



The Winning You – two key moves

There are two things you can immediately work on to improve both your professional and personal life.

Just like kryptonite is to Superman, identify the 1 thing that you know is **holding you back**. It might be one of these:

- Overly critical of others
- Disorganized
- Imposter syndrome
- Over indulgence
- Negative outlook
- Comparing yourself to others
- Or mine, anger

Understand that until you are ready to let go of this ball and chain, it will continue to keep you from reaching your potential. Some might even feel they deserve a reward to hanging on to that debilitating emotion.

When the student is ready, the teacher will appear.

There will come a time (and it may be reinforced with a particular song or other stimulus) when you realize you are ready to let that weight go. It may come with an outburst of emotion (crying, laughing, chills), but like Bill Murray's character in *Scrooged*, you will feel you are **"ready to be that person I hope to be"**.

Secondly, ask yourself "compared to 99 other people my age, how successful am I?" Obviously that is a loaded question, because **how do you define success?** Regardless of your answer, the big key is this: think of someone you know who might be 8 or 10 spots above you on this imaginary line of 100 people. Reach out to them and **ask them for 30 minutes** over a coffee and ask them "how did you get so good, do you have any suggestions on how I can get better?"

People love to talk about themselves, so chances are they'll accept and share what they know. Congratulations, this is now **your informal mentor**. Apply what they share to your life, and start moving up that scale! Keep them posted on your improvements and keep meeting monthly. After a while find another person 8 or 10 spots above you and repeat. This provides you **continuous improvement!** Now go be an informal mentor for someone else!