

And then the last thing that you want to be focusing on is. Where is their sense of urgency? Because I mean, just think for a second and you don't need to tell me what the answer is.

C: Okay

B: Just think of a second one. What is? I'm going to ask you three separate questions. And what is one thing is that you can do in your business life you there and eliminating something from your business life or adding something to or changing the way that you are doing something right now that would make you more effective and or makes you enjoy your work more? You don't have to give me an answer. Just think about it. just one thing it doesn't have to be the most important thing. Just one thing

C: Okay

B: have you got one?

C: Yeah

B: Okay just hang on to that one. Now I want you to think about your relationship with your husband. And it could be something that you would like him to do, all you could do to him. Or something that you guys could do together or you could stop doing altogether. Again you don't need to share with me what it is. It doesn't have to be the biggest most important thing. It could be something that he could do or just you could do or you guys can do together or you could stop going. If any one of those things and it doesn't have to be the most important thing. You might just thinking if we could have a leisurely lunch by ourselves just once a week, where we can truly connect without business and you know boom.

C: Okay

B: okay so you have got that one?

C: Okay

B: okay and is now in your all other relationships. No with work, not with your husband you know just other stuff that you are doing in the community, with friends or sports or athletics or in your church, or anywhere something that you can either do or stop doing or add to your routine, that would make all of those all any of those relationships a more fulfilling commitment.

C: Okay

B: again it doesn't have to be the biggest one just tell me when you have got one.

C: Okay I have got it!

B: Okay so with all three of those personal life, professional life and spousal relationship. What would you say is the sum total; I wasn't timing it but what you say is the sum total that it took you to get all three of those things?

C: ummm 10 or 15 seconds

B: I think that is probably pretty accurate. So it didn't take very long of thinking you had something. Now with those things, had I asked you that same question at the very first part of the year. January 1 and we were talking about new years resolutions could those three things also have applied back then?

C: Oh yeah!

B: Okay so this is the perfect example. I ask to you about three very different areas of your life, about things that you could do or should do or would like to do or not do. That would improve the quality of your life and all through those areas. And it took you the sum total of 10-15 seconds to think about them and they have been on your plate at the very least four-months. So there we have examples of things that are floating around in your mind. It doesn't take very much time to think about what they are, yet the sense of urgency with each of those three things. None of them have got to the point where they have risen to the point where you say, "enough is enough! I have to act on this now." And guess what? Your experience that you've just had he is very similar to almost everybody that I have taken through the exercise. In fact many people are even quicker, "got it, okay, I got it!" Their sum total is six seconds. 3 seconds in some cases and sometimes when I say, " was that on your plate three month, four months, five months ago, six months ago?" some people often say, "it's been on my plate two years! I have been thinking about it, just haven't done anything about it!" That is a very, very common experience. We are only human beings and you know it is not good or bad it is just what it is. And that is life. Because we have got lots of things on our plate. The moral of the story is virtually any client that you would sit down with and ask a good hyper open-ended question." What in your life would you like your money to do for you that you haven't addressed yet? Or haven't addressed completely? Almost all of them could think of something that in the 3-5 seconds, 10 seconds, 15 seconds. You might have to ask them a second time in a slightly different way but something would come up in their mind. They literally cannot keep the thought from popping into your mind.

Then the next thing is we have got to be able to get that, where the sense of urgency is are high enough that they will act on it.