



7 Steps to Your Next Breakthrough Step 5

Your assignment: Take 15 minutes and complete this step.

Authenticate Your Incredible Factor

Let me start by saying that I don't want to assume that you are clear about what I mean when I say Incredible Factor. So, to ensure we are on the same page, allow me to define it for you: **Your Hot Undeniable Gift** (your innate gifts and talents) + **Your Signature Business Move** (how you solve major problems for others through your own signature style and system) + **Your Unique Selling Proposition** (how you are different from those who technically do what you do) in a client and brand magnetic package = **Your Incredible Factor**

To complete this step, you have three (3) assignments you must complete.

Part One: You must get someone new to share a success story, testimonial or endorsement of you and your gifts and talents. Here are some questions you can ask them to help them to supply you with your testimonial:

- a. What is it about working with me that you enjoy?
- b. What value have I added to your life, business, career, work environment, etc.
- c. If you were telling someone else why they should get to know/work with me, what would you say?
- d. If you had to choose 5 words to describe the contribution I make in your life, career, business what would they be.

So, who will you ask to endorse you?

- 1.
- 2.



3.

Part Two: You must create your Compliment and Accomplishment Journals and Your Wall of Fame.

Compliment Journal – the place where you write down EVERY compliment you receive no matter how trivial it seems at the time. And, remember to say “Thank you,” so that you bless the person who shares the compliment. One of the worst things you can do is belittle what someone else thinks of you by responding something like this, “oh, this old thing. I haven’t worn it in years,” when someone says you look nice. The correct response is simply, “thank you.”

Accomplishment Journal – the place where you write down EVERY thing you accomplish, no matter what. If you make your bed, write it down. We tend to make a big deal about the “big” things like graduation, having a kid, getting married. But the little things are valuable to your understanding of just what you can really do if you put your mind to it. So, write them all down. You should see mine 😊

Wall of Fame – Who says you have to dream of being inducted into someone else’s Hall of Fame?! You can create your very own. Your wall of fame should hold your awards, thank you notes, media clippings, testimonials, etc so that at a glance you can see just how powerful you are and that you can do it! You’ve already proven that you can. So even as you face an opportunity to reach a higher level of success, you are already equipped to make it a reality in your life. I love looking at my wall just to remind me that when God made me, He made something Incredible😊

Part Three: You must complete your Once Impossible, Now Easy list. What did you use to avoid like the plague but once you did it, you realized that it was a walk in the park or not nearly as bad as it seemed. These experiences give you more fuel to go after what you seek as you set yourself up to breakthrough to your next level.

Once Impossible, Now Easy

What did you once deem impossible that is now very easy for you to do?



Any other thoughts about Step 5: Authenticating Your Incredible Factor?

