

If I knew I couldn't fail, what would I do today?



I am just re-reading a fabulous book written by a very good friend of mine, Lindsay Tighe, called *'The Answer - Improve your life by asking better questions'*. I have always understood the power of asking better questions and have often used questions to improve my relationships and experiences with other people. But until recently I hadn't really ever stopped to think about the power of asking myself the right questions to get better outcomes in my life - that is until just the other day ...

I was sitting and struggling along with an aspect of my business – one which I had been stagnating on for a while. Due to lack of results and negative responses I was losing confidence and as a result was making less of the right decisions to move that part of my business and my life forward. Basically I was scared!! I was approaching more and more of the wrong people for a project that I needed partners for, because they were easier to approach not because they were people I would normally choose to work with!

As I felt this growing wave of doubt and frustration rise inside of me, I stopped, mentally slapped myself and asked myself this question; ***'If I knew I couldn't fail, what would I do today and who would I call?'*** Wow what a great question!! For the next 5 – 10 minutes I sat and wrote down exactly what I would do and who I would call if I knew 100% that I would be successful – it felt great.

The next scary step is action!

I then looked at that list and it was scary! These were things I wouldn't have thought of doing and people I would have thought of ringing had I not asked myself that question. And as I looked at this list I felt a different wave raising inside of me ...



There was no doubt that the most powerful feeling I experienced was fear. But amazingly there was another feeling that started to grow – that was the feeling of anticipation and excitement! I thought to myself that if I do these things and

make these calls imagine what could happen – even if I only do one or two of them!



I looked at the first number and didn't give myself enough time to think and let my fear talk me out of it. Before I knew it I had dialled the number and it was ringing. *'Please don't answer, please don't answer'*, I was thinking to myself! But to my horror it was answered and the voice on the other end said, *'Hello, this is ...'* I had no choice now!

Surprise, surprise it was okay! I survived! In fact it was easy. I didn't get the response that I wanted but I had made the call and felt great! So straight away, without thinking about it I picked up the phone again and made another call – this one was easier and I got an appointment out of it! Whooah!! That same day I went to an appointment I had set previously with that empowering question in my head; *'If I knew that I couldn't fail what would I do and say in this meeting'* The appointment went brilliantly – surprise, surprise!!

We too often ask ourselves the wrong questions

This whole process taught me an incredibly powerful lesson – that we often ask ourselves the wrong questions about things we don't understand or that scare us. This stops us doing the things that we need to do to move our lives forward in that particular area. When we look at a scary sales call we might ask, *'What if they reject me and I feel bad?'* rather than *'How amazing would it be if I get this sale?'* When we are about to start a wellbeing and fat loss program we often ask, *'What if I can't do it, like all the others times I have tried?'* rather than, *'What if this is the time that I achieve my goals forever – how incredible will I feel?'*

The first question in each scenario, and any other you can think of, will stop us in our tracks. It will often prevent us from even trying, or force us to give up too soon. Thus condemning us to a life we will most probably regret and resent! The second question gives us possibility, anticipation and excitement. Sure the actions that need to follow will be scary, but the results will be so so worth it!! We will grow in confidence, love ourselves and live the life that we are destined to live.



If we can get good at asking ourselves better questions then who knows what we can achieve in our lives. Is it worth a try? I would recommend buying Lindsay's book *'The Answer'* to help getting started in this process – simply go to; <http://www.betterquestionsaretheanswer.com/answer.php>

Have a great week!

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