

# The Challenge to Succeed A Philosophy for Successful Living

## **Workbook**

for Further Personal Development  
and Application of this Philosophy to  
My Life

Chances are if you're holding this workbook in your hands, you have already attended one of Jim Rohn's seminars entitled *The Challenge to Succeed, A Philosophy for Successful Living* or listened to an audio presentation of that seminar. Perhaps you've listened to the program several times.

Undoubtedly, you recognized the wisdom of Mr. Rohn's philosophy and now want to take additional steps to apply that philosophy in your own life, to achieve your own success. You are one of the few people Mr. Rohn talked about who will take the easy, but necessary, steps to fashion your own life into the success you want it to be. That's why you enrolled in the Interactive Tele-Class to Further Personal Development for *The Challenge to Succeed* and why you now hold this workbook in your hands.

The discussions in each of the five tele-class sessions will challenge your thinking, help you to apply Mr. Rohn's philosophy to your life, and enable you to gather valuable ideas and insights you can use. The exercises in this workbook will take your progress a step further. You will examine your life as it is today, explore your dreams and goals for the future, and determine how you can utilize Mr. Rohn's philosophy to achieve your goals and live a successful life. You will integrate some of Mr. Rohn's ideas into your own developing philosophy and set down some concrete actions you intend to take to realize your goals. Later, after you've completed this program and this workbook, you can use these pages to measure your progress and see how far you've come.

For your convenience, space has been provided within the workbook so that you can take notes during each of the tele-class sessions if you desire. This will enable you to keep all of your materials related to this process together in one place. More importantly, rather than focus on extensive note taking during the sessions, try to be an active participant in the discussions. One of the extra benefits of these sessions is the opportunity for participants to learn from each other by interacting with others who are trying to incorporate the same philosophies and ideas into their own lives.

In order to fully participate in this program, it's important that you are familiar with the material in the Challenge to Succeed seminar. If you do not own this audio series, please go here now so you can order your set before your tele-class begins:

<http://jimrohncoaching.com/detail.htm>

Remember, this stuff isn't difficult. As Mr. Rohn says, it's *easy!* So enjoy the process. But remember that it will also require your time, a little work, and your commitment to get the maximum benefit from this program and this workbook.

Only you can do this for yourself. Only you can change your life. Are you up to the challenge?







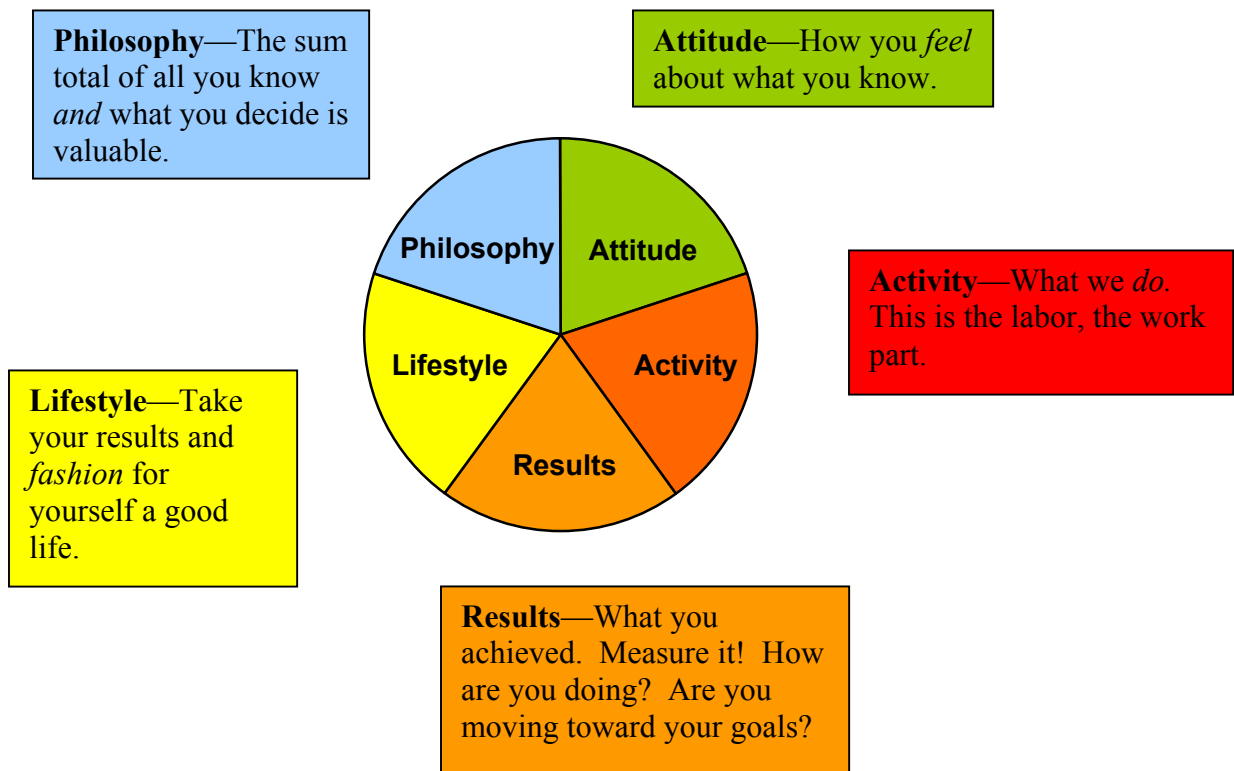
## Session 1 Follow-Up

### Are you ready to accept “The Challenge to Succeed?”

**J**im Rohn begins his presentation with the words, “It is a challenge to succeed. If it were not...more people would be successful.” Often, though, thinking about it the most difficult part. Today you took the hardest step—the first step. And as Mr. Rohn also says, let’s not waste our time on things that don’t count. So let’s do something that *does* count and jump right into making this philosophy for successful living work for you.

Mr. Rohn is adamant that this stuff is *easy*, but he is also quick to point out that it does require some work on your part. This workbook is no exception. You’re going to have to expend a little effort to change your life. But those little things, done regularly, will make a huge difference in your life. Filling out this workbook is easy. Anyone can ask themselves these questions, think about the ideas a bit, and write down a response. But it’s also easy *not* to do it! It’s easy to put this workbook aside and promise yourself you’ll do the exercises sometime before the next tele-class. It’s easy to say, “I’ll get to it tomorrow.” Remember, neglect starts as an infection with little things like this and becomes a disease. Don’t fall into that trap. Sit down *now* while this material is fresh in your mind and you are still absorbing all the things you talked about in the tele-class and work through the follow-up material for this session. Don’t put it off.

This program maintains there are five things we can work on to change our life—five pieces to the life puzzle, as Mr. Rohn puts it:



## Challenges are Tough

Yes, challenges are tough. If they weren't tough, they wouldn't be called challenges. But think back over your life thus far. You may not be exactly where you want to be right now or where you imagined you would be at this point in your life, but you've already overcome many challenges to get where you are today.

List three challenges you have already overcome in your life:

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_

## Build on Past Successes

How did you overcome these challenges? What skills or attributes did you use to overcome each one? (Be as specific as you can.)

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
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What was the hardest part of overcoming these challenges? Journal your thoughts about that here.

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## Your Future Starts Today

Now think about some of your wishes, dreams, or goals for the future. What are some challenges that loom in front of you now—challenges you will need to overcome to succeed and live the life you would truly like? For the purpose of this exercise, just list three.

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
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3. \_\_\_\_\_  
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Why do these challenges seem so tough? Write down your thoughts about what it will take to overcome these specific challenges.

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Now we're not going to solve all of these challenges just this fast. We're only on page 8 of the workbook! But let's take another look at each of those challenges and let's make things easy for now. What is one small, easy thing you could do that would bring you one step closer to overcoming each of these challenges? List them here—just one small, easy thing to advance you a step closer.

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_

## Commit to Taking Action

Now here's the critical thing: if you know that this one little thing in each of these three areas can help you begin to overcome these challenges in even some very tiny way and



bring you a step closer to living the life you want to live, why aren't you doing it? It's easy, right? So commit to doing it! And do it.

Right here. Right now. On this page, take an action. Write down your commitment to do these three easy things. Commit to doing them regularly, with discipline. Then write down how often you are going to measure your results in this area. How often will you check to see how you're doing? Of course, you need to go into this with an enthusiastic attitude. Remind yourself, "Hey, I'm starting down the path to success already! This is easy. Just a bunch of easy, little things that will grow bigger." And make up your mind that even though you haven't achieved your goals yet, you're on your way, and that's a great start. Be happy about that! Now do it. Write your commitment to yourself in the space provided.

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If you do just these three easy, little things, you will already have begun living your new philosophy for successful living. You will have incorporated each of the five areas you can work on: Philosophy, Attitude, Activity, Results, and Lifestyle. You'll be on your way!

### **Take Another Step**

You're off to a great start, so now take it a step further. Looking again at those three big challenges—the obstacles that stand in the middle of your path to a successful life—what is it about them that have stopped you from overcoming them thus far? Honestly identify any potential fears or difficulties you foresee. Why do these challenges seem so big?

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2. 

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3. 

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Besides those little easy things you committed to starting on above, what are some other ways you can try to overcome these challenges? Are you looking at the obstacles too

closely? Back up and take another look. Do you have to go through them? Do you have to move them? Are you trying to dig a tunnel underneath them? Can you climb over them? Is there an easier way? Perhaps you can go around them? Brainstorm about these challenges and list several different ways you could deal with each.

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_

### **Learn From Your Past Experience**

Write a short paragraph about a challenge you tried to overcome unsuccessfully in the past and then mastered later. What did you do the first time? Why didn't it work? How did you ultimately triumph over the challenge?

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### **Learn From Other People's Experience**

Do you know of anyone who has tried to overcome these obstacles in the past and then given up? Write that person's name down here. \_\_\_\_\_

Why not call that person up and asked them what they tried that didn't work? Put that on your list of things to do. Find out what didn't work. Learn from that person's mistake. If you do this, write down what they tell you here.

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Who else do you think could help you figure this out? Is there someone you know of who has already overcome similar obstacles? Write that person's name down here.

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Call that person up or take him or her to lunch and ask that person for the benefit of their experience. Learn from that person's success. If it worked for them, it might work for you. Write down what they tell you.

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### **Check Your Philosophy**

Now here's an important part. How did your original thoughts and ideas about these challenges and how to overcome them or how difficult they seemed to be compare with what you learned from the person who failed at the same thing and the person who succeeded at that same endeavor?

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How was your original philosophy on issues pertaining to this challenge formed? How was that philosophy tested or changed by what you learned? And what is your philosophy about it now? Journal those thoughts here.

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Looking at the above chart, how much time would you say you spend in a typical 24 hour period doing something that in some way contributes to one of your five main priorities as you listed them above. Write those numbers down in the space provided below.

Priority	Time Spent

Obviously, these numbers don't add up to the entire 24-hour day. How are you spending the rest of an average 24-hour period? How much sleep are you getting? And what are you doing with the rest of your time? This is important stuff. Write those numbers down below, too.

Activity	Time Spent
Sleeping	hours

### Reality Check

Now thinking about some of your goals and thinking also about the top five priorities in your life, how do you suppose you're going to realize those goals if you continue spending your time the way you are now? It's *easy* to just sit down in a chair after working all day and turn on the TV. It's *easy* to grab fast food for dinner. It's *easy* to get so caught up in all the running around that you don't spend any quality time with your family.

But take a look at what you're doing. You're spending your precious, valuable *time* on some things that don't matter according to your heartfelt goals and priorities. Lots of valuable time is wasted and in no way contributes to the achievement of your goals or

living the kind of life you want to live. *If you want to succeed in life and accomplish the things you want and get the things that are important to you, you're going to have to change.*

### **Easy, Little Changes**

Here, in the midst of your normal everyday life is where you need to make those changes, because it isn't the big stuff that makes the difference. It's the little, *easy* stuff that adds up and makes a big difference. Remember: It's easy to do but it's also easy not to do it. But you're here. You've already taken the hardest step—the first step—and you can change all that. You can change your life, and you can create your own success.

### **A New Plan**

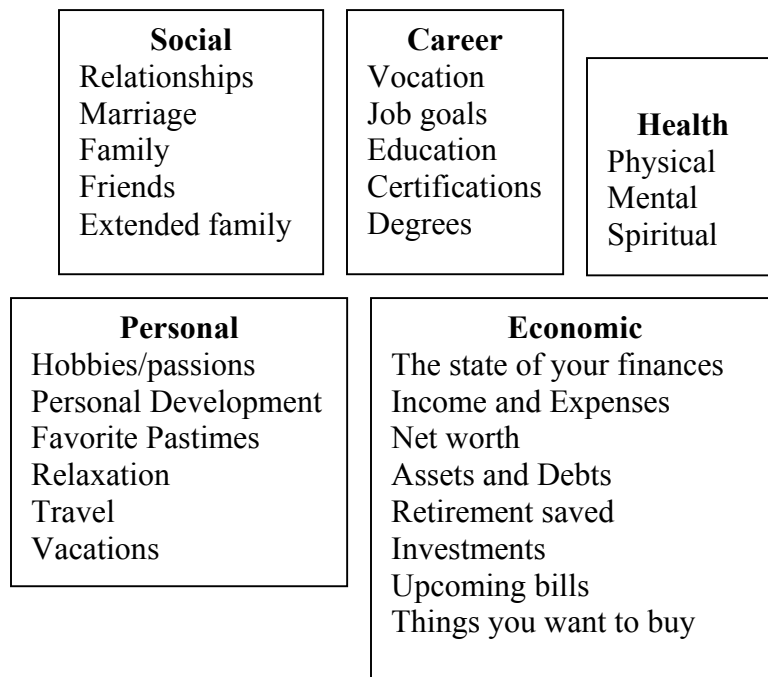
Think about what you can trade off in your everyday life so that you are spending more of your valuable time on what really matters. What unimportant things can you replace with more important activities? Fill in the chart below realistically, replacing those unimportant things with something small and easy that, over a period of time, will make a difference in your life. Create a new, more valuable schedule for your average day—one that invests your time wisely. It doesn't have to be hard and the changes don't have to be huge. Don't make this into a big production or make it so difficult that you can't do it. *Keep it easy.*

For instance, you don't have to join a health club and pay lots of money and be locked into a schedule to improve your health, but you might want to walk around the neighborhood every night after dinner. You don't have to quit your job to spend more time with your kids, but maybe you could watch less TV. You don't have to go back to college full time to become better educated, but you might want to read a book instead of stopping off after work for a couple of beers.

And get creative when you're doing this! Think it through. If your time is so valuable—and *it is* because once it's gone, it's gone, and you can never get it back—then why not combine some of those valuable activities to increase your personal value and succeed in life? Why not walk around the neighborhood every night after dinner *with* your kids and talk to them? Work on health and family at once!

Remember, time is more valuable than money. How you're investing your time is even more important than how you're investing your money. Spend it wisely.





## Defining Success

In order to achieve a successful life, you must first identify what success is for you personally. There are no right or wrong answers. Each person will have a different idea of what success means to them, and this definition of success will change over time. But for just this moment, it is important to define what success in each of these categories or areas of your life would look like to you.

On the lines provided below each heading, write down as clearly and specifically as you can what defines success in each area for your life. In other words, what would it take in each category in order for you to say, “I’m successful.” Be sure to use words that define some unit of measure, emotional words that describe how you would feel if you were successful, adjectives, and brand names or other specifics that will paint a complete picture of success as you see it.

For example, would you consider yourself successful in the Economic category when you own a car—any car—or when you can afford to own a brand new shiny black Cadillac? Does that Cadillac need to be paid in full? How much money are you earning? Etc. Is Social success having two close friends you can trust, a wife, 2.5 children, and a cocker spaniel named Buffy—or is it being invited to parties at the White House and golfing with Tiger Woods?









Who or what helped you place a particular value on the achievements or variables you identified as a component of success in each area?

**My philosophy on Social Success was shaped or influenced by/because/when:**

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**My philosophy on Economic Success was shaped or influenced by/because/when:**

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**My philosophy on Health was shaped or influenced by/because/when:**

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**My philosophy on Career Success was shaped or influenced by/because/when:**

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**My philosophy on Personal Success was shaped or influenced by/because/when:**

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**Setting a Starting Point**

Chances are that if you decided to take this program, it's because you're not quite where you want to be on your continuum to success. You haven't quite "arrived" where you want to be. Difficult as it may be, you must first face your current truth so you can begin your journey toward that success. You have to determine exactly where you currently stand—where you are on the map—before you can plan out the route you will take to arrive at your destination. The wonderful thing is that it really doesn't matter where you're starting from. You can start from wherever you are. But first you need to figure out exactly where that is.

In the following spaces, detail what your *current* life circumstances are in each of the five categories. If you can, try to include the same kinds of units of measure, emotional words that describe how you currently feel, adjectives, and brand names or other specifics that you used in the exercise where you painted a picture of what success would look like to portray a complete, accurate, and realistic picture of your current situation.









## If You Can Do *That*, You Can Do Anything

What have you learned thus far in your life? Before you are quick to say “not much,” stop a minute to rethink that. In the years since you were born—however many that may be—you’ve learned a lot. When you were a child, you learned to walk, to feed yourself, to dress yourself, and so on in a very short time. Chances are there are a good number of other things since your childhood that you tend to discount a little too quickly, as well. Review those years in your mind and make a list of at least 20 things you’ve learned in your lifetime. If you get stuck, consider what you learned from your parents and friends or a mentor, what you learned in school or on the job, hobbies or pastimes you enjoy, or other activities you participate in. You’ll soon discover it’s easy to come up with even more than 20!

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4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
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11. \_\_\_\_\_
12. \_\_\_\_\_
13. \_\_\_\_\_
14. \_\_\_\_\_
15. \_\_\_\_\_
16. \_\_\_\_\_
17. \_\_\_\_\_
18. \_\_\_\_\_
19. \_\_\_\_\_
20. \_\_\_\_\_

How did you learn to do all of these things? Did they come easily to you or did it require practice or repetition to become skilled in these areas? Often, the difference between a novice and an amateur is nothing more than discipline and persistence. Likewise, is the difference between average and success. The point is, if you learned to do all these things—and more—you can certainly learn a few more skills in your lifetime. It’s not too late now. In fact, the time is just right to get started.

Identify 10 specific things in your life you *want* to learn about or learn to do or learn to do much better. This might include a few of the things from the list above if you want to make significant improvement in any of those skill areas.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
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7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

For each of the above areas you want to learn about or improve, identify at least one—preferably more than one—way you can improve in this area. Don't limit yourself to how you can learn it, but also consider where you can go to learn it and who or what can teach you.

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2. \_\_\_\_\_
3. \_\_\_\_\_
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5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

### **Accomplishments**

Mr. Rohn used a six-year timeframe several times in his presentation. Looking beyond just skills, think back over the last six years of your life. What have you done during that timeframe and what do you have to show for it? Journal your thoughts about that here.

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What do you want to be different or to do differently over the next six years of your life?

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## Session 2 Follow-Up

### Now that you “know,” what are you going to do about it?

Education is the first part of building a better future—a more successful future—according to Jim Rohn. Facing your reality is an important part of that education. “Find out what’s wrong so you can fix it,” he advises. The previous section of this workbook helped you do just that.

But just “knowing” isn’t enough. You must move forward to examine your attitude—how you *feel* about what you think—and then you must take *action*. As Mr. Rohn points out, knowledge and motivation are useless without action.

### The Blame Game

It’s time to come clean. Everyone does it. Instead of taking responsibility for our current circumstances, we look externally for someone to blame for whatever predicament we find ourselves in. Mr. Rohn readily admitted he was quick to blame the government for a whole host of problems at one point. Who have you been blaming for your current life circumstances?

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Got it out of your system? Good. Because the fact is, you are responsible for you. From here on out, it’s all up to you. No more blaming the government, or your parents for how they raised you or didn’t raise you, or your ex-spouse, or your gender or your race or anything else. No one knows why we’re dealt the hand we are, but it’s up to us to play the best game we can with the cards we hold. Complaining about it accomplishes nothing.

### How Are You Feeling?

As you attempt to process the information and ideas in this program and contrast that with your current life circumstances and dare to look forward toward a successful future,



## Assessing Your Motivation

Changing your life is easy, but you'll have to work hard to do it. How committed are you to making changes in your daily life to achieve the success you desire?

Here's a pop quiz:

Do you own a copy of *Think and Grow Rich* by Napoleon Hill?

Yes \_\_\_\_\_ No \_\_\_\_\_

Do you own a copy of *The Richest Man in Babylon* by George Clason?

Yes \_\_\_\_\_ No \_\_\_\_\_

Have you read *Think and Grow Rich* by Napoleon Hill?

Yes \_\_\_\_\_ No \_\_\_\_\_

Have you read *The Richest Man in Babylon* by George Clason?

Yes \_\_\_\_\_ No \_\_\_\_\_

If the answer to any of these questions is “no,” why not? It's a rhetorical question, of course—one only you can truly answer—but the point is, what are you waiting for? These are the two books Mr. Rohn recommends in every one of his *Challenge to Succeed* seminars? If you don't own a copy of the books or can't afford to purchase a copy, you can read the books at no cost through your local library.

How badly do you want to achieve success? Are you willing to do what it takes to change your life and create the life you want? Are you ready to do those easy things that are also so easy *not* to do?

If you haven't already read both of these books, test your motivation. Your assignment is to get your hands on a copy of both of these books prior to the next tele-class and at the very least *begin* to read at least one of them. It's simple. It's easy. Are you up to the challenge? The challenge to succeed?

## Giving Credit Where Credit is Due

Who helped mold you into the person you are today? \_\_\_\_\_

Who most influenced your choice of careers? \_\_\_\_\_



Who made your education possible? \_\_\_\_\_

Who initiated your taking this tele-course? \_\_\_\_\_

Who decided where you currently live? \_\_\_\_\_

Who was your best teacher? Why? \_\_\_\_\_

\_\_\_\_\_

Outside of your formal education, who taught you the most about life? \_\_\_\_\_

\_\_\_\_\_

Who was your role model growing up? \_\_\_\_\_

Do you have a mentor? If so, who is it? \_\_\_\_\_

None of us got where we are by ourselves. We all have someone who helped us along the way. Equally important, we all have something to contribute to help someone else. Acknowledge one of the important and influential people in your life by writing a short note of appreciation for what they contributed to your life. If you know how to reach that person, consider copying the note into a card and mailing it to them today.

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**Should + Could + Don't = Disaster**

You know you should do it. It's not that hard to do and you think about it occasionally and sometimes often. But you don't do it.

List some of the things you *know* you should do, *could* do, but just *don't*. Try to include at least one item that falls into each of the five categories you've been using: social, economic, health, career, and personal.

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_
- 4. \_\_\_\_\_
- 5. \_\_\_\_\_
- 6. \_\_\_\_\_
- 7. \_\_\_\_\_
- 8. \_\_\_\_\_
- 9. \_\_\_\_\_
- 10. \_\_\_\_\_

That exercise was amazingly easy, wasn't it? Now list all of the convenient excuses you've come up with for *why* you don't do these things even though you should and you could.

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_
- 4. \_\_\_\_\_
- 5. \_\_\_\_\_
- 6. \_\_\_\_\_
- 7. \_\_\_\_\_
- 8. \_\_\_\_\_
- 9. \_\_\_\_\_
- 10. \_\_\_\_\_

**Change That Philosophy!**

Now refute each and every one of those excuses with a reason why you can and *will* begin doing those very same things.

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_
- 4. \_\_\_\_\_

5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

“A few easy things practiced every day will change your life. Don’t leave the little things you could do go undone.”

Print or type those two sentences on a piece of paper and photocopy it. Post a copy of it on your bedroom mirror, your bathroom mirror, the refrigerator door, the television set, the dash of your car, and in your office—wherever you will see it often and remind yourself to do those easy little things!

### **Write it Down!**

Those little things you should do are easy, but there are so many of them. You sometimes think about them at the oddest times. You always mean well, but then you get busy with something else and forget. If you don’t already own some, go out today and buy yourself some packages of those sticky notes and start using them. Keep them with you wherever you go. When one of those reminders pops into your mind, write it down and stick it on something where you will see it. Put them up in your car, on the bathroom mirror, on your calendar, on your closet door, or on the inside of your door so you’ll see it before you leave the house. A couple dollars, a few sticky notes. It doesn’t get much easier than that. But don’t trust your memory. Get out a piece of paper or one of those sticky notes right now and jot yourself a note: “Buy more sticky notes!”





## Session 3 Follow-Up

### When will I get that miracle?

Everyone wants that miracle—and the sooner, the better, right? How soon will you get that miracle?

Actually, it's all up to you. How soon are you ready to start? Listening to *The Challenge to Succeed*, taking this tele-class, and completing this workbook are critical and important first steps. Following through with the easy little things you've now identified that you need to do in your life is another step in the right direction. Continuing to do those easy things every day and at every opportunity will keep you on the path to success.

Adopting an attitude of persistence that keeps you on that path with your eyes fixed on the goal ahead is critical. Going into this program with a mindset of “until” and never stopping will get you to the miracle.

Are you committed to:

- Doing everything you can
- Doing the very best you can
- Resting very little

and

- Working harder on yourself than you've ever worked on anything else?

To the extent that you are truly committed and to the extent that you follow through, that will determine how long it will take to realize your miracle.

### How to Make a Miracle

Do you know any miracle workers? (People who will do whatever it takes to get the job done.)

If you don't know any personally, talk to successful people you know and find out who they are. Join a club or group where these people meet. Find out the names of well-known speakers like Jim Rohn who are miracle workers and buy their books and their tapes. Attend their seminars. Learn all you can from everyone you meet. Ask questions. Search for answers. Never quit learning. Develop your skills. Work smarter, not just harder.

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If you could work with a recognized expert to improve one area of your life, and assuming this person was the best of the best and could tell you exactly how to turn your life around in this area, what specific area in your life would you want to focus on? Describe the situation in detail.

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Looking back on the last several years of your life, would you say you've spent more of your time laboring or developing your skills? \_\_\_\_\_

How can you focus more of your time and energy developing skills that will lead you to a successful life and less time laboring? Brainstorm some ideas here.

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In what specific areas do you want to become more skilled?

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Identify some potential skills or talents you have been burying or neglecting to develop more fully.

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Why have these skills or talents gone unused? What is stopping you from utilizing them or developing them more fully?

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What specifically do you want to do with your life?

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What are you doing about it?

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Identify the skills or talents living this kind of life will require.

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Are you currently lacking any of these skills or talents? If so, list them here.

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How can you improve in these areas to live the successful life you envision?

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Do you want that kind of life bad enough to do the work required to get it? \_\_\_\_\_

What specifically will you commit to doing to achieve that life of success?

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Have you taken any action thus far, however small, toward achieving the life you want to live? Or have you been waiting for someone else to do the work? What are you waiting for?

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How will you measure your results to determine whether or not you are getting any closer to achieving the life you desire?

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How often will you measure these results? \_\_\_\_\_

### **Increasing Your Value**

How valuable are you in the marketplace today? (How much do you currently earn per hour?) \_\_\_\_\_

List the skills you *currently possess* that contribute to your success in the *marketplace* today.

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List the skills you *need to acquire or improve on* to become as successful as you desire in the marketplace in the future.

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How will you acquire or improve these skills to increase your value in the marketplace?

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Do you have a library card? \_\_\_\_\_ Do you know where it is? \_\_\_\_\_

Have you used it in the last 60 days? \_\_\_\_\_

If you don't have one, get one—then use it.

### **Where You Are Now**

#### **Social Status:**

Describe your marital status and family life and the quality of your relationships with your family. Are you happy and content with the way things are now or is there room for improvement? Are you spending enough time with your family? Do you get along or is there tension or discord among family members? Are there any issues you are not dealing with? Etc.

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**Economic:**

How much money did your household net last year? (Check your tax return if you don't know. Don't just guess.) \_\_\_\_\_

Was this income adequate to provide for you and your family's needs?

Yes \_\_\_\_\_ No \_\_\_\_\_

Why or why not? \_\_\_\_\_

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Within the last year, have you incurred any unexpected large expenses?

Yes \_\_\_\_\_ No \_\_\_\_\_

If so, how did you deal with them? How did you pay for them?

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How did you feel about the situation at the time?

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How do you feel about that situation in retrospect? Is there anything you need to change to prepare for any future unexpected expenses?

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Do you own your primary residence? Or rent? \_\_\_\_\_

Do you *want* to own your own primary residence? Or rent? \_\_\_\_\_

How many vehicles do you own? List the years, makes, and models:

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What other material possessions do you own that you are particularly proud of?

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Do you have any money put away or invested for retirement? If so, how much and where?

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Do you have any savings? If so, how much? \_\_\_\_\_

How would your family pay your normal household expenses if you lost your job?

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List your more significant assets here:

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List your liabilities here:

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What is your current net worth (assets less liabilities)? \_\_\_\_\_

Do you currently give to charitable organizations and causes?

Yes \_\_\_\_\_ No \_\_\_\_\_

Do you want to give more to charitable organizations and causes?

Yes \_\_\_\_\_ No \_\_\_\_\_

If you had the means, what charitable organizations or causes would you support and why?

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How much value do you place on money and income?

A lot! \_\_\_\_\_ Some \_\_\_\_\_ Not much \_\_\_\_\_ None \_\_\_\_\_

On a scale of 1 to 10 with 1 being destitute and 10 being filthy rich, where would you place your financial status today? \_\_\_\_\_

How much do you know about making wise financial investments, IRA's, mutual funds, etc.? Do you need to learn more about economics than you currently do to better manage your finances?

Yes \_\_\_\_\_ No \_\_\_\_\_

Do you regularly charge purchases and then struggle to pay off the debt?

Yes \_\_\_\_\_ No \_\_\_\_\_

Do you make impulse purchases?  
Yes, frequently \_\_\_\_\_ Yes, occasionally \_\_\_\_\_ No, never \_\_\_\_\_

Do you follow a budget or guideline for monthly expenditures in proportion to your monthly income?  
Yes \_\_\_\_\_ No \_\_\_\_\_

Have you ever taken a class, seminar, or program or read a book related to how to better handle your money and make it work for you?  
Yes \_\_\_\_\_ No \_\_\_\_\_

How often do money issues cause you concern or stress?  
Every day \_\_\_\_\_ Almost every day \_\_\_\_\_ Occasionally \_\_\_\_\_ Almost never \_\_\_\_\_  
Never \_\_\_\_\_

Do you have a financial plan for your life in place?  
Yes \_\_\_\_\_ No \_\_\_\_\_

**Health:**

Describe the current state of your health. Rather than just using general terms, try to be specific. Have you been ill or required medical attention over the last year? Has your health improved or declined during the last year? What things do you do regularly to ensure your good health? Are you on any medications or under a doctor's care currently? And if so, for what? Document the details here.

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Do you exercise regularly?  
Yes \_\_\_\_\_ No \_\_\_\_\_

Describe your current level of fitness and exercise. For instance, do you walk regularly? If so, how far? How many times a week? For how long? Do you feel you are in shape, getting in shape, or out of shape, etc.?

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Are you pleased or displeased with your physical appearance? \_\_\_\_\_

Why? Be specific. \_\_\_\_\_

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Are there any diseases or health conditions that run in your family, making you more susceptible to those conditions? If so, list them here.

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Do you practice any kind of preventative medicine or take specific actions to promote or enhance your general wellness?

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Describe your current state of mind. Does your mind feel sharp and alert most of the time? Or foggy and confused? Are you feeling depressed or optimistic? Do you have difficulty concentrating or remembering things? Do you feel chronically stressed?

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How much sleep do you get on an average night? \_\_\_\_\_ hours

Is this adequate or do you frequently feel tired or under-rested? \_\_\_\_\_

**Career:**

What is your current occupation? \_\_\_\_\_

Do you:  
Work for a large corporation \_\_\_\_\_ Work for a small company \_\_\_\_\_ Own your own  
business \_\_\_\_\_

Do you find this occupation and employer satisfying or unsatisfying and why? Elaborate on your thoughts here.

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When you were young, what did you envision yourself doing as an occupation when you reached this point in your life?

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How does that vision and your current occupational status correlate? What accounts for the differences between the two?

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Is there something you'd rather be doing instead of this occupation or something you feel better suited for?

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If so, what is holding you back from employment in that occupation?

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Now go back up to the list and put a circle around those things you particularly enjoy. Then cross out any of the things you really don't enjoy but do more out of a sense of obligation or commitment. Finally, put a star or an asterisk next to the things you haven't done within the last year and want to do more often in the coming year. If you had an entire week free from any and all responsibility to use as you choose, what would you do?

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How would you feel at the end of this week?

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Describe yourself. Be specific.

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3. \_\_\_\_\_  
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List your three greatest weaknesses:

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_

Remember: Affirm the truth about yourself and your situation.

Then: “If you change, everything will change for you.”







### **What's the Difference Between Now and Then?**

If, if, if, and when, when, when. A lot of people just don't get it. You don't have to *wait* to be happy. You can *be* happy *while* you work and wait.

Happiness has absolutely nothing to do with economics. It really has little to do with material possessions or accomplishments or any of the things people typically associate with happiness.

Happiness is a choice...an art...a state of mind. Happiness is up to you. You will be happy when you decide to be happy—no sooner, no later.

### **Plan to be Happy**

What kind of a day will you have tomorrow? Most of you are probably thinking, "Well, I don't know. I will have to wait and see how tomorrow goes, and then I can tell you if it is a good day or a bad day."

Why wait? Why not make up your mind right now to have a good day tomorrow?

What would it take for you to have a good day tomorrow?

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What if all of those conditions don't exist tomorrow? Can you still be happy? Journal your thoughts here.

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What would it take to be happy *every* day?

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Is it possible to be happy every day? Why or why not?

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Do you ever find yourself deliberately avoiding difficult circumstances, situations, or people? Steering clear of anything negative or upsetting? Trying to live a life without upset or interruption? Is it really possible to live a life without pain or unhappiness?

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Would you be the same person you are today had that day or event never taken place?  
Why or why not?

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List eight challenging or difficult experiences in your life that you've grown from significantly as a result.

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3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
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8. \_\_\_\_\_

How would your life be different today if you had not experienced *all* of these things?

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How can those experiences directly or indirectly contribute to your success in life?

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## Session 5 Follow-Up

### Setting Goals and Moving On

**B**y now you will probably agree that setting goals and examining your life in anticipation of making changes is hard work. It's not that it's difficult—it's actually quite easy. Remember Mr. Rohn's definition of easy? "Something you can do." But it does require that you work hard at it to achieve results.

Throughout this workbook, you've done the work necessary to set goals for yourself. You've thought things through, faced some truth, assessed your current life situation, and dared to dream about what you might become or how your life might look if you made some changes.

Here comes the fun part.

#### Set Some Goals

It's easy to set some initial goals. Everyone puts down a lot of the same stuff. Paying off the bills, going on vacation, etc. But it gets really fun when you stretch your mind beyond the pre-programmed answers your brain has been giving you for the last few years and dare to dream big, dare to think outside the box, and let your imagination run wild.

On the following pages, list 101 goals for your life. These can be goals for you personally, for you and your family, for your business or career—whatever. The trick is. You cannot stop until you have listed 101. Not 99, not 100, but 101. Take some time to daydream while you make your list and entertain ideas you haven't thought of in years. Put some things on that list that you don't think you may ever achieve, but wouldn't it be fabulous if you did. Include frivolous goals. And above all, enjoy making this list.

#### My Goals

Today's Date: \_\_\_\_\_

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99. \_\_\_\_\_
100. \_\_\_\_\_
101. \_\_\_\_\_

Keep this list handy over the next few months. Review the list frequently and check goals off as you achieve them.

When you feel inspired to create a new goal list, use the pages in the back of this workbook to do that. *Save* all the lists! Don't rip the old ones out and throw them away. You'll be fascinated to discover how far you've come and all that you've accomplished with your new philosophy for successful living when you look back in this book sometime down the road.

### **It's OK to Change Your Mind**

List five goals you *used to have* for yourself and your life that you changed your mind about.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Goals aren't always a permanent thing. As you grow and develop, your needs and desires will change. Likewise, your goals can and should change, too.

### **If You Did it Once, You Can Do it Again**

List ten goals you set *previously* for yourself or your life *that you have already achieved*.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
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10. \_\_\_\_\_

One of the most important things about setting goals is the ability to look back and see all that you've accomplished. The *most* important thing is the person you become as a result of overcoming the challenges and succeeding at your goals—whether you complete them

just as you envisioned, change your mind en route to the goal, or fail at the ultimate goal but learn something from the experience.

One of the great things to be learned from achieving any of your goals is that if you did it once, you can do it again. If you set your mind to something and maintain the discipline necessary to achieve one goal, you can do the same thing with your next goal.

### **Stretching Your Limits**

List five goals that would wonderful *if* you could achieve them, but you don't realistically think you ever will. (For example: Becoming a millionaire.) Get as outrageous as you'd like. The sky's the limit for this one.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Good goals should make you stretch. If you don't have to grow to achieve the goal, you don't gain from the process itself, and there is often more to be gained from the process than the outcome. Mr. Rohn would not have included becoming a millionaire on his list of goals when he was 25 with pennies in his pocket and nothing to show for six years of work. His mentor told him to put the goal on his list anyway.

Dare yourself to put down some truly outlandish goals that are the stuff your wildest dreams are made of. And watch what happens.

### **Recognizing Your Enemies**

Do you have any "external enemies?" Sometimes external enemies are easy to see, like the country that declares war on another. These people want to see you fail and have a vested interest in ensuring that you do not succeed. The intent is clear, and they are out to get you.

But other times, you may find "under cover" external enemies at work in your life. Some of these enemies may even disguise themselves as family and friends. These "enemies" may not be entirely bad but may try to defeat you in subtle ways nonetheless. Consider, for example, those in your life who do not always have your best interests at heart due to jealousy and envy, competition (healthy or unhealthy), and out of fear—fear that you won't need them anymore, fear that you will think you are "better" than they are, fear that you will leave them to fend for themselves, etc. They may have emotional, financial, or

other reasons they do not want to see you become a better or more successful person than you are now.

Can you identify any external enemies in your life? If so, list them here and alongside the names, identify what this enemy does to try to defeat you.

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### **Battling Your Enemies**

Mr. Rohn talked about the seven internal enemies you must battle to achieve success. While all are destructive, you may find one or two are the hardest for you personally to deal with.

Rate the seven internal enemies in the order that they plague you personally with number 1 being the most intrusive and difficult to battle, number 2 the next difficult, and so on:

Indifference \_\_\_\_\_ Indecision \_\_\_\_\_ Doubt \_\_\_\_\_ Worry \_\_\_\_\_ Over-caution \_\_\_\_\_  
Pessimism \_\_\_\_\_ Complaining \_\_\_\_\_

Elaborate about the two internal enemies that plague you the most. Can you identify what triggers their attack? Do you recall when they first entered your life and became a serious problem? What was going on in your life at that time? Were the people around you supporting you or helping these attackers get the best of you? Journal your thoughts.

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How do you feel about that missed opportunity now? If you could change your indecision about that situation, what would you do differently now?

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How often do you worry about problems or situations that might occur but never really materialize?

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Has anyone ever told you that you're pessimistic? How did that make you feel?

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Do you agree with their observation? Why or why not? What do you think made this person think that about you?

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When is the last time you solved or resolved something by complaining? Write about the situation, what you were upset about, and what happened when you complained.

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**Disgusted Yet?**

You've done the work. You've heard the program. You've completed most of the workbook. Are you finally fed up enough that you are willing to do the work to change your life? Willing to change your philosophy and turn down that road to successful living? Willing to commit to doing the easy things you can do and not neglecting them? What do you think?

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As Mr. Rohn points out, disgust is a negative emotion, but it can have a positive outcome.

**The Moment of Truth**

So here it is. It's decision making time. You're on the fence. And as you know, sitting on the fence will get you nowhere fast. You've got to decide. Which way are you going to jump—back to the way you've always done things where you can reasonably assume that the next six years of your life will be very much like the last six—or forward where your potential for a successful life is limited by no one but you?

How bad do you want a successful life? What has inspired you to make the leap? Are you ready to go “until?”

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## The Big Three Questions

Ask yourself these three questions:

Why?

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Why not?

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Why not me?

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Then say a prayer and ask for God's help and blessings on this new philosophy for successful living you're about to begin.

And get started! Take action! Don't wait.

Remember, this stuff is easy.

## Goals and More Goals

Use these pages to create additional goals for yourself. Save the old pages so you can see how far you've come!

Today's Date: \_\_\_\_\_

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Remember to check your goals off as you achieve them! And don't neglect the easy things to accomplish your goals.