



How to Find a Demand For What You Like 2-9-19

Scottsdale Civic Center Library

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workshops

Let's identify the next steps of your goal

Where I'm at with my goal is...

A blank coordinate grid with a vertical y-axis on the left and a horizontal x-axis at the bottom. The y-axis has 15 tick marks, and the x-axis has 15 tick marks. The grid is enclosed in a black border.

The next layer of my goal looks like...

How Do We Find a Demand for the Thing We Want to Supply?

To supply what we want to supply, we have to find the demand and have a way to supply it.

What could be getting in the way?

1.

2.

3.

What can we do?

We can accept that supplying a demand is about _____.

The 3 elements to positioning:

- 1.
- 2.
- 3.

Taking Action

1. All ever have to do is _____. Once we do, _____
_____.

2. The action we need to take may be _____.

3. Taking steps to build an _____ will take me farther in the long run.

4. The keys to building an infrastructure are:

- 1.
- 2.
- 3.

5. Out of the **3** listed above, which do I need the most?

6. What's a method (direct or roundabout) to getting it?

Gaining Insight

Insight–

We use insight to be _____.

The 3 avenues of insight we need:

1.

2.

3.

Keys to developing insight:

-

-

-

Exercises for insight:

1.

2.

Wiggling in

Once we position ourselves, what's our focus?

3 methods:

1.

2.

3.

We'll use _____ to bridge ourselves to the demand.

Opportunity-

Opportunities will come disguised as _____.

Seizing opportunities will serve as stepping stones to be in final position.

The rest will fall into place.

Let's clean house!

What I'll have to get rid of:

Beliefs—

Habits—

People—

What I'll have to implement:

Beliefs—

Habits—

People—

Let's build our day around the one activity that will move us forward

6 am	7	8	9	10	11	Noon	1 pm	2	3	4	5	6	7	8	9	10	11	Midnight	1 am	2	3	4	5	
Monday-																								
Tuesday-																								
Wednesday-																								
Thursday-																								
Friday-																								
Saturday-																								
Sunday-																								

Guard that activity!

Write down what could get in your way

Write down how you can guard against it

