

- The problem I am facing and the root cause

1. **I didn't land the second client.** Why?

- a. Because I didn't get anyone interested. Why?
- b. Because I didn't write a good outreach. Why?
- c. Because the offer was crap. Why?
- d. Because my assumption was wrong. Why?
- e. Because I lack experience. Why?
- f. Because I didn't practice enough. Why?
- g. Because I didn't analyze my past outreaches and figure out the mistakes I am making. Why?
- h. Because I expected different results using the same action in the same situation. Why?
- i. Because my purpose wasn't strong enough to drive me. Why?
- j. Because I allowed myself to feel configurable in poverty. Why?
- k. Because I believed that just by flirting with the idea of getting successful would get me success. Why?
- l. Because I believed that I was special just because I told people that I had bigger ambitions. Why?
- m. Because I was finding comfort in others' validation for not doing what I should be doing. Why?
- n. Because even tho I found success in competitive sports (MMA and CrossFit), I was running away from the biggest challenge, to be free. Why?
- o. Because I was arrogant and thought this would be easy like the previous challenges I faced.

I was distracting myself to avoid facing the challenge in front of me. Realistically I was afraid to admit to myself that I ain't worth shit, and was running from hard work.

- Strategy to solve the problem and get my outcomes

1. STOP BEING A FUCKING BITCH ABOUT IT. PICK UP SOME BALLS, TAKE SOME RISK, AND ACTUALLY DO SOMETHING FOR YOUR BROKE ASS LIFE.
2. Hide your phone, cut out distractive friends around you (I am in uni and I live with 3 roommates, all 3 female, all party type)
3. Define your purpose, and dive in, fully focused to achieve your goals.
4. Seed up the warm outreach process, analyze everything, and don't be lazy about it.
5. Throw yourself into the unknown and figure it out as you go.
6. Spend all of your free time on outreach and prospecting. And move forward with your life.
7. I got this!