

SUCCESS BLOCKERS

WORKBOOK



TAMPCO

SUCCESS BLOCKERS WORKBOOK

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INTRODUCTION

Who doesn't want to be more successful?

No matter how successful you feel, you likely still crave a little more. It's human nature.

You might not covet any more material things, but you are looking for satisfaction – that is still success!

The biggest problem is that no matter how much we want success, and what steps we are taking – we are often still sabotaging ourselves.

All of us engage in a few behaviors that are holding us back from success. If you read the companion guide to this workbook, you will already know 8 of those behaviors.

Now ...it is time to address those behaviors.

Are you ready to take your first step toward true success? Let's go!

SEEKING APPROVAL

Success is achieving **what you want**. If you are always seeking the approval of others, how can you do that?

Seeking approval is a behavior that we should all be familiar with. If we haven't engaged in it, we know others who have. This behavior is when you get too caught up:

- People pleasing
- Worrying what other's think
- Worrying about societal norms

Self-Validation

By examining your strengths and successes, you are receiving approval from the only person that really matters – yourself.

Your Admirable Qualities

These are the inherent qualities you are proud of, not skills per se. An example would be "I am kind to others."

This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

Your Strengths

This section is like your admirable qualities, but instead of focusing on who you are, focus on what you do well. For example, you might type exceptionally fast or be a great home cook.

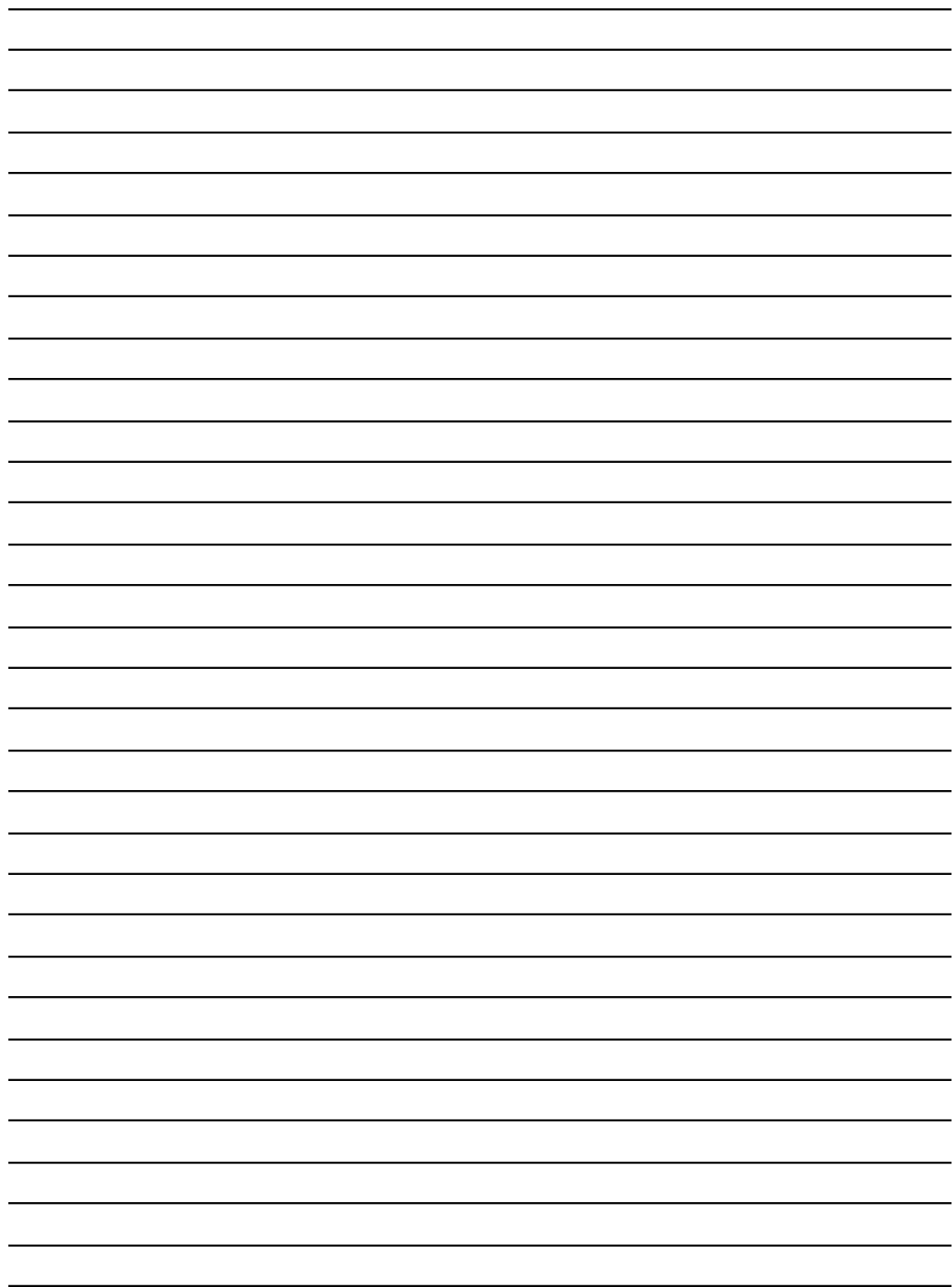
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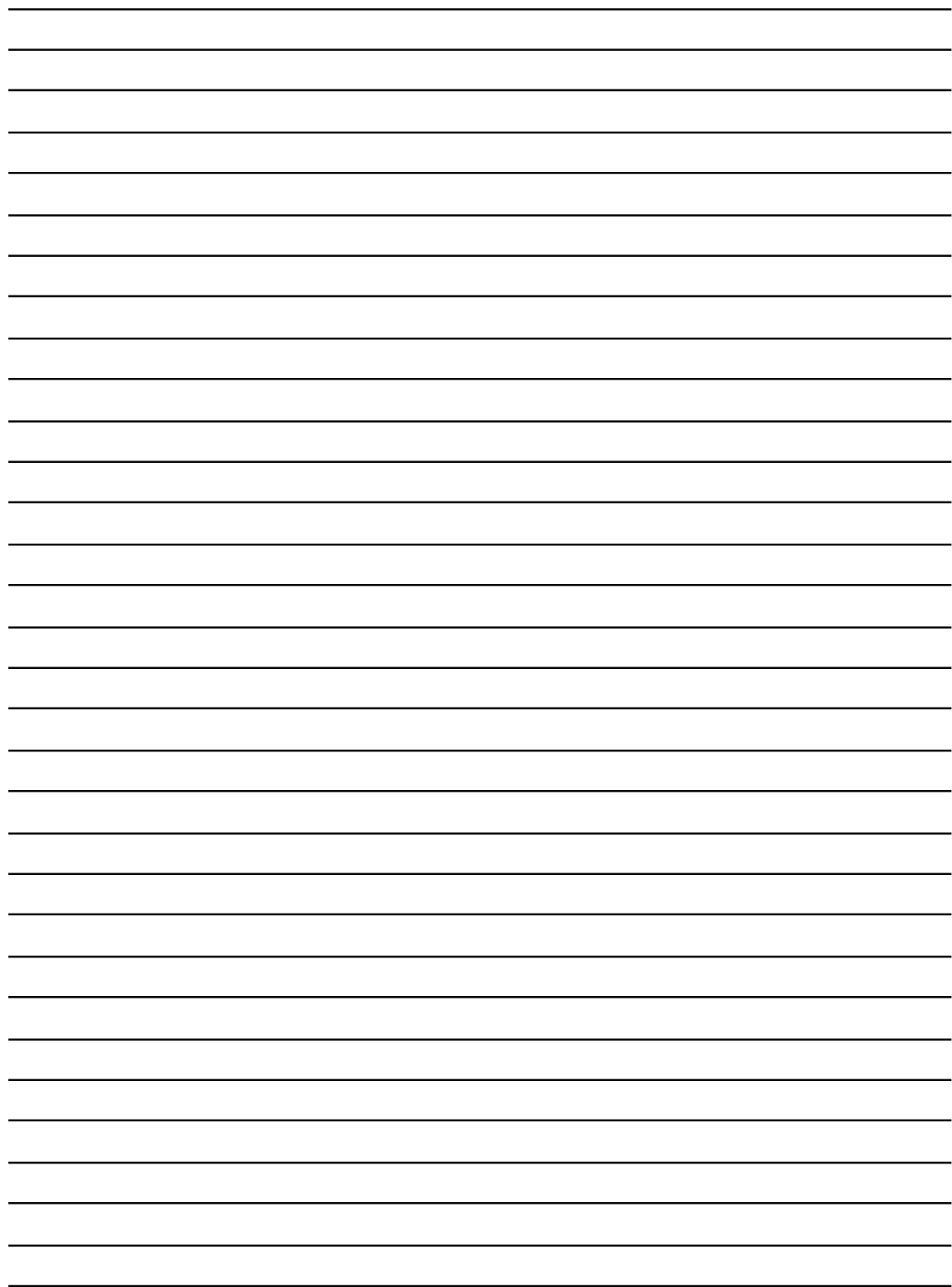
Decisions You Are Proud Of

[illegible]

\Miscellaneous Wins

We have left you two pages since this is such a wide-open topic.





NEEDING PERFECTION

In a vacuum, the idea of seeking perfection seems fine. I mean, who wouldn't want to do the best job possible. How can doing our absolute best hold us back from success?

That's the thing – you aren't doing "your best." You aren't looking to do the "best job possible." What you are trying to achieve is perfection – and that is impossible. Perfection is a myth.

Examine Past Mistakes

One of the best ways to address your need for perfection is to examine past mistakes. These situations didn't work out perfectly, but you are still here to tell the story.

Think about how these past mistakes ended up working out fine (if not better!) in the long-term.

Past Mistakes	Why They Weren't So Bad

Past Mistakes	Why They Weren't So Bad

NOT FOCUSING ON THE ESSENTIAL

Are you the type of person who likes to “do it all?” Do you fail to prioritize your tasks and just fly by the seat of your pants?

If you answered yes to either question, you might be hurting your chances of success.

The Priority Matrix

This is an easy to use tool that helps you figure out where you should be focusing your efforts, and what you should be delegating.

The following page includes a key on how to use the matrix, and then the page after that has a blank template you can use.

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URGENT

NOT URGENT

DO IT!

These tasks often pop up out of nowhere or are due to procrastination.

- Your client has an emergency
- You have a last-minute deadline
- There's an emergency at home

SCHEDULE IT

These tasks might not even have a deadline, but they are important to your overall vision or goals

- Planning long- or short-term goals
- Self-Care
- Learning or improving skills

DELEGATE

This is busy work. Tasks that need to be done daily but don't progress you towards your goals.

- Household chores
- Responding to emails
- Some meetings or calls with colleagues/clients

DELETE

These are the things that you do daily that need to be cut out or down on.

- Certain bad habits
- Social media obsessions
- Excessive TV watching

	URGENT	NOT URGENT
I M P O R T A N T		
N O T I M P O R T A N T		

SPENDING YOUR TIME WITH THE WRONG PEOPLE

While you may not need to drop your closest and dearest friends because their idea of success differs from yours, you still need to monitor who you spend time with.

The people around you can influence you, so surrounding yourself with positive, reaffirming friends is a must.

Reflecting on Your Social Circle

The best way to address this issue is to take a long hard look at who you spend your time with. This isn't going to be easy and will require strict honesty, but it will be worth it in the end.

We have included a table to help you organize your thoughts:

Person	Relationship	How They Impact Your Life	Should You Spend More or Less Time With them

[illegible]

FEARING FAILURE

We are all going to fail – likely a lot.

The only option we have is to get used to it.

If you don't, you won't achieve the things you want. If you are too worried about failing, you will be less likely to take risks. Even worse, you might be too worried to even take low-risk actions at all.

This will negatively affect your chances of success.

Examine Your Failures

Much like you did earlier with past mistakes, it is time to examine your failures. Was it really that bad? What did you learn from it? Examining past failures is a great reminder that failure is more of a starting point, than a dead end.

Failure	How It Worked Out	What I Learned

Failure	How It Worked Out	What I Learned

PLANNING BUT NOT ACTING

Obviously, being a good planner is vital to your success. In the long run, it is certainly more sustainable than just flying by the seat of your pants. Planning only becomes a problem when you get more comfortable making plans than actually taking action.

The Biggest Small Step You Can Take

Often, the only way to act on something ...is to act. This seems almost too simple to be true, but it's not a lighthearted quip.

After all, it's much harder to stop an object once it is in motion.

Taking one small, simple step can help break the ice, build momentum, and boost motivation.

This will be an easy exercise – simply think about one (or a few) of your most important goals. This should be a goal you have been planning, or at least thinking about for a while. What is one step that you could take towards it right now?

The only tricky part is it must be something you can do right away.

You will literally drop this workbook and you will take the step. So, what is your big-small step?

My Biggest Small Step Is:

NOT WORKING SMART

Hard work is important, and a vital part of our success but so is working *smarter*. Some people would argue it is even more important.

Working smarter can mean a whole host of things, but essentially it boils down to getting more done *efficiently*.

Offload The Monotonous

In this exercise, you will examine all of thing tasks you have to do – both personally and professionally – then figure out which ones you should offload to someone else.

Think of tasks that are simple and low priority. Things that are easy to outsource or delegate. Alternatively, think of tasks that you simply aren't well equipped to deal with. Once you have a list of these types of tasks, consider who could help you with them. For example, maybe a cleaner could help with your household tasks once a week.

Tasks I Could Offload	Who Could I Offload Them To?

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TOO COMFORTABLE IN THE COMFORT ZONE

The comfort zone is a great place to be sometimes – after all, they don’t call it comfort for no reason.

In our current world, embracing comfort is probably healthy. I have no qualms about the comfort zone.

...Unless you refuse to ever leave it.

Get Uncomfortable

This exercise will help you start getting used to discomfort. Consider it “dipping your toes” outside your comfort zone.

Think about the everyday tasks you do that are pretty much routine. Things like what you eat for breakfast, your nighttime routine, or how you get to work each day.

Then all you have to do is shake things up a bit. Eat something totally new for breakfast. Take an entirely different route to work.

These small acts of rebellion may not seem like something that moves the needle, but they do let you shake things up a bit. If you commit to doing this regularly, you will soon notice that you aren’t as bothered much by bigger excursions outside your comfort zone.

Your Comfort Routines	How You Can Shake Them Up

Your Comfort Routines	How You Can Shake Them Up

CONCLUSION

No matter how you define success, the thrill of achieving it is hard to beat.

To give yourself the best chance, you have to take positive steps towards your goals. However, almost as important, is monitoring your negative behaviors.

No matter how much progress you think you are making, if you habitually engage in the following behaviors – you are holding yourself back:

1. Seeking Approval
2. Needing Perfection
3. Not Focused on the Essential
4. Spending Time with the Wrong People
5. Fearing Failure
6. Planning But Not Acting
7. Not Working Smart
8. Too Comfortable in the Comfort Zone

The good news is - Using this workbook is the first step you are taking towards conquering these success blockers once and for all.

The first step is often the hardest. So, after patting yourself on the back for taking it, make sure you continue to follow-through. After all, you deserve success and it is there for the taking!