

- WHAT ARE THE LIMITATIONS YOU PUT ON YOUR LIFE? WHAT ARE THE REASONS YOU PUT THEM THERE?
- IN WHAT PERIOD OF YOUR LIFE DID YOU FEEL THE MOST SUCCESSFUL?
- HOW ENVOIOUS ARE YOU OF THE SUCCESS OF OTHERS?
- WHEN YOU REALLY WANT SOMETHING DO YOU USUALLY PLAN ONLY ONE OR SEVERAL WAYS OF ATTAINING IT?
- WHEN HAVE BEEN THE TIMES YOU WON FIRST PRIZE OR A CHAMPIONSHIP?
- WHAT TROPHIES, PLAQUES OR PRIZE RIBBONS HAVE BEEN AWARDED TO YOU? WHAT WERE THEY FOR? HOW DID IT FEEL FOR YOU TO RECEIVE EACH OF THEM?
- HAVE YOU EVER WON A LOTTERY OR RAFFLE?
- DO YOU KNOW WHEN TO CALL IT QUIT?
- DO YOU SEE SUCCESS AS SOMETHING YOU ALREADY HAVE OR SOMETHING THAT YOU MUST ATTAIN?
- WHEN WAS A TIME IT LOOKED LIKE YOU MIGHT LOSE AND SOMEONE HELPED YOU?
- WHAT PEOPLE DO YOU CONSIDER WINNERS?
- WHAT PEOPLE DO YOU CONSIDER SUCCESSFUL?
- DO YOU ACCEPT DEFEAT AS GRACIOUSLY AS VICTORY?
- WHEN WAS A TIME YOU SUCCESSFULLY TURNED A SITUATION AROUND? HOW DID YOU DO IT?
- WHAT MESSAGES DID YOU RECEIVE FROM YOUR FATHER AND OTHER MEN ABOUT SUCCESS?
- WHAT MESSAGES DID YOU RECEIVE FROM YOUR MOTHER AND OTHER WOMEN ABOUT SUCCESS?
- DO YOU ENJOY WORK, PLAY, SPORTS AND OTHER ACTIVITIES EVEN WHEN YOU DON'T WIN?
- WHAT SINGLE THING HAS CONTRIBUTED MOST TO YOUR FEELING OF SUCCESS?
- WHAT SINGLE THING HAS CONTRIBUTED MOST TO YOUR FEELING OF FAILURE?
- DO YOU WELCOME SUCCESS INTO YOUR LIFE?
- WHEN YOU HELP SOMEONE ELSE FEEL LIKE A WINNER HOW DO YOU FEEL?
- WHEN WAS THE LAST TIME YOU FELT LIKE A WINNER?
- WHEN WAS THE LAST TIME YOU FELT LIKE A LOSER?
- DO YOU EVER SABOTAGE YOUR SUCCESS? IF SO IN WHAT WAYS?
- WHEN WAS A TIME YOU WERE A WINNER BUT FELT BAD ABOUT IT?
- WHEN WAS A TIME YOU WERE A WINNER AND FELT GOOD ABOUT IT?
- WHEN WAS A TIME YOU LOST AND TOOK IT BADLY?
- WHEN WAS A TIME YOU LOST BUT GOT OVER IT QUICKLY?
- WHEN WAS A TIME YOU COMPETED WITH YOURSELF?
- WHAT WAS A COMPETITIVE SITUATION YOU ENJOYED?
- WHAT WAS A COMPETITIVE SITUATION YOU DIDN'T LIKE?
- WHAT WAS A COMPETITIVE SITUATION YOU WERE IN AS A CHILD?
- WHAT WAS SOMETHING YOU STARTED AND SUCCESSFULLY COMPLETED?
- WHEN WAS A TIME YOU WORKED REALLY HARD FOR SOMETHING AND IT DIDN'T TURN OUT VERY WELL?
- WHEN WAS A TIME YOU WERE PRAISED FOR SUCCEEDING AT SOMETHING THAT WAS VERY EASY FOR YOU? HOW DID YOU FEEL?
- WHAT IS SOMETHING YOU WOULD LIKE TO SUCCEED AT?
- WHAT IS SOMETHING YOU DON'T NEED TO SUCCEED IN?
- HAVE YOU GOTTEN MOST OF THE THINGS YOU'VE REALLY WANTED?
- WHEN YOU SUCCEED WHAT ARE YOU MOST LIKELY TO DO?-LET EVERYONE KNOW OF YOUR ACCOMPLISHMENT?, BE GRACIOUS IN RECEIVING COMPLIMENTS?, PRETEND IT WAS REALLY NOTHING?, USE IT TO DO TWICE AS WELL NEXT TIME?
- WHAT WAS SOMETHING YOU PLANNED THAT TURNED OUT WELL?
- WHAT WAS A SUCCESSFUL CREATION YOU ARE PROUD OF?
- DO YOU KNOW OF ANYBODY WHO FAILED AT ONE TASK ONLY TO SUCCEED AT ANOTHER?
- WHEN WAS A TIME WHEN THE ODDS WERE STACKED AGAINST YOU, BUT YOU SUCCEEDED ANYWAY?

- WHEN WAS A TIME WHEN THEY SAID YOU WOULDN'T BE ABLE TO SUCCEED AT SOMETHING AND YOU DID? HOW DID IT FEEL?
- WHAT ARE ALL THE AREAS OF YOUR LIFE IN WHICH YOU CONSIDER YOURSELF A WINNER?
- DO YOU FOCUS ON YOUR CURRENT PROJECTS OR ARE YOU USUALLY LOOKING OVER YOUR SHOULDER AT PAST FAILURES?
- WHAT ARE THE FEARS THAT KEEP YOU FROM THE SUCCESS YOU'D LIKE? WHAT WILL YOU LOSE IF YOU DON'T LET GO OF THIS FEAR? WHAT WILL YOU GAIN IF YOU DO?
- DO YOU HAVE A TEAM OF PEOPLE WHO ARE PUSHING YOU TOWARDS SUCCESS IN REACHING YOUR GOALS?
- DID YOU EVER SUCCEED AND NOBODY NOTICED?
- DO YOU DERIVE SATISFACTION FROM DOING YOUR BEST?
- HOW DO YOU MOST WANT TO BE REMEMBERED BY THOSE WHO FOLLOW YOU?

SUCCESS

BELIEFS

- DO YOU BELIEVE THAT TO GET AHEAD IN THE WORLD YOU NEED TO OVERLOOK A LOT?
- DO YOU BELIEVE THAT TO GET AHEAD IN THE WORLD YOU HAVE TO STEP ON A FEW TOES NOW AND THEN?
- DO YOU BELIEVE THAT SUCCESS TAKES HARD WORK?
- DO YOU BELIEVE THAT SOME PEOPLE ARE LUCKY AND SOME ARE NOT?
- DO YOU BELIEVE YOURSELF TO BE A SUCCESSFUL PERSON?
- DO YOU BELIEVE THAT THE DESIRE TO WIN AND BE ON TOP IS EVIL?
- DO YOU BELIEVE THAT "WINNING IS EVERYTHING?"
- DO YOU BELIEVE THAT "WINNING ISN'T EVERYTHING-IT'S THE ONLY THING"?
- HAVE YOUR BELIEFS ABOUT SUCCESS CHANGED AS YOU'VE GROWN?
- DO YOU BELIEVE THAT SUCCESS IS SOMETHING YOU REACH LATE IN LIFE?
- DO YOU BELIEVE THAT SUCCESS AND WINNING ARE THE SAME THING?
- DO YOU BELIEVE THAT TO GET AHEAD IN THE WORLD YOU CANNOT TOLERATE ANY INTERFERENCE FROM ANYONE?
- WHAT DO YOU BELIEVE IT TAKES TO SUCCEED?
- WHAT DO YOU BELIEVE CONSTITUTES A SUCCESSFUL PERSON?
- WHAT DO YOU BELIEVE MOST PEOPLE THINK CONSTITUTES A SUCCESSFUL PERSON?
- DO YOU BELIEVE THAT LOSING TO THE BEST IS MORE REWARDING THAN BEATING A BEGINNER?
- DO YOU BELIEVE THAT NO ONE HAS THE RIGHT TO ASK YOU TO DO ANY MORE THAN YOUR BEST?
- DO YOU BELIEVE THAT WE MOST LIKELY ACHIEVE SUCCESS WHEN WE ARE DOING WHAT WE WANT TO DO?
- DO YOU BELIEVE THAT YOU MUST BE PERFECTLY COMPETENT, ADEQUATE AND SUCCESSFUL IN EVERYTHING YOU DO OR ELSE YOU'RE A FAILURE?
- DO YOU BELIEVE THAT "NICE GUYS FINISH LAST?"
- DO YOU BELIEVE THAT IF YOU DON'T DO SOMETHING & SUCCEED FIRST SOMEBODY ELSE WILL?
- DO YOU BELIEVE THAT IT'S NOT WHAT YOU KNOW BUT WHO YOU KNOW?
- DO YOU BELIEVE THAT "LOOKING OUT FOR NUMBER ONE" IS THE KEY TO LIFE?
- DO YOU BELIEVE THAT "GREATNESS IS GETTING IN THE RECORD BOOK"?
- DO YOU BELIEVE THAT SUCCESS IS MEASURED BY THE AMOUNT OF MONEY IN THE BANK ?
- DO YOU BELIEVE THAT LUCK PLAYS A LARGE OR SMALL ROLE IN YOUR SUCCESS IN LIFE?
- TO DATE WHAT DO YOU BELIEVE TO BE YOUR GREATEST ACHIEVEMENT?
- WHAT YOU BELIEVE TO BE YOUR GREATEST FAILURE?
- WHAT DO YOU BELIEVE ARE THE GREATEST FACTORS IN A PERSONS SUCCESS IN LIFE?
- WHICH OF THESE DO YOU BELIEVE HAS THE GREATEST IMPORTANCE IN DETERMINING SUCCESS?-INTELLIGENCE, LOOKS, MONEY, PERSONALITY, CONNECTIONS, LUCK, DETERMINATION?

EXPERIENCES

- WHAT WOULD CAUSE YOU TO FEEL YOUR LIFE WAS A SUCCESS?
- WHAT DOES SUCCESS MEAN TO YOU?
- DO YOU LEARN A LOT FROM YOUR MISTAKES?
- HOW DO YOU REACT TO LOSING?
- HOW GRACIOUS A WINNER ARE YOU?
- HOW FREQUENTLY DO YOU FEEL SUCCESSFUL?
- IN WHAT SITUATIONS DO YOU FEEL LIKE A LOSER?
- IN WHAT SITUATIONS DO YOU FEEL LIKE A WINNER?
- IN WHAT PART OF YOUR LIFE DO YOU FEEL MOST SUCCESSFUL NOW?
- DO YOU ACKNOWLEDGE YOUR SUCCESSES AS WELL AS YOUR LOSSES?
- DO HONORS AND REWARDS AND ACKNOWLEDGEMENTS MEAN A LOT TO YOU?