Sincere
- Supportive
- Sympathetic
- Tactful
- Tenacious
- Thoughtful
- Trustworthy
- Understanding
- Versatile
- Warm-hearted
- Wise
- Witty
- Youthful
- Zealous
- Other

Today, ask at least five people what one word they would use to describe you and create a list below.

What are your top values?

When you compare the words people use to describe you and the words you highlighted, which values match?

What words did not overlap?

Are you surprised by anything?

What are the final traits that will make up your Standard?

Define your traits here:

Trait One:

Trait Two:

Trait Three:

Trait Four:

Trait Five:

Trait Six:

These behaviors now become your identity, your Standard, regardless of where you're at or who you're with. These behaviors will dictate how you think, act, and whom you hang out with. They will determine who you date, where you work, the clients you bring on, and every decision you make.

What's your Standard?

STAGE TWO: CHANGE YOUR THOUGHTS

CHAPTER 7: DISTRACTED THINKING

What are your fears?

How can you use your fear to help you improve and be your best?

How do you respond to the negative things in your life?

How do you react when things don't go as planned?

How do you behave when someone cuts you off on the freeway, or you have to deal with someone who appears incompetent?

Do your responses make situations better or worse?

Are you fixated on the negative in frustrating situations or focused on finding a solution?

STAGE TWO: CHANGE YOUR THOUGHTS

CHAPTER 8: THE GREATS' THOUGHTS

How do you think?

Do you stay neutral and keep going, or do you sulk over the negative, which prevents you from moving forward?

What obstacles have you claimed hold you back?
How can you use those obstacles to make you better?

STAGE TWO: CHANGE YOUR THOUGHTS

CHAPTER 9: HOW TO THINK DIFFERENTLY

Step One: Seek Mentorship

Who are your mentors?

How often do you meet with your mentors?

When you speak with them, how do you feel?

What do you learn from your mentors?

Step Two: Be Intentional with What You Feed Your Brain

What are you feeding your brain on a consistent basis?

What books are you reading? Are they helping you acquire more knowledge or gain new perspectives? Or do they only reaffirm your current beliefs?

What shows or movies are you consuming? Are they challenging your thinking, making you better, and filling you with hope and encouragement, or are they full of dishonesty, cheating, crime, and other distasteful content? No judgment here—just something to reflect on.

What people do you follow on social media? Do they elevate your thoughts or hold you back?

How will you improve what you are feeding your brain? What will you consume? When will you start? Where will you be?

Step Three: Experience New Things

When was the last time you experienced something new that validated one of your beliefs?

When was the last time you experienced something new that changed your perspective?

What activities can you experience that will challenge your thinking?

Where can you add more complexity to your life experiences and to the content you feed to your brain?

As we age, the number of experiences we are afforded tends to decrease. This could be due to several factors. What are some experiences that you desperately want to have during your life?

Set a date right now for when you will experience them. Make a plan and make it happen.

STAGE THREE: TAKE ACTION

CHAPTER 10: DISTRACTED MOTION

If you want to be healthy, what should you do?

What should you do if you want to have money available for retirement?

What must be done to improve your relationships?

How can you perform better at work?

Are you doing all or any of those things?

What excuses are you allowing to hold you back?

What are the distractions that keep you from being productive?

Create a plan for successful mornings and productive days.
What time do you need to get up?

What can you get prepared for your day the night before?

STAGE THREE: TAKE ACTION

CHAPTER 11: THE GREATS' ACTIONS

How do you plan out your day?

How much time do you waste when you do not plan your day?

What is the most productive thing you can do today? What one action will give you the best return on your investment?

How much time is wasted when you or your team aren't prepared or organized for the day?

What are the fundamentals of your business, relationships, and personal life?

How often are you working on the fundamentals?

Where do you need to start saying no at this stage of life?

In what areas have you been seeking balance instead of finding your rhythm?

Where do you need to finish?

Where have you become set in your ways?

When was the last time you sought feedback?

Who is coaching you to improve and ensuring you're doing what you say?

Who can you contact and ask to provide you with coaching and accountability?

Are You Doing the Right Things?

Are you doing the right things, and how do you know?

What are the fundamentals of your job?

What are the fundamentals for strong relationships?

What activities are you doing that are just busy work?

Who are you micromanaging?

What tasks can you delegate to someone else?

Are you seeing the return you want from the time you invest in your work, family, and personal life?

Are you noticing your relationships improving, your health getting better, or a reduction in stress? If not, then there is a good chance you aren't doing the right things.

What is your plan to ensure you are doing productive activities starting now?

Are You Doing Things the Right Way?

How do you ensure you are doing things ethically?

What are your values?

How do you walk them out so they are not merely words on a page?

How Can You Do Things Better?

How often are you seeking feedback about your work?

How often are you changing, modifying, or improving your process?

How can you innovate, get creative, try something new, or hire someone to help you present your idea, product, or service better with more efficiency?

What are some time-wasting activities you can cut out of your life?

STAGE THREE: TAKE ACTION

CHAPTER 12: HOW TO BE PRODUCTIVE

What are your current goals?

Professional –

Personal –

Relational –

How many can you successfully manage and achieve?

Are your goals based more on outcomes or the process?

How do you ensure you're doing the right things the right way and seeking to do them better?

How do you create the discipline to do what you should do?

STAGE FOUR: BUILD SOMETHING THAT LASTS

CHAPTER 13: DISTRACTED BY SELFISH DESIRES

Who are you doing everything for?

What are you building?

STAGE FOUR: BUILD SOMETHING THAT LASTS

CHAPTER 14: THE GREATS' LEGACIES

What communities do you belong to?

What new community can you join?

Who can you share your knowledge with? I challenge you to pick someone to mentor with the goal of making them better than you.

What are you building?

What do you want your legacy to be?

STAGE FOUR: BUILD SOMETHING THAT LASTS

CHAPTER 15: HOW TO BUILD SOMETHING SIGNIFICANT

As a recap, what's your Standard? What are your values? Are you living them?

What's the most productive thing you need to do today?

Where are you providing as much value as possible? How are you investing in others?

Where are you holding back knowledge because you fear being expendable?

Are you teaching or telling people what to do? How can you become more of a teacher?

Who do you need to encourage?

Where do you need to hold yourself and those around you accountable?

What relationships need to grow?

What is your plan to accomplish these things? Be specific.

CONCLUSION: THE ILLUSION OF CHOICE

CHAPTER 16: IF YOU WANT TO BE GREAT, THERE IS NO CHOICE

Go back through all your answers. Pick out what matters most to you: your core values, your Standard, and your definition of success. Write these down on a notecard, place them on your nightstand, or tape them to your bathroom mirror. Read it out loud every morning as a reminder of who you are, how you think, the actions you take, and what you are building. Look it over again every night and reflect: did you interact in all situations as your true self, sticking to your values no matter what life threw your way? Did you learn a new perspective, keep moving when times got difficult, and remain calm if things got challenging? Did you invest, coach, and encourage others to get better? Did you tackle your 1-2 top priorities of the day and let everything else fall into place? If you did, you could go to bed every night knowing that you had done all that you could to become a better person. Regardless of the outcomes of the day, regardless of the size of your bank account, your title, or your family's accomplishments, you will be a person without regret! You will have true success!