

What's Next? What's Missing? = Focus and Direction

- I. Decide what's next for you?**
Examples:
 - A) (More) customers.
 - B) (More) profits.
 - C) (More) leisure time.
 - D) (Less) stress.
 - E) (Less) paperwork.
 - F) (More) patience.
 - G) (More) tact.
 - H) _____
- II. Determine what is needed or necessary for you to obtain what's next.**
Examples:
 - A) Advertising.
 - B) Follow up.
 - C) Networking.
 - D) Planning.
 - E) More hours in the day.
 - F) _____
- III. Identify the resources you have to work with to create or produce II:**
 - 1) Time.
 - 2) Money.
 - 3) Ability.
 - 4) Contacts.
 - 5) Energy.
 - 6) Attitude.
 - 7) Integrity.
- IV. Identify what's missing to produce II.**
 - 1) Planning.
 - 2) Attitude.
 - 3) Focus.
 - 4) Confidence.
 - 5) Communication.
 - 6) _____
- V. Identify what must be added or changed.**
 - 1) Belief system.
 - 2) Attitude.
 - 3) Work ethic.
 - 4) _____
- VI. Identify how you are going to go about adding or changing.**
 - 1) Start doing the things identified.
 - 2) Be unwilling to accept status quo.
 - 3) _____

**There are no STOPS to the successful person,
only detours.**

ATTITUDE is EVERYTHING.

**When you think you can,
you can.**

**When you have reached the end of all the light that you know
and you must step out into the darkness that lies beyond,
faith is knowing that one of two things will happen.
Either you will find something solid to stand on
or you will surely be taught to fly.**

**We DO or we do NOT.
There is no TRY.**

**The most assured path to success
is to be short on promises
and long on delivery.**

**WHEN IT IS TO BE,
IT IS UP TO ME.**

**Your FOCUS
determines your REALITIES.**

**You are the KEY
to your SUCCESS.**