

PURPOSE PROVOKING QUESTIONS:

1. What adversity have you overcome? What weaknesses can you turn into strengths?
2. What successes & accomplishments do you have? Do you know why you achieved them or why you pursued them?
3. What experiences & skills do you have? Almost all are transferrable. ID those you are really, really good at or enjoy.
4. Where do you spend your time & \$? (What serious hobbies or specialized knowledge do you have? What type of books do you read?)
5. Write down all the stuff you love to do (& from when you were a child)
6. What comes easy to you?

7. Why you? Why should someone listen to you, buy from you, hire you, recruit you, vote for you?

8. What do you stand for?

9. When do people respond best to you? What message are you sending?

10. Name 3 characteristics people have attributed to you. What are you known for as a person?

11. Name 3 words you use to describe yourself. Words others would use to describe you. (Ask them, you'll be surprised)

12. What is your favorite topic to talk about, read about?

13. Create a 'you' bumper sticker. What could be written on a bumper sticker to describe the essence of you?

14. ID those things that make you unique.



15. Describe your most favorite & least favorite work or other experience to date.

16. What has you jumping out of bed in the morning? (the most, and the least)

17. Start crafting & selling your strengths:

- a. I AM..... (write a skill, talent, ability or experience you possess)
- b. Because I.... (add how you used it, & if possible, quantify the results)
- c. ...So you... (state the benefit to the school or organization with which you are interested)

18. Describe your Nirvana – what would the world look like if you woke up & it was AWESOME & without fault in your eyes? What would you be doing? Who would be in it? Write out as if this is your world right now.

GET REALLY CLEAR on your strengths & where YOU add value. And we all add value. What kinds of 'problems' can you solve for people?

