PUT YOUR DREAM TO THE TEST

10 Questions to Help You See It and Seize It

WORKBOOK

Based on the book by John C. Maxwell
Put Your Dream to the Test
10 Questions That Will Help You See It and Seize It
John C. Maxwell©

Introduction:

Most people I know have a dream.

Most people have no idea how to achieve their dreams.

My desire is to be like one of those encouraging teachers to you. I want to prepare you to put your dream to the test so that you can actually achieve it. How? I believe that if you know the right questions to ask yourself, and if you can answer these questions in an affirmative way, you will have an excellent chance of being able to achieve your dreams. The more questions you can answer positively, the greater the likelihood of success! That’s the reason I wrote this book.

Here is my definition of a dream that can be put to the test and pass: a dream is an inspiring picture of the future that energizes your mind, will, and emotions, empowering you to do everything you can to achieve it. A genuine dream is a picture and blueprint of a person’s _____________ and ____________.

Four Common Reasons Why People Have Trouble Identifying Their Dream

1. Some People Have Been Discouraged From Dreaming ________________.

2. Some People Are Hindered By Past _________________ and ________________.

Disappointment is the gap between _________________ and ________________.

3. Some People Get in the Habit of Settling for ________________.

Columnist Maureen Dowd says, “The minute you settle for less than you deserve, you get even less than you settled for.” Kenneth Hildebrand said…

“The poorest of all men is not the one without a nickel to his name. He is the fellow without a dream…[He is like] a great ship made for the mighty ocean but trying to navigate in a millpond. He has no far port to reach, no lifting horizon, no precious cargo to carry. His hours are absorbed in routine and petty tyrannies. Small wonder if he gets dissatisfied,
quarrelsome and “fed up.” One of life’s greatest tragedies is a person with a 10-by-12 capacity and a two-by-four soul.”

4. Some People Lack the _________________ Needed to Pursue Their Dreams.

“It takes a lot of courage to show your dreams to someone else.”

— Erma Bombeck

Are You Ready to Put Your Dream to the Test?

Okay, you may be saying to yourself, I’ve got a dream. I think it’s worth pursuing. Now what? How can I know that my odds are good for achieving it? That brings us to the questions, which comprise the ten chapters of this book. Here they are:

1. The _________________ Question: Is my dream really my Dream?
2. The _________________ Question: Do I clearly see my dream?
3. The _________________ Question: Am I depending on factors within my control to achieve my dream?
4. The _________________ Question: Does my dream compel me to follow it?
5. The _________________ Question: Do I have a strategy to reach my dream?
6. The _________________ Question: Have I included the people I need to realize my dream?
7. The _________________ Question: Am I willing to pay the price for my dream?
8. The _________________ Question: Am I moving closer to my dream?
9. The _________________ Question: Does working toward my dream bring satisfaction?
10. The _________________ Question: Does my dream benefit others?

I believe that if you really explore each question, examine yourself honestly, and answer yes to all them, the odds of your achieving your dream are very good. The more yeses you can answer, the more on target you are to fulfill your dream.
CHAPTER 1

The Ownership Question: Is My Dream Really My Dream?

Whatever you think, be sure it is what you think; whatever you want, be sure that it is what you want; whatever you feel, be sure that it is what you feel. —T. S. Eliot

When Someone Else Owns Your Dream

It will not have the ________________.  
It will be a _______________ on your shoulders.  
It will ________________ your energy.  
It will _______________________.  
It will take you out of your _________________ zone.  
It will be fulfilling to _________________.  
It will require others to make you do it.

When You Own Your Dream

It will _________________ to you.  
It will provide _______________ you up.  
It will _________________.  
It will _________________.  
It will take you out of your _________________ zone.  
It will be fulfilling to _________________.  
You will feel you were made to do it.
How To Take Ownership of Your Dream

1. **Be Willing to ___________________.**
   You may succeed if nobody else believes in you, but you will never succeed if you don’t believe in yourself.
   
   “A healthy self-worth creates a wealthy net-worth.” —Unknown

2. __________ Your Life Instead of ______________ Your Life.

   Choosing to lead your life and not just accepting it is critical to owning your dream. Holocaust survivor Elie Wiesel wrote in Souls on Fire that when you die and you go to meet your Maker, you’re not going to be asked why you didn’t become a messiah or find a cure for cancer. All you’re going to be asked is, “Why didn’t you become you? Why didn’t you become all that you are?” Reaching your God-given potential requires taking responsibility for yourself and your life. It means taking an active leadership role with yourself.

   Leading your life requires… ______________ the Right Decisions and ______________ those Decisions Daily.

   Find the right dream for you then manage it daily!

3. ______________ What You Do and Do What You ______________.

   Carly Fiorina, former chairman and CEO of Hewlett-Packard, advises, “Love what you do, or don’t do it. Don’t make a choice of any kind, whether in career or in life, just because it pleases others or because it ranks high on someone else’s scale of achievement…Make the choice to do something because it engages your heart as well as your mind. Make the choice because it engages all of you.”

   Talent without Passion = Potential without ______________
   Passion without Talent = Passion without ______________

   **Talent with Passion = Potential with Passion!**
4. Don’t Compare ________________ or Your ______________ to Others.

Author and friend Joyce Meyer wisely states, “God will help you be all you can be, but He will never help you be someone else.” If you focus too much attention on who you aren’t by comparing yourself to someone else, you lose sight of who you need to become.

**18/40/60 Rule**

- When you're 18, you worry about what ______________ is thinking about you.
- When you're 40, you don't give a darn what ______________ thinks of you.
- When you're 60, you realize that __________ has been thinking about you at all!

**Note:**
- When you compare yourself with those superior, you feel ______________.
- When you compare yourself with those inferior, you feel ______________.
- When you stop comparing yourself with others you feel _______________
  - to create or concentrate on your dream.

5. Believe in Your Vision for the Future Even When Others Don’t ______________
______________.

Journalist Anna Quindlen, who won a Pulitzer Prize in 1992, had a dream in her heart and a vision for the future that took her down a road that others couldn't understand. In an address to the class of 2002 at Sarah Lawrence College, Quindlen explained, “When I quit *The New York Times* to be a full-time mother, the voices of the world said I was nuts. When I quit the paper again to be a novelist, they said I was nuts again. But if success is not on your own terms, if it looks good to the world but does not feel good in your soul, it is not success at all.”

God has put a dream inside you. It’s yours, and no one else's. It declares your uniqueness. It holds your potential. Only you can birth it. Only you can live it. Not to discover it, take responsibility for it, and act upon it is to negatively affect yourself as well as all those who would benefit from your dream. Poet John Greenleaf Whittier wrote, “For
all sad words of tongue and pen, the saddest are these, ‘It might have been.’” When you are in your twilight years and you’re looking back on your life, will you sense that you lived life to the fullest, striving to fulfill your purpose and realize your dream? Or will you feel that you lived merely to fulfill the expectations of your parents or spouse or friends? What will you have done with this gift of life? If you think that question will be important then, it should be important to you now. The first step in being able to answer it well is to take ownership of your dream and prepare to start moving forward.
CHAPTER 2

The Clarity Question: Do I Clearly See My Dream?

Give to us clear vision that we may know where to stand and what to stand for.
—Peter Marshall

“If you have a clear vision, you will eventually attract the right strategy. If you don’t have a clear vision, no strategy will save you.” —Mike Hyatt

Clarity Comments


“The indispensable first step to getting the things you want out of life is this: __________________________.” —Ben Stein

Deciding what you want requires you to be specific and make your goals measurable. For example, take a look at these vague notions put into more specific form:

<table>
<thead>
<tr>
<th>General Idea</th>
<th>Specific Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>• I want to lose weight. I need to treat employees better.</td>
<td>• I will weigh 185 by June 1.</td>
</tr>
<tr>
<td>• I want to get out of debt.</td>
<td>• I will honor someone at every Monday staff meeting.</td>
</tr>
<tr>
<td>• I’d like to learn a language.</td>
<td>• I will pay off all credit card balances by December 31.</td>
</tr>
<tr>
<td>• I ought to get in shape.</td>
<td>• I will study Chinese one hour a day this year.</td>
</tr>
<tr>
<td>• I need to improve my leadership.</td>
<td>• I will swim for an hour every day.</td>
</tr>
<tr>
<td></td>
<td>• I will read one leadership book every month.</td>
</tr>
</tbody>
</table>
2. A Clear Dream Doesn’t Become Clear ________________________.

For me the whole process begins with questions I must ask myself. The dream is always rooted in the dreamer, in his or her experiences, circumstances, talents, and opportunities. I ask,

What am I ____________?—What are my emotions telling me?

What am I ____________?—What is my intuition telling me?

What am I ____________?—What is happening around me?

What am I ____________?—What are others saying?

What am I ____________?—What do my intellect and common sense say?

3. A Clear Dream Affirms Your _________________.

In my effort to clarify my dream, I discovered that the more clearly I saw my dream, the more clearly I was able to see my purpose.

4. A Clear Dream Determines Your _________________.

5. A Clear Dream Gives Direction and Motivation to the Team.

As a leader and leadership mentor, I am continually thinking about how to communicate vision to others. If leaders create a fuzzy picture, then people follow in an equally fuzzy way. Lack of clarity hinders initiative, inhibits persistence, and undermines follow-through. Followers don’t give their best to something they don’t understand. People don’t stay on course for something they cannot see. Nobody becomes motivated by something he kinda, sorta believes in.
CHAPTER 3

The Reality Question: Am I Depending on Factors within My Control to Achieve My Dream?

*Reality . . . is the enemy of fantasies but not of dreams.* —Rudy Ruettiger

People who build their dream on reality take a very different approach to dreams than do people who live in Fantasyland. Take a look at how differently they approach achieving a dream:

**Fantasizers . . .**
- rely on ____________.
- focus on the ________________.
- cultivate ________________ expectations.
- ______________ the value of work.
- look for ________________
- create ________________
- breed ________________
- ____________
- ____________ personal risks.
- make ________________ responsible.

**Dream Builders . . .**
- rely on ________________.
- focus on the ________________.
- cultivate ________________ discontent.
- ______________ the work they do.
- lead to ________________
- generate ________________
- promote ________________
- ____________
- ____________ risk as necessary.
- make ________________ responsible.
Columnist Ann Landers wrote, “Rose-colored glasses are never made in bifocals. Nobody wants to read the small print in dreams.” What is the fine print when it comes to your dream? The fine print is reality. If you want to achieve your dream, you need to read the proverbial fine print. When you do, here are a few of the things you will find:

- The journey will take longer than you hoped.
- The obstacles will be more numerous than you believed.
- The disappointments will be greater than you expected.
- The lows will be lower than you imagined.
- The price will be higher than you anticipated.

The more ________________ your dream, the more you will be tempted to depend upon things you ________________ to make it become a reality.

To achieve your dream, you not only need to work hard for it, but you also have to make sure it plays to your strengths. That means knowing what you can and cannot do. When advertising and public relations professor Catherine B. Ahles was vice president for college relations at Macomb Community College, she observed, “We spend most of our twenties discovering all of the hundreds of things we can be. But as we mature into our thirties, we begin to discover all of the things we will never be. The challenge for us as we reach our forties and beyond is to put it all together—to know our capabilities and recognize our limitations—and become the best we can be.”


“The Law of Least Effort is about finding your true purpose and your true area of excellence. I was actually offended when I first read about this law. I said, “He’s a fool! I saw my mother work so hard. How dare he say it’s not about hard work!” But it was when I followed the Law of Least Effort that my real success began.

“The book said that the Law of Least Effort works when you follow your own nature—what is natural for you. If you know and follow those things, it becomes easy to live your life’s purpose. I thought about that and came up with a few questions that helped me figure it out: What comes easy to me but harder to others? What would I want to work on for a long time—even if I was never paid for it? And on the basis of those answers,
what could I do to help the people around me?” -Farrah Gray commenting on Deepak Chopra’s book, The Seven Spiritual Laws of Success.

Entertainer Pearl Bailey asserted, “There are two kinds of talent, man-made talent and God-given talent. With man-made talent, you have to work very hard. With God-given talent, you just touch it up once in a while.”

2. Building on Your Strengths Enables Consistently __________________________

Maximum _________ and Maximum _________ = Maximum _________

Q. “Do I Have the Right Habits to Achieve My Dream?”

J. Paul Getty, philanthropist and founder of the Getty Oil Company explained, “The individual who wants to reach the top in business must appreciate the might and force of habit. He must be quick to break those habits that can break him— and hasten to adopt those practices that will become the habits that help him achieve the success he desires.”

Aristotle – “We are what we repeatedly do. Excellence is not an act, but a habit.”

Goal: Match your ________________ with your ___________.

The Reality Roadmap To Your Dream

Reality is the _________________ of your dream.
CHAPTER 4

The Passion Question: Does My Dream Compel Me to Follow It?

*If you are working on something exciting that you really care about, you don’t have to be pushed. The vision pulls you. —Steve Jobs*

**The Power of Passion**

1. **Passion** —Enabling Us to Overcome Adversity.

   Between the dream’s inspiration and its manifestation, there’s going to be a lot of perspiration.

   *Poet Arthur Ward suggested that the key to success was to…*
   - believe while others are doubting.
   - plan while others are playing.
   - study while others are sleeping.
   - decide while others are delaying.
   - prepare while others are daydreaming.
   - begin while others are procrastinating.
   - work while others are wishing.
   - listen while others are talking.
   - smile while others are frowning.
   - commend while others are criticizing.
   - persist while others are quitting.
   - save while others are wasting.
2. **Passion ___________________ – Giving Us Initiative.**

To succeed, you must stay within your _______________ zone, but continually move outside your _______________ zone.

Playwright George Bernard Shaw asserted, “I’m sick of all the reasonable people: they see all the reasons for doing nothing.” Passion makes us unreasonable.

3. **Passion ___________________ – Giving Us the Greatest Odds for Success.**

Missionary doctor Albert Schweitzer observed, “Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful.”

Richard Elder advised… “Safe living generally makes for regrets later on. We are all given talents and dreams. Sometimes the two don’t match. But more often than not, we compromise both before ever finding out. Later on, as successful as we might be, we find ourselves looking back longingly to that time when we should have chased our true dreams and our true talents for all they were worth. Don't let yourself be pressured into thinking that your dreams or your talents aren't prudent. They were never meant to be prudent. They were meant to bring joy and fulfillment into your life.”

**My Passion Maker**

10. My passion is so hot that it sets other people on fire.
9. I cannot imagine my life without it.
8. I willingly sacrifice other important things for it.
7. I am fired up by it and often preoccupied with it.
6. I enjoy it as one of many interests.
5. I can take it or leave it.
4. I prefer not to think about it.
3. I go out of my way to avoid it.
2. I’ve put it on my list of least favorite things.
1. I would rather have a root canal without anesthesia.

“When love and skill work together, expect a masterpiece.” —John Ruskin
CHAPTER 5
The Pathway Question:
Do I Have a Strategy to Reach My Dream?

We must look for ways to be an active force in our lives.
We must take charge of our own destinies, design a life of substance, and truly begin to live our dreams. —Les Brown

There is no magic power in having a dream. You can’t just ____________ for it. You have to ____________ for it.

A friend recently acquainted me with the results of a 2005 study published by ThinkTQ, a training and publishing organization. It illustrated how infrequently people develop strategies for achieving their dreams. Here is what the study revealed about the people tested:

- 26 percent focus on specific tangible targets for what they want in life.
- 19 percent set goals aligned with their purpose, mission, and passion.
- 15 percent write down all their goals in specific measurable detail.
- 12 percent maintain a clearly defined goal for every major interest and life role.
- 12 percent identify related daily, weekly, and long-term goals with deadlines.
- 7 percent take action daily toward the attainment of at least one goal.

The study’s authors comment that “Americans, once again, get an ‘F’ in this critical area of their performance. Simply put, they fail to consistently take the . . . actions necessary to move their dreams and visions out of their hearts and heads and into their lives.”
How to SECURE Your Dream

“The secret of getting ahead is getting started. The secret of getting started is breaking your complex, overwhelming tasks into small manageable tasks, and then starting on the first one.” —Mark Twain

When I want to create a pathway to achieve a dream, I start by stating my positions in the process…

(1) My ________________ Position – “Where am I right now?”

“Everyone who got to where they are had to begin with where they were.” –Richard Evans, The Christmas Box

(2) My ________________ Position – “What will my dream look like when I’ve achieved it?”

Henry J. Kaiser said, “The evidence is overwhelming that you cannot begin to achieve your best unless you set some aim in life.”

(3) The Positions ________________ – “What steps must I take to get from my present position to my future one?”

Former General Electric CEO Jack Welch observed, “Strategy is first trying to understand where you sit in today’s world. Not where you wish you were or where you hoped you would be, but where you are. Then it’s trying to understand where you want to be five years out. Finally, it’s assessing the realistic chances of getting from there to there.”

The difference between a dream and wishful thinking is what you do day to day. Runner, author, and cardiologist George Sheehan observed, “There are those of us who are always about to live. We are waiting until things change, until there is more time, until we are less tired, until we get a promotion, until we settle down—until, until, until. It always seems as if there is some major event that must occur in our lives before we begin living.”
If you want to achieve dreams, you cannot allow yourself to be one of those people! How do you avoid it? By doing something that will advance you toward your dream today.

“However beautiful the strategy, you should occasionally look at the results.” -Winston Churchill

World War II general George S. Patton Jr. declared “Successful generals make plans to fit circumstances, but do not try to create circumstances to fit plans.” Once you figure out a plan for reaching your dream—the intermediate steps you think will get you there—there is a danger that you will become inflexible and try to stick to your plan no matter what. Sometimes it’s wiser to explore other options. When you are having a hard time moving forward, don’t be quick to revise your dream. Instead revise your plan.

Remember this: you will have to give up things to achieve your dream. And the greatest challenge isn't giving up the obvious things that will hurt you. It will be giving up the good things that you like but won't help you.

King Solomon, considered to be the wisest man who ever lived, wrote, “A sensible man watches for problems ahead and prepares to meet them. The simpleton never looks, and suffers the consequences.”

State All Your Positions
Examine All Your Actions
Consider All Your Options
Utilize All Your Resources
Remove All Your Nonessentials
Embrace All Your Challenges
CHAPTER 6
The People Question:
Have I Included the People I Need to Realize My Dream?

It marks a big step in your development when you come to realize that other people can help you do a better job than you can do alone. —Andrew Carnegie

“A dream is a compelling vision you see in your heart that’s too big to accomplish without the help of others.” —Chris Hodges

Some people have a dream but no team—their dream is ____________________.
Some people have a dream but a bad team—their dream is a _________________.
Some people have a dream and are building a team—their dream has ____________.
Some people have a dream and a great team—their dream is _________________.

It’s not enough to have a dream. You must also have a dream team!

The Qualities of the People on Your Dream Team
Walt Kallestad

Dare to focus on your significance, not simply on your success.
Respond to your ideas with respect, not disgust or contempt.
Expect the best.
Affirm your talents and abilities.
Maximize learning and growth opportunities to improve the dream and the dreamer.

Take time to give honest feedback.

Encourage you unconditionally and nonjudgmentally to help you persevere.

Accept only excellence, since mediocrity kills dreams.

Make the most of your mistakes and failures.

1. **My Dream Team Includes People Who _________________ Me.**
   
   “Lots of people want to ride with you in the limo, but what you want is someone who will take the bus with you when the limo breaks down.” —Oprah Winfrey

2. **My Dream Team Includes People Who Are _________________ With Me.**

3. **My Dream Team Includes People Whose Skills _________________ Mine.**

### Dream Transference

The leader discovers the _________________ and then finds the ________________.

The followers find the _________________ and then find the ________________.

The dream must be transferred...

(1) _________________

(2) _________________

(3) _________________

1. **Logically**

   What people don't believe, they don't buy into. The ability to communicate your dream logically is the first step in gaining credibility with people. How?
(1) By communicating a ________________ understanding of the present situation. People won't reach for the future if the leader is out of touch with today.

(2) By providing a sound ________________.

2. Emotionally

When you can present your dream logically, people will often stop resisting it. But that doesn't mean they will step forward to embrace it. To get them to connect with your dream, you need to connect with them emotionally. What people don't feel, they don't buy into. Here’s how you can connect people to your dream on an emotional level:

(1) Show them the dream from their ____________________.

(2) Show them your ________________.

To transfer the dream emotionally, you need to let people see your ________________ and your ________________. Sharing your heart tells your story.

Sharing your hope tells the story of your dream and how it will impact the future.

3. Visually

People do what people see.
CHAPTER 7

The Cost Question: Am I Willing to Pay the Price for My Dream?

Always remember that striving and struggle precede success, even in the dictionary. —Sarah Ban Breathnach

What Price Will You Pay?

1. **The Dream Is ____________, But the Journey _____________.**

   At some point you have to make the transition from believer of the dream to buyer of the dream.

2. **The Price Must Be Paid ________________ Than You Think.**

   I think most people realize that there will be some cost for achieving their dream. They have a vague notion that someday they will have to pay a price. But they don’t realize that it will have to be paid sooner than they think. If you’ve already started pursuing your dream, then you know what I’m talking about. As soon as you started the journey, I bet the price started to become an issue. Why is that? Because dreams confessed create conflict; dreams begun create crisis.

3. **The Price Will Be ________________ Than You Expect.**

   Never once in my conversations with successful people have I heard the words, “Getting to the top was much easier than I anticipated.”
4. **The Price Must Be Paid** _______________________.

After being on my dream journey for more than forty years, I’ve come to realize that the payments required for reaching a dream never stop. The dream journey continues only if you keep paying the price. The higher you want to go, the more you must give up. And the greater the price you pay, the greater the joy you feel when you finally reach your dream. The greater the investment, the greater the emotional return.

5. **It Is Possible to Pay** ______________________ for Your Dream.

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**Payments Everybody Pays To Pursue Their Dream**


Philosopher-poet Ralph Waldo Emerson spoke about what is required to stay on track: “Whatever course you decide upon, there is always someone to tell you that you are wrong. There are always difficulties arising which tempt you to believe that your critics are right. To map out a course of action and follow it to an end requires courage.”

So when should you listen and when should you ignore what others have to say? Which critics count and which don't? Here is my advice. Listen to the critic when…

- You are ______________________ by the person who criticizes you.
- The criticism is not tainted by his or her ________________________.
- The person is not naturally critical of ________________________.
- The person will continue ________________________ after giving advice.
- He or she has ___________ and _________ in the area of the criticism.

2. **The Price of Overcoming Your** ____________.

All dreams are outside our comfort zone. Leaving that zone is a price we must pay to achieve them. In his book *The Success Principles: How to Get from Where You Are to Where You Want to Be* Jack Canfield writes, “Think of your comfort zone as a prison you live in—a largely self-created prison. It consists of a collection of can'ts, musts, must
nots and other unfounded beliefs formed from all the negative thoughts and decisions you have accumulated and reinforced during your lifetime." Every fear is like a bar of that prison.

Living fearlessly is not the same thing as never being afraid. It’s good to be afraid occasionally. Fear is a great teacher. What’s not good is living in fear, allowing fear to dictate your choices, allowing fear to define who you are. Living fearlessly means standing up to fear, taking its measure, refusing to let it shape and define your life. Living fearlessly means taking risks, taking gambles, not playing it safe. It means refusing to take “no” for an answer when you are sure that the answer should have been “yes.” It means refusing to settle for less than what is your due, what is yours by right, what is yours by the sweat of your labor and your effort. –Michael Ignatieff

3. The Price of _____________________.

Recently after I spoke to employees at a company in Denver, an attendee named Rich Melman came up to me and handed me this quote: “It is hard to be 100 percent better than your competition but you can be 1 percent better in 100 ways.”

I will do more than belong—I will ________________.
I will do more than care—I will ________________.
I will do more than believe—I will ________________.
I will do more than be fair—I will ________________.
I will do more than forgive—I will ________________.
I will do more than dream—I will ________________.
I will do more than teach—I will ________________.
I will do more than earn—I will ________________.
I will do more than give—I will ________________.
I will do more than live—I will ________________.
I will do more than suffer—I will ________________.
CHAPTER 8
The Tenacity Question: Am I Moving Closer to My Dream?

President Woodrow Wilson affirmed the importance of dreams: “We grow by dreams. All big [individuals] are dreamers. They see things in the soft haze of a spring day, or in the red fire on a long winter’s evening. Some of us let those great dreams die, but others nourish and protect them; nourish them through bad days until they bring them to the sunshine and light which comes always to those who sincerely hope that their dreams will come true.” If you want to become someone who nourishes a dream until it comes true, then you need to keep working, keep striving, keep moving closer to your dream. To do that, keep in mind the following:

1. **To Move Closer To Your Dream…Recognize That Quitting Is More About________________ You Are Than ________________ You Are.**

   “You can tell you’re on the road to success…it’s uphill all the way.”
   —Paul Harvey

Everyone faces difficulty when working toward a dream. And if someone fails, he can make excuses for what went wrong, how the unexpected happened, how someone let him down, how circumstances worked against him. But the reality is that the external things do not stop people. It’s what happens to them on the inside. Most people stop themselves from reaching their potential.

2. **To Move Closer To Your Dream…Improve Your __________________________.**
Notice the difference in the following phrases:

**Can’t**
- We’ve never done it before.
- We don’t have the resources.
- There’s not enough time.
- We already tried that.
- It’s a waste of time.
- We don’t have the expertise.
- Our vendors won’t go for it.
- We don’t have enough money.
- We’re understaffed.
- We don’t have the equipment.
- It’ll never get any better.
- Let somebody else deal with it.
- It’s too radical.
- Our customers won’t buy it.
- It’s not my job.
- I can’t!

**Can Do**
- We have the opportunity to be first.
- Necessity fuels invention.
- We’ll change how we work.
- We learned from the experience.
- Think of the possibilities.
- Let’s network with those who do.
- Let’s show them the opportunities.
- Maybe there’s something we can cut.
- We’re a lean, hungry team.
- Maybe we can sub it out.
- We’ll try one more time.
- I’m ready to learn something new.
- Let’s take a chance.
- They love it when they understand it.
- I’ll be glad to take the responsibility.
- Yes, I can!

3. **To Move Closer To Your Dream…Recognize That Waiting for Everything to Be**

___________________________ Is ___________________

Jack Canfield, in his wonderful book The Success Principles: How to Get from Where You Are to Where You Want to Be writes,

It’s time to quit waiting for…

- Perfection
- Inspiration
- Permission
- Reassurance
• Someone to change
• The right person to come along
• The kids to leave home
• A more favorable horoscope
• The new administration to take over
• An absence of risk
• Someone to discover you
• A clear set of instructions
• More self-confidence
• The pain to go away

4. To Move Closer To Your Dream…Change Your _________________.

“Things turn out best for the people who make the best of the way things turn out.”
—John Wooden

5. To Move Closer To Your Dream…Recognize That the Resources for Your

Dream _____________ the Moment You Do.

“Effort only releases its reward after a person refuses to quit.” —W. Clement Stone

6. To Move Closer To Your Dream…Practice the _________________.

Scolastico said, “If you would go everyday to a very large tree and take 5 swings at it with a very sharp ax, eventually, no matter how large the tree, it would have to come down.”

7. To Move Closer To Your Dream…Remember That When You Have Exhausted

All Possibilities—_______________________.

A dream is not only a vision that compels you to follow it forward into the future; it is also a measuring tool for every day and a motivation for every effort. If you have chosen your dream wisely, then you must pursue it tenaciously.
CHAPTER 9
The Fulfillment Question: Does Working toward My Dream Bring Satisfaction?

There is always a huge gap between the birth of a dream and the achievement of that dream. The question you have to ask yourself is whether it will be a fulfillment gap or a frustration gap. If it’s a frustration gap, you will be miserable most of the days you’re in it. And every day that you are frustrated instead of fulfilled, you lessen the odds that you will be able to keep moving toward your dream. Author and marketing expert Seth Godin calls this gap between when you set out to do something and when you actually start to see significant results “the dip.”

1. **Fulfilled People Understand the Difference Between the ______________ and Its _________________.

   **Ideals** – What could happen if ________________ was perfect.

   **Actuals** – What will happen because everything is _________________.

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John C. Maxwell©
2. Fulfilled People Understand the Size of the __________ Determines the Size of the ____________.

3. Fulfilled People Appreciate ___________________________ in the Journey.

“The twin killers of success are ____________ and ____________.”
—Jim Rohn

John Wooden said, “If I could go back and pick one single day in my life—in sports—to live over again, my choice might surprise you.

“It would not be that day in 1927 when our Martinsville High School basketball team won the Indiana state championship. Nor would it be any game I played as a member of the Purdue Boilermakers or coached at Indiana State Teachers College or UCLA.

“Here’s the day I would pick if I could go back in time: I would like to conduct one more day of practice in the gym. “Each day of practice was, by far, the most fulfilling, exciting, and memorable thing I did as a coach—teaching those under my supervision how to achieve success as members of a team.”

“The journey is better than the inn,” Cervantes wrote. The struggle, the planning, the teaching and learning, the seeking (which, of course, is the journey) surpass all else for me, including records, titles, or national championships.

4. Fulfilled People Make _______________________ While Living in the Gap.

You have the potential to make many wonderful discoveries in the pursuit of your dream. None will be greater than what you discover about yourself.

5. Fulfilled People Buy Into the Natural Law of Balance: Life Is Both __________ and ____________.

Optimists tend to think that all of life is good. Pessimists believe it’s all bad. The reality is that neither is right. Life is both. Only people who accept and embrace that truth are
able to find fulfillment. Why? Because people who accept it but don't embrace it become apathetic, meeting every difficulty with a shrug and a sigh. They may survive, but they will not be successful.

To reach a dream—and to be fulfilled in the process—one needs to be proactive, in bad times as well as good. One of the things I've observed about successful people over the years is that they do what is right no matter how they feel, and by doing right, they feel good. On the other hand, unsuccessful people wait to feel good before they do what is right. As a result, they neither do what's right nor feel good.

“I have discovered the secret that after climbing a great hill, one finds many more hills to climb. I have taken a moment here to rest, to steal a view of the glorious vista that surrounds me, to look back on the distance I have come. But I can rest only for a moment, for with freedom come responsibilities, and I dare not linger, for my long walk is not yet ended.” —Nelson Mandela
CHAPTER 10
The Significance Question: Does My Dream Benefit Others?

If a man for whatever reason has the opportunity to lead an extraordinary life, he has no right to keep it to himself.
—Jacques-Yves Cousteau

“The first half of life has to do with getting and gaining, learning and earning. The second half is more risky because it has to do with living beyond the immediate.” —Bob Buford

The ability to answer yes to the Significance Question—Does my dream benefit others?—has come in stages for me. That might be the same for you. Take a look at how it has unfolded in my life, represented by these three statements:

1. **I Want To Do Something Significant for _____________.**
   The accomplishment of a significant dream comes only when a person has something to offer.

2. **I Want To Do Something Significant for _____________.**
   Mother Teresa – Come Be My Light: The Private Writings of the “Saint of Calcutta”
   “I don't know what the success will be—but if the Missionaries of Charity have brought joy to one unhappy home—made one innocent child from the street keep pure for Jesus—one dying person die in peace with God—don't you think, Your Grace, it would be worth while offering everything—for just that one—because that one would bring great joy to the Heart of Jesus.”
She also said, “A day without doing something for others, is a day not worth living.”

3. I Want To Do Something Significant ____________________.

Florence Littauer gives us the proper sequence when a dream matures sequentially:

______________ to dream—To dream means taking a risk, stepping out of your comfortable surroundings and situation.

______________ the dream—The set-up determines the success. All is well that begins well. Preparation gives your dream a chance.

______________ the dream—Put it on. Your dream is not an addendum to your life; it is your life.

______________ the dream—Continual maintenance is needed to keep the dream going. Dreams need constant tender loving care.

______________ the dream—Pass it on to others. Give them ownership and then accomplish the dream together.

A dream isn’t worthy of a person’s life if it doesn’t benefit others. And it isn’t fulfilling unless it is achieved with others. That is why we’re here: to help other people. As Woodrow Wilson stated, “You are not here merely to make a living. You are here in order to enable the world to live more amply, with greater