

Erika Jones

CONSULTANT | SPEAKER | COACH

- 1. What is my ideal definition of success?**
- 2. Is this definition well-rounded, to include all of the important aspects of my life?**
- 3. What are my top three values and how do they apply to my business?**
- 4. Do I factor in these values when I make business and personal decisions?**
- 5. Do I feel good about the way I treat the most important people in my life?**
- 6. Do I feel and express enough gratitude and appreciation for what I have?**
- 7. Is my stress level too high?**
- 8. What are three things I can do regularly to reduce stress? What stops me from doing them?**
- 9. What do I most often choose to ignore?**
- 10. What are three things I want to pay closer attention to in 2018?**
- 11. Can I be a better listener?**
- 12. Do I carefully consider other people's suggestions before I dismiss them?**
- 13. If I had a realistic magic wand, what would be my top three wishes?**

- 14. If there were any negative consequences, or fears, related to achieving my success, what might they be?**
- 15. When I ask the people I most respect to describe my leadership skills and qualities, what would be their top five responses?**
- 16. When I ask those same people about areas of improvement, what might those be?**
- 17. What are top three money-making activities I don't devote enough of my time and attention to?**
- 18. Other than money, what stops me from getting the systems and people in place to give me adequate freedom to scale my company?**
- 19. What is the single, most significant change I can make in 2018?**
- 20. What do I need to grow my business, but don't have?**
- 21. What actions can I take to get closer to, or acquire the things I need to grow?**
- 22. If I'm really honest with myself, how strong is my confidence and self-worth?**
- 23. Am I willing to consider that there are things I can do to improve my life/business, but don't have the confidence to take action? What would those things be?**
- 24. What would I be risking if I did some of the things that are outside of my comfort zone?**
- 25. What am I risking by not doing these things?**

- 26. On a scale of 1-10, how optimal is my self-care?**
- 27. What single and achievable commitment can I make to improve my self-care?**
- 28. What enjoyable activity do I not engage in often enough (or at all)?**
- 29. Are there any relationships that I want to repair or improve?**
- 30. Are there any toxic, extremely negative people in my life?**
- 31. Do I have enough support from friends, family, mentors, and my coach to help me achieve the personal and professional growth I desire?**
- 32. What are the most amazing things I've achieved in the last year?**
- 33. Do I acknowledge and celebrate my wins, even the smaller ones?**
- 34. Do I remain a victim to an experience or belief that I've been unwilling to let go?**
- 35. Is there anyone with whom I feel angry or resentful?**
- 36. How does it benefit me to hold on to these feelings?**
- 37. In what areas of life and/or business do I feel most vulnerable?**
- 38. What am I most proud of? Do I give myself enough credit?**
- 39. If someone were to observe the inner workings of my business, would my values and a healthy culture be visible to them?**
- 40. Do I verbally express praise and thanks to my employees, and others who support me?**

- 41. Do I easily get frustrated or angry with people who don't do things the way I do them?**
- 42. Deep inside, do I know that there is more than one way to achieve the same outcome, or better?**
- 43. Might it serve me well to trust people more? Am I overly controlling?**
- 44. Do I believe that everything must be hard, or that things never go right for me?**
- 45. When was the last time I had a good laugh?**
- 46. Do I feel guilty about not spending enough time with my kids--or others who are important to me?**
- 47. Do I have every confidence that my business is scalable, or do I have doubts about it?**
- 48. What am I most afraid of? Is my worse-case scenario really likely to happen?**
- 49. Am I living my passion?**
- 50. Am I willing to ask for (and in some cases pay for) the support I need?**