



**JIM HARSHAW JR.**

*Revealing Failure as the Path to Success*

## Productive Pause Questions

\*What is the 20% that's giving me 80% of the results?

\*What's holding me back?

\*What's most important now?

\*What has worked?

\*What's the one thing that I'm not doing that, if I were, would most move me toward my goals?

Where am I feeling the most resistance?

Who do I know (or can I connect with) who has already done what I'm trying to do?

What would \_\_\_\_\_ do? (expert, thought leader, spiritual leader, Jesus, Richard Branson, etc)

What am I afraid of?

What resources am I not yet leveraging?

If I could achieve my 10 year goals in 6 months, what would have to happen?  
(credit: Tim Ferriss Podcast via Peter Diamandis)

What's one thing I can do right now to get momentum?

If I had one more hour in the day, how would I use it?

What is within my power in this situation?

What advice would I give someone else in this situation?

What would happen if I did nothing?

Why is this the right problem to solve?

What would be fun to think about right now?

What do I want to get out of this meeting?

What do I need to be aware of going into this (meeting, walking in the door from work, weekend, week, new year, etc)?

What can I say "no" to that will free up my time or energy?

*\*=my favorites*