

THE EXERCISE

You have to fix your PROBLEMS...

1. Identify a problem you're facing
2. Walk the factory line. Ask why until you find the root causes.
3. Use outside resources if needed.
4. Create or update your strategy and tasks to solve the problem and get your outcomes

the faster you start facing your problems the faster you'll get successful

Problem: The problem I'm currently facing is fixing my outreach...

Factory line:

- ❖ I haven't sat down yet to try fix it
- ❖ I'm CURRENTLY avoiding it...
- ❖ I've tried avoiding it...
- ❖ I'm not focusing ENOUGH on what they need.

Root cause: ..

Whenever I try sit down and ACTUALLY work on my outreach I find something else to work on (The other thing it's not even important)

"Why?"

My focus on sitting on a google doc doesn't work...

"Why?"

I always try to find an excuse to do other things than working on my outreach...

"Why?"

It's not because i am a coward,

BUT

I'm currently acting like one and it looks like I don't want it enough..

Solution:

- I will actually schedule some time and ACTUALLY sit down and work on it.
- I'll look through and see what my client actually needs other than what I want to offer.
- I'll test through some outreach messages (at least 2) so I can see which one that works the best
- I'll have captains and other students looking through it before I start reaching out...
- STOP USING THE, "I have other things to do" EXCUSE.

