



A Simple “Stay a Student” Check-In

1. Spot what’s on autopilot

Ask yourself:

What part of my message feels most familiar right now?

Where do I feel a little too settled?

If something hasn’t changed in years, start there.

2. Pressure-test your assumptions

Try this:

What am I assuming still holds true?

What might have shifted under my radar?

Markets evolve. People change. Your thinking needs to keep up.

3. Look at what didn’t land

Pause and ask:

Which talk, offer, or idea missed the mark?

What did I avoid examining because it felt uncomfortable?

That’s where insight hides.

4. Upgrade your questions

Notice the questions you ask clients or audiences.

Do they stretch your thinking or confirm what you already know?

Swap one familiar question for a sharper one and listen closely.

5. Sit in the student seat again

Not to consume, but to listen.

Where can you join a conversation without leading it?

Who challenges your thinking instead of nodding along?