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# ELEVATING

**12**  
**QUESTIONS**  
TO ELEVATE  
YOUR PERSONAL  
AND PROFESSIONAL  
DEVELOPMENT

A PDF COMPANION TO THE AUDIOBOOK

*Leveling Up*

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## CHAPTER 1

# THE VISION QUESTION

What is my definition of success?

## DO THIS NOW

### The Personal Vision Exercise

Ask yourself:

1. What's a word or two that *others* would use to describe me?
2. What's a word or two *I* would use to describe myself?
3. What's one or two words I want others to use to describe me?

## CHAPTER 2

# THE SELF-AWARENESS QUESTION

What is it like to be on the other side of me?

Answering “Have you considered what it’s like to be on the other side of you in your personal and professional life?” can be difficult. Instead, ask yourself:

- What is it like to be on the other side of my emails?
- What is it like to be on the other side of my parenting?
- What is like to be on the other side of my texts?
- What is it like to be on the other side of my Facebook comments?
- What is it like to be on the other side of my marriage?
- What is it like to be related to me?
- What is it like to be in meetings with me?
- What is it like to work with me?
- What is it like to work for me?
- What is it like to follow me?
- What is it like to be on the sidelines of my kid’s game with me?
- What is it like to be coached by me?
- What is it like to be on a team with me?
- What is it like to travel with me?
- What is it like to do holidays with me?

- What is it like to be on a date with me?
- What is it like to live next to me?
- What is it like to live with me?
- What is it like to be my friend?

## **DO THIS NOW**

### **The Self-Awareness Inventory Exercise**

1. Write down what you think it's like to be around you at home.
2. Write down what you think it's like to be around you at work.

**CHAPTER 3**

**THE SELF-IMPROVEMENT  
QUESTION**

How can I get better?

**DO THIS NOW**

**The Feedback Exercise**

Ask three to five trusted advisors: How can I get better?

## CHAPTER 4

# THE TEAM PLAYER QUESTION

What credit can I give away?

## DO THIS NOW

### **The Bread Crumb Exercise**

Create your own bread crumb slide. Working backward, trace how you ended up with the current opportunities you have. Who is responsible for getting you in the room? Bonus points if you reach out and thank them.

## CHAPTER 5

# THE HUMILITY QUESTION

What mistakes can I own?

### DO THIS NOW

Think through your personal and professional relationships and consider owning any mistakes you may have made in the last month.

**CHAPTER 6**

**THE POTENTIAL QUESTION**

What risk do I need to take?

**DO THIS NOW**

Whether it's a hobby, a food, or a new skill, go try something new this week!

## CHAPTER 7

# THE ASSIST QUESTION

Whose dream do I need to support?

## DO THIS NOW

Go like, retweet, share, subscribe, listen, comment, or support somebody you care about. Be the person you wish you had in your life supporting you.

**CHAPTER 8**

**THE INTEGRITY QUESTION**

What is the right thing to do?

**DO THIS NOW**

If it's within your power to right a wrong today, do it.

If you have the opportunity to do the wrong thing today, don't.

## CHAPTER 9

# THE SCHEDULE QUESTION

How am I managing my time?

## DO THIS NOW

### The Calendar Exercise

Welcome to your very own calendar audit. Pull out your calendar and look at the last month. By category, assess:

1. Where did you spend your time?
2. What was unnecessary (i.e., what can you stop doing)?
3. What do you wish you did more of (i.e., what can you start doing)?

## CHAPTER 10

# THE REST QUESTION

Do I have to do it all?

### DO THIS NOW

Write down all the things you think you have to do. Then prioritize the list by what you should give more of your attention to, and what you should potentially drop.

**CHAPTER 11**

**THE FUN QUESTION**

Am I enjoying it?

**DO THIS NOW**

Count your blessings. Literally, write down the things that are good in your life and enjoy them. Write down the people you love, and enjoy them.

**CHAPTER 12**

**THE TRANSPARENCY QUESTION**

Who knows who I really am?

**DO THIS NOW**

Reveal just how human you are to one person.

## **CONCLUSION**

You may not be the CEO of your company, but you are the CEO of your own development. If you want to continue being encouraged to go to the next level, I send out an encouraging text to a community of people each week. To join that community, text “Leveling Up” to 469-809-1201. The next level is waiting for you.