

PROBLEM SOLVING

My problem:

I don't have any clients

1. Why do I not have any clients?
 - Because I have not reached out to any prospects yet.
2. Why have I not reached out to any prospects yet?
 - Because I haven't written any outreach letters yet.
3. Why have I not written any outreach letters yet?
 - Because I feel like I don't have enough knowledge and skills to help my potential clients.
4. Why do I feel like I don't have enough knowledge and skills to help my potential clients?
 - I haven't gone through the whole Level 3 Bootcamp yet.
5. Why have I not gone through the Level 3 Bootcamp yet?
 - I haven't been doing my work 100% faithfully to my calendar.
6. Why have I not been doing my work 100% faithfully to the calendar?
 - Because I haven't been tracking all my daily activities and measuring to see where improvements can be made. I have not been careful to live my life exactly how I planned it out.

Solution:

I have figured out that my root cause was not tracking all my daily activities to see what exactly I am doing and what I can change to make my days more productive. To make a change I am going to track every single activity that I do throughout the day and try to avoid the ones that I can sense will not help me on my journey. I am going to pay more attention to my daily calendar and see what I should be doing to get closer and closer to my goal.

A common problem seems to be laziness and cowardice.