

NEW YORK TIMES BESTSELLING AUTHOR OF
THE 21 IRREFUTABLE LAWS OF LEADERSHIP

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YOUR
ROAD MAP
FOR
SUCCESS

You **CAN** Get There From Here

A PDF COMPANION TO THE AUDIOBOOK



STEPS TO TAKE ALONG THE WAY:
WHERE WOULD I LIKE TO GO?

1. MY PAST: No dream grows out of a vacuum. It grows out of a life. Henry Ford said, “Before anything else, getting ready is the secret of success.” Whether you know it or not, your life has been preparing you for your dream. Answer these questions to see how you’ve been prepared:

a) What are my greatest talents?

1. _____
2. _____
3. _____

b) What is my greatest character strength?

c) What do others who have nothing to gain say that I’m good at?

d) What have my unique life experiences prepared me to do?

e) What is my greatest passion—the thing I love doing so much that I would gladly do it for free?

f) What is so important to me that I would be willing to die for it?

2. MY PRESENT: Some people look at their current circumstances and become discouraged because they're not where they want to be. But looking at the present is part of the process of discovering your dream. Answer the following questions to help you see the potential of the present:

a) What are all of my current resources? (Include time, money, people, opportunities, etc.)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

b) What current circumstances can I positively change to free up more resources or create more opportunities?

c) What is unique to my current circumstances—my place in history, where I live, where I work, the people I know?

1. _____
2. _____
3. _____
4. _____
5. _____

3. MY FUTURE: I hope that you're beginning to see a pattern created by your past and present circumstances. Now it's time you asked yourself: If I could be anything I wanted, what would I be? Write that answer here:

In later chapters, we will talk about what it will take to start moving you closer to achieving your dream.



STEPS TO TAKE ALONG THE WAY:
HOW FAR CAN I GO?

Now is a good time to take a look at your attitude. Respond to the following questions and statements as honestly as you can.

1. **RIGHTS OR RESPONSIBILITIES:** Which am I more likely to think and talk to others about? If the answer is “rights,” what can I do to change that attitude?

2. **PEOPLE:** Who is the most positive person I know? Write his or her name below. Make an appointment to talk to that person and ask what he or she does to remain positive.

3. **STRESS:** Name some positive ways you can relieve stress, and schedule some time in the next week to do at least one of them:

- a) _____
- b) _____
- c) _____

4. **HUMOR:** During the next week, tell at least one person a funny story about something that you recently did wrong or an incident that made you look foolish. Enjoy the joke together. (If the person is a friend and looks shocked or uncomfortable, you may have a history of taking yourself too seriously.)

5. ATTITUDE STATEMENT: Write a positive attitude creed for yourself, stating your intention to become a positive person.



STEPS TO TAKE ALONG THE WAY:
HOW DO I GET THERE FROM HERE?

Begin creating the road map for your success journey.

1. **RECOGNIZE YOUR DREAM:** Go back to the end of the Where Would You Like to Go? section and look at your answer to question number three (If I could be anything I wanted, what would I be?). Write that answer here:

2. **OBSERVE YOUR STARTING PLACE:** Give some thought to where you're currently starting and how far you are from your dream. Even if it seems like a long way, don't get discouraged. Some people have traveled incredibly long distances to get where they are today. Answer the following questions:

a) How great a distance will you have to travel? Write a statement that describes how far you will have to go to live your dream and affirms your determination to dedicate yourself to that task:

b) What do you have working for you? What are your three greatest assets for these goals?

1. _____
2. _____
3. _____

c) What will you have to overcome? What three things that you can control stand between you and the achievement of your dream?

1. _____
2. _____
3. _____

d) What will it cost you to make the trip? What will you have to pay or sacrifice to accomplish your dream?

In money: _____

In time: _____

In relationships: _____

In present job/career: _____

In comforts/luxuries: _____

In other options: _____

3. **ARTICULATE A STATEMENT OF PURPOSE:** Write a statement of purpose based on all the work you've done up to this point:

4. **DEFINE YOUR GOALS BASED ON YOUR PURPOSE:** Write the primary goals that you will need to accomplish to fulfill your dream and live your purpose statement on a daily basis:

- a) _____
- b) _____
- c) _____
- d) _____
- e) _____
- f) _____
- g) _____



STEPS TO TAKE ALONG THE WAY:
WHAT SHOULD I PACK IN MY SUITCASE?

You can develop to your potential if you pursue personal growth as a lifestyle. Follow these guidelines to help you get started.

1. **DEVELOP A PLAN FOR GROWTH:** The whole process begins with a plan for growth. It must be written and specific. The more concrete the plan, the more likely you are to follow it.

a) Identify the top areas you wish to develop. Base your growth areas on your dreams and goals. To start, one or two growth areas would probably be ideal. Do not list more than five:

1. _____
2. _____
3. _____
4. _____
5. _____

b) Find resources. Search for resource possibilities by reading trade journals, going to a bookstore, visiting a library, browsing through catalogs, and talking to people experienced in your areas of interest. List the top materials you find.

Books:

1. _____
2. _____
3. _____

Audio Programs:

1. _____
2. _____
3. _____

Magazines:

1. _____
2. _____
3. _____

- c) Plan your growth time. Figure out exactly where you will “steal” one hour a day (five days a week). Will you get up an hour earlier? Will you use your lunch hour? Will you turn off the television from 7:00 to 8:00 every night? Where you get the time is up to you, but be specific, and try to stick with your plan.

2. CREATE A CLIMATE FOR GROWTH: Plan to do each of the following at least once a day for the next month:

- a) Affirm your spouse, child, employee, or coworker for doing something new that displayed a desire for growth.
- b) Try something you’ve never done so that you’re taken out of your comfort zone.
- c) Think about a benefit that your current growth plan may give you in the future.

3. DEVELOP RELATIONSHIPS WITH GROWING PEOPLE: True success always includes others. Build relationships for growth in the following ways:

a) Find a mentor. Name the person you know who is growing and who has the most expertise in the area where you'd most like to grow. Your goal is to develop a win-win relationship with that person.

b) Spend time with growing people. Name the three best models for growth of all the people you know. Plan to spend time with each of them during the coming weeks. Your goal is to develop positive relationships and enjoy each other's company.

1. _____

2. _____

3. _____

c) Pick someone to mentor. Select a person to help grow: a coworker or employee, your child, a fellow church member, etc.



STEPS TO TAKE ALONG THE WAY: HOW DO I HANDLE THE DETOURS?

Now is the time to start handling the two detours—fear and failure—in a way that helps you along in your journey.

1. **FEAR:** The key to overcoming fear and growing to your potential is action. It breaks the cycle of fear. Look at the following:

Fear > Inaction > Lack of Experience > Ignorance > Increased Fear

But when you replace inaction with action, look at what happens:

Fear > Action > Experience > Wisdom > Decreased Fear and Increased Success

Positive action in the face of fear overcomes it and leads to more action, less fear, and more success. Answer each of the following questions to help you take the next step on the success journey:

a) What fear stands in the way of your next step on the journey?

b) Measure your fear against your dream and the development of your potential:

Benefits of Overcoming
the Fear

Benefits of Avoiding
the Fear

c) List the things you can and cannot control concerning your fear:

Things I Can Control

Things I Cannot Control

_____	_____
_____	_____
_____	_____

Make a commitment to stop dwelling on the things you cannot control and work hard on the things you can.

d) Give yourself a deadline to act. On what day will you begin to actively face your fear and do it anyway?

e) Write a credo to help you face and overcome your fears in the future:

2. Failure: Use a recent major failure as a springboard to success. Respond to the following to work through the process:

a) Describe your most recent failure.

Make sure you aren't taking it personally. Check to see that you have not written something such as, "I'm a bad driver," instead of "I had an accident."

b) How long has it been since it occurred? Are you allowing it to keep you down? If so, what can you do to bounce back?

c) Is it time to use this failure to redirect your course? If yes, how?

d) What can you learn from this experience?

1. _____

2. _____

3. _____

e) What is the big picture? Where and how can this failure fit in the time line of your life?

f) Memorize these words: I will no longer avoid failure. It is a normal part of life. I will take risks. I will do my best. When I do fail, I will learn from it and move on. Failure is my springboard to success.



STEPS TO TAKE ALONG THE WAY: ARE WE THERE YET?

Now that you know the answer to the question, “Are we there yet?” is always, “Not yet,” you can focus on developing persistence and making the trade-offs that will enable you to keep going to a higher level on your journey. Do the following exercises.

1. **DEVELOPING YOUR PERSISTENCE:** Harold Sherman, author of *How to Turn Failure into Success*, has written a code of persistence. Commit it to memory to motivate yourself to become more persistent.

1. I will never give up so long as I know I am right.
2. I will believe that all things will work out for me if I hang on to the end.
3. I will be courageous and undismayed in the face of poor odds.
4. I will not permit anyone to intimidate or deter me from my goals.
5. I will fight to overcome all physical handicaps and setbacks.
6. I will try again and again and yet again to accomplish what I desire.
7. I will take new faith and resolution from the knowledge that all successful men and women have had to fight defeat and adversity.
8. I will never surrender to discouragement or despair no matter what seeming obstacles may confront me.

2. MOVING TO THE NEXT LEVEL: On your current success journey, what would it mean for you to be on the next level? Where would you be? What would you be doing differently? What additional responsibilities would you have? What could you trade up to? Describe it here:

3. IDENTIFYING WHAT YOU HAVE ALREADY ACHIEVED: What have you already achieved that you will need to trade to make it to the next level? What must you sacrifice? (Note: Some things are never worth sacrificing: your integrity, marriage, family, faith, etc.)



STEPS TO TAKE ALONG THE WAY: IS IT A FAMILY TRIP?

To start strengthening your family relationships and including your family members on the success journey, you need to start spending time with them. One way to do that immediately is to include them in the process of working through the following exercises. They may balk at first, especially if you haven't spent enough time with them lately. But persevere. Your family is worth it.

1. **GETTING TO KNOW EACH OTHER BETTER:** Review the information concerning the four personality types and the seven intelligences. (If you want more in-depth information, get the two books.) Then spend time with family members discussing the characteristics, and as a group, write up a profile on each person using the following model:

Name: _____

Dominant Personality Type: _____

Secondary Personality Type (optional): _____

Intelligences (rate each from 1 to 10, with 10 being the highest):

- Linguistic Intelligence (words): _____
- Logical-Mathematical Intelligence (numbers and logic): _____
- Spatial Intelligence (pictures and images): _____
- Musical Intelligence (rhythms and melodies): _____
- Bodily-Kinesthetic Intelligence (physical self): _____
- Interpersonal Intelligence (other people): _____
- Intrapersonal Intelligence (inner self): _____

-
- a) Ask everyone to discuss any surprise characteristics that may have been discovered.
 - b) For the next week, go out of your way to compliment each family member based on some information you found out from the profiling process.

2. **IDENTIFYING VALUES:** Set aside an evening in which you can identify and discuss your family's values. Start by listing everything you can think of that's important to all of you. Then consolidate the list by combining some ideas and eliminating others. Try to get the list down to no more than seven. And use the time to discuss choices and how values affect them.

3. **SPENDING TIME WITH YOUR SPOUSE:** If you're married, plan a date night at least once a month (some couples do it weekly). Take turns doing the planning, and try to include activities that promote communication and interaction.

4. **IMPROVING COMMUNICATION:** Try this experiment as a family. Agree to eliminate all television for a set length of time, such as a week, ten days, or a month. Then use most of the extra time to do things together that allow communication. Play games, go for walks, help the children with homework, read together, and/or tell stories.

5. **ADJUSTING YOUR CALENDAR:** Sit down and schedule at least one hour per week with each family member for the next month. Try to select activities that both you and the family member enjoy. Mark it on your calendar as you would any business appointment. Then keep the appointment.



STEPS TO TAKE ALONG THE WAY: WHO ELSE SHOULD I TAKE WITH ME?

Use the following list of qualities to identify the people you want to recruit to take the success journey with you. Write the names of several people you know who exemplify each characteristic:

1. Make things happen: _____
2. See and seize opportunities: _____
3. Influence others: _____
4. Add value: _____
5. Attract other leaders: _____
6. Equip others: _____
7. Provide inspiring ideas: _____
8. Possess uncommonly positive attitudes: _____
9. Live up to their commitments: _____
10. Have loyalty: _____

Now look at *your* answers and see which names have been repeated most often. Pick the top one to three people. These are the best candidates to take the success journey with you. Write their names below, along with the names of the members of your immediate family.

The People I'll Take on My Success Journey

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

-
-
7. _____
 8. _____
 9. _____
 10. _____

2. **MAKING THE DEVELOPMENT OF PEOPLE PART OF YOUR ROUTINE:** During the next month, plan to spend time developing your family members and the top people from other areas of your life (work, church, etc.). Using the preceding grid and your calendar, schedule mentoring time with each person. Don't forget to plan bringing along people you intend to develop as you do various tasks. You may even want to get into the habit of writing the initials of the person you intend to have accompany you in your planner or calendar each time you make out your schedule. Also set aside time to select and gather the resources you intend to share with people.

3. **PLANNING MONTHLY:** Mark a block of time on your calendar next month to repeat this process. And you will want to keep repeating it—as long as you intend to keep developing others.