

# Focus = Reality!!!

*“Seek and you shall find!  
Ask and you shall receive!” - The Bible*

*To change your reality, change your focus. To change your focus, change the questions your asking yourself.*

*QUESTIONS are the control tool to FOCUS.*

*Therefore, the questions are the control tool to your own experience of life.*

*If you change your consistent questions you can change consistently how you feel.*

*The only difference between you and other people is the questions you ask.*

*There are not the events that shape our life it is the way we evaluate them.*

- *Immediate change of FOCUS (your own or others) that changes the STATE to feel better because you start considering new possibilities*
- *Access to new possibilities and resources to make things happen.*
- *Questions create momentum.*

## Concentration of Power Questions

How can I make this better?  
How can I make this funnier?  
How can I have more JOY today!!!!  
How can I appreciate even more what I already have today?  
How can I make my relationship better?  
How can I make more money?  
How can I create absolute financial independence?

# The Power of Quality Questions



*A true leader changes her focus instantaneously to be IN control OF and NOT controlled BY emotions!*

## FOOD & WEIGHT

**If I eat that what will it cost me? – focus on the pain instead of pleasure.**

**If I eat that what will I have to give up in order to still get my goals?**

**How can I lose weight now & enjoy the process?**

**Am I satisfied now?**

**Am I eating something that's empowering me?**

**What can I do & enjoy even more than eating?**

**Get other options & find more resources.**

*Superior questions create a superior life!*

## EMPOWERING QUESTIONS

- **Provide new understanding**
- **Focus on solutions not problems**
- **Move me to action**
- **Make you response-able and give you the power to make a change**
- **Give my life a deeper meaning**
- **Help me or other people learn anything from any situation**

## EXAMPLES:

- **Who do I love and who loves me?**
- **What am I grateful for in my life right now?**
- **How can I do this better?**
- **How can I turn this around?**
- **How can I make this work?**
- **What's really most important right now?**
- **How can I utilize this?**
- **What would Tony do and say right now?**
- **What's funny about this?**
- **Why am I manifesting this in my life right now**

## LEADERSHIP QUESTION

*“My fellow Americans ask not what your country can do for you. Ask what you can do for your country” (J.F.K.)*

## POSSIBILITY QUESTIONS

**What if? To create new possibilities!**

What if this happened?

What if I turned this thing around?

What if I could learn enough to really make a difference in the world?

What if I master this so well to shape my life and help other people everywhere I go?

## NECESSITY QUESTIONS

**What must I do?**

**What must I do to create financial independence?**

**What must I do to turn this thing around?**

**What must I do to expand myself?**

**Am I creating enough possibility and backing it up with necessity to make my dream a reality?**

*Life is a balance between possibility and necessity!*

### Questions to change negative emotions:

- What would I like to feel in this situation?
- How could I feel empowered, .... rather than angry, upset, disappointed?
- What would I have to do, or believe, or access in order to change my negative focus right now?
- What other word can I use right now to describe what I am really feeling?
- What word would lower the intensity of how I feel? (instead of furious or angry, I could use 'I am a little concerned or peeved'?)
- What else could this situation mean that I haven't thought about that would change the way I feel?
- What would make me feel good right now?
- In the scheme of my whole life what does this really mean?
- What would this be in a year, five or ten years from now?

### Goal oriented questions:

How will I feel when I have accomplished what I want? What do I need to do next?

*"Leaders transform problems into empowering questions"*

### Money questions:

What do I really want?

What am I committed to financially?

Who is doing well that I can learn from?

How can I develop financial security for a life time instead just for the moment?

How can I add value and have fun in the process?

How can I contribute?

How can I make money while I sleep?

When stressed about money, what are you asking? Create the antidote questions

### DIS-EMPOWERING QUESTIONS:

- Focus on the problem and not on the solution
- Make everything worse than it really is
- Put you in a stuck state, where you feel you can turn anything around
- You feel as if out of control
- Endless loop questions like 'Why me God?'

### How can this person have the audacity to do this?

How can they take advantage of me this way?

How can he do this to me?

Why are they so harsh and unfriendly?

### Empowering:

What can I learn from this?

What do I respect about this person?

What could I respect if I wanted to respect him/her?

### What makes this person treat people this way?

Focus to what's going on with that person.

Find ways to help that person rather than being upset with their behavior that doesn't have anything to do with me.

### I wonder what's going on in this person's life?

How can I help them and support them?

### Will this even matter five years from now?

What do I respect about this person?

What do I learn from this?

What's funny about this that I hadn't noticed before?

**Become curious rather than upset, or angry.** This way you are in control rather than be controlled by the other person's behavior.

### Do I have any experience doing this?

#### Empowering:

Who is already getting the result that I want?

How can I model them to achieve the same results?

What can I do right now to emulate them?

### Matching oriented questions?

**Example:** a contract, an agreement

- How can I use this?
- What do I like about this?
- What's great about this?
- How does this create what I want?
- What's right?
- What if we did this or that?

### Mis-Matching oriented questions?

- What if it doesn't work?
- What is the intent of this agreement?
- Are we meeting that intent?
- What have we not covered?
- What have we left out?
- Based on the present deal, where is it possible that this could be unfair to both sides in a while from now?

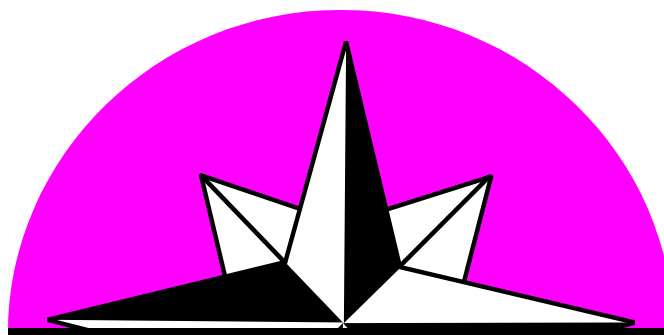
### World news questions:

- What's going on that causes this?
- What can we do to help change this?
- How can we utilize the understanding of human behavior to change this trend in our society?

*If you are feeling sad, it is because you are deleting all the reasons for feeling good and the other way around.*

### Destiny oriented questions:

- If I continue on my current path how is my future going to look like? One year from now? Five years from now? Ten years from now?



### CONDITIONING FOR SUCCESS!!!!

#### Questions I am asking myself every morning and evening?

- 1. What am I happy about in my life now?**  
What about that makes me happy? How does that make me feel?
- 2. What am I excited about in my life now?**  
What about that makes me excited? How does that make me feel?
- 3. What am I proud about in my life now?**  
What about that makes me proud? How does that make me feel?
- 4. What am I grateful about in my life now?**  
What about that makes me grateful? How does that make me feel?
- 5. What am I enjoying most in my life right now?**  
What about that do I enjoy? How does that make me feel?
- 6. What am I committed to in my life now?**  
What about that makes me committed? How does that make me feel?
- 7. Who do I love? Who loves me?**  
What about that makes me loving? How does that make me feel?

### Attitude of gratitude harnessing questions:

How come am I so lucky to get to do this?  
Some great answers: I am so fortunate, I have lots of great friends, I did the right thing, I worked hard....

### Relationship Questions:

- Who do I love? Who loves me?
- What's great in my life?
- How can I give more to my relationship?
- How can I empower the person in my relationship?
- How can I put more creativity, more fun, more excitement here?
- How did I get to lucky as to get you?

### Question to ask an upset person:

To interrupt their upset pattern and change their focus and therefore their state to feel different:  
**Where were you yesterday at 3pm? How is your dog, daughter, etc.**

### RESULTS ORIENTED MAJOR QUESTION:

What specific actions can I now take that will lead me step by step to the solutions I need?



### Daily 30 days questions

- What's great in my life today?
- What's not perfect yet?
- What am I willing to do to make it the way I want it? Today, tomorrow, this week, this month, this year?
- What brand new thing can I do in my life to create more outrageousness, more playfulness, more fun to get me to enjoy my life more?