



## #2: HOW VERSUS WHY

Think of times you have found yourself not “changing” because you didn’t know how. List at least three important instances.

1. \_\_\_\_\_

\_\_\_\_\_

2. \_\_\_\_\_

\_\_\_\_\_

3. \_\_\_\_\_

\_\_\_\_\_

I am often asked, “How does one believe?” The truth is that most think that when they believe/know, then they can act. While that works some of the time, if you choose to act first, and **know** that will create your belief... well, that works, too...

- Facebook, October 14, 2009

Now, list at least three times – very important times – that you *did* change. Did you know the How before your made your choices? How did you do it, not knowing the “hows”?

1. \_\_\_\_\_

\_\_\_\_\_

2. \_\_\_\_\_

\_\_\_\_\_

3. \_\_\_\_\_

\_\_\_\_\_

This is *really* important: Look at your Outcomes written in your MO W. Do you know *why* you must have these outcomes?

Yes \_\_\_\_\_ No \_\_\_\_\_

Be sure that you have for each outcome in your MO W that you desire, list the “Why.” Make sure that it is a Level 10, larger-than-life “why!”



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After you have written these, read them aloud – or read them to a friend or loved one. Are they impressed with your sincerity?

Is your Why compelling? If not, write again. Make it *compelling*!

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