

# The “Scary Times” Success Manual

by Dan Sullivan

## *Application of Key Concepts:*

### **1. Forget about yourself; focus on others.**

How can you expand your connection with others and help them transform their negatives into positives?

### **2. Forget about your commodity; focus on your relationships.**

How can you focus on deepening the power and possibility of all of your relationships – with family, friends, team members, suppliers, clients, customers and prospects?

### **3. Forget about the sale; focus on creating value.**

How can you create value for others by providing solutions that eliminate their dangers, capture their opportunities, and reinforce their strengths?

### **4. Forget about your losses; focus on your opportunities.**

What are the new ideas, new energies, new tools, and new resources that you can use to “start an entirely new game”?

### **5. Forget about your difficulties; focus on your progress.**

How can you make progress by focusing on building the “muscles” in your mind, your spirit, and your character?

## **"Scary Times" Success Manual – Application of Key Concepts (cont.)**

### **6. Forget about the “future”; focus on today.**

What can you do over the next 24 hours that will make the biggest difference?

### **7. Forget about who you were; focus on who you can be.**

What are your dreams? What is most important to you? What are your guiding principles?

### **8. Forget about events; focus on your responses.**

What are your ideal responses to the current and future unpredictable events that lie ahead? How can you focus your attention and energies on responding in these ways?

### **9. Forget about what's missing; focus on what's available.**

What actual resources and opportunities are available now that you can leverage to move forward and make as much daily progress as possible?

### **10. Forget about your complaints; focus on your gratitude.**

What are you grateful for? How can you maintain your focus on what you are grateful for?