

## Twelve Pillars

*Applying the pillars to your life by building a success plan!*

**Directions:** Please read, reflect and then respond (written/typed) to the following questions that correlates with each pillar listed below.

**Pillar 7:** Be a LifeLong Learner!

- A. What have your life experiences taught you about you; and how have you used those experiences to become a better you?
- B. What is your understanding of self-education?
- C. What commitments are you willing to make to start and/or further your self-educational journey and how will you use that information to aid in your success?

**Pillar 8:** All Life is Sales!

- A. What does the idea of being influential mean to you?
- B. What influential characteristic(s) do you have?
- C. Who has made an influential impact on you and how has that impact help you achieve?
- D. Respond in detail to this thought; if I was influential in this area or these areas, I could do what?

**Pillar 9:** Income Seldom Exceeds Personal Development

- A. How are you engaging personal development-be specific and intentional with your response.
- B. What ways can or will your personal development commitments aid you specifically in the areas you desire to be successful in?

**Pillar 10:** All Communication Brings the Common Ground of Understanding

- A. How do you view people?
- B. What is your communication style?
- C. Are there deficits in your communication? If so, what are those deficits and what will you commit to doing to address those deficits?

**Pillar 11:** The World Can Always Use One More Great Leader!

- A. In your world, what does a great leader look like?
- B. What do you need to do to become the person you've described in question A?

**Pillar 12:** Leave a Legacy!

- A. Please in your own creative way write a legacy plan.