

Influence Through *Story*

Fast Track Your Business with
3 Must-Have Stories

5-Day Challenge



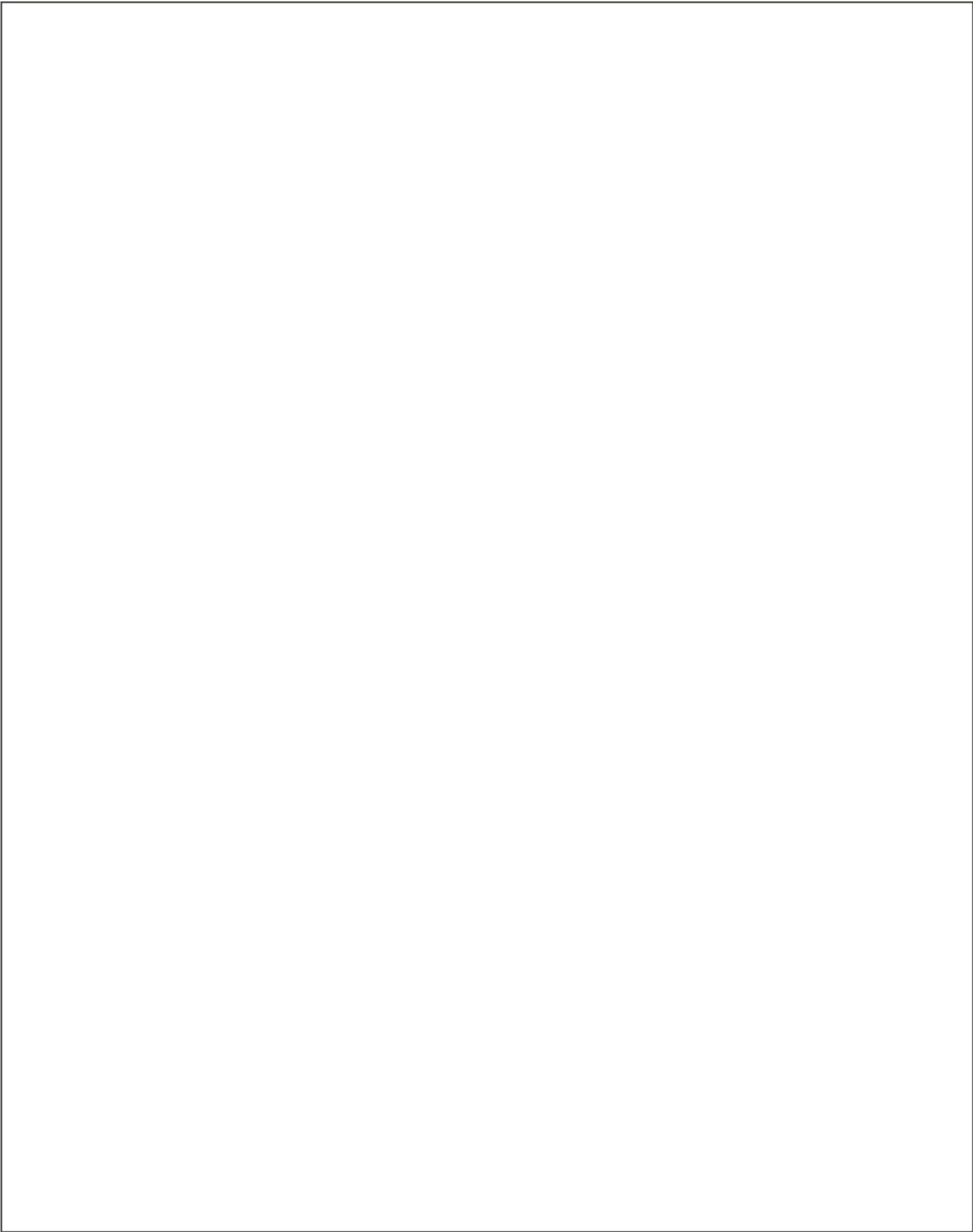
Day 2, Home Play #2: *Door 1 & 2*

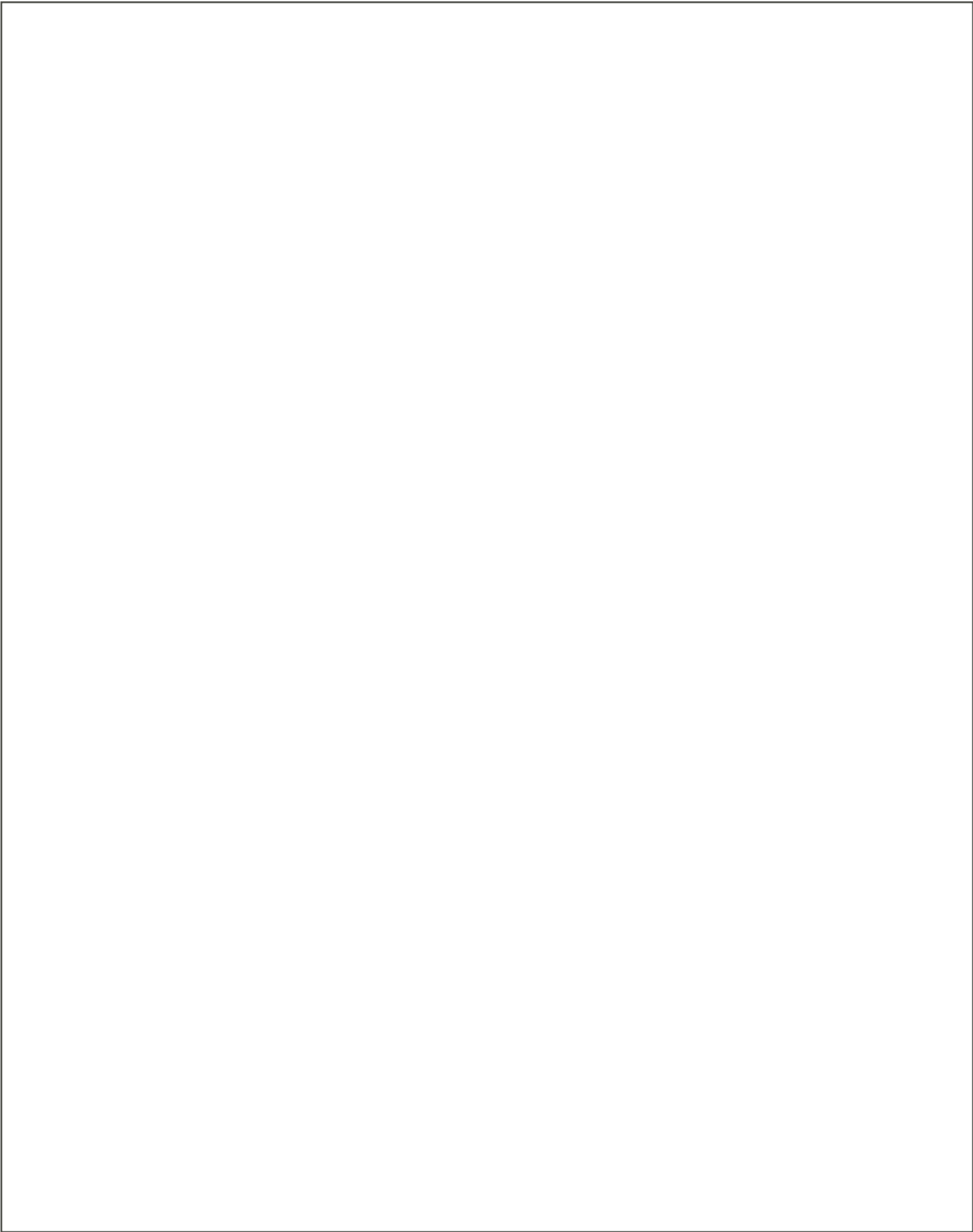
Door #1:

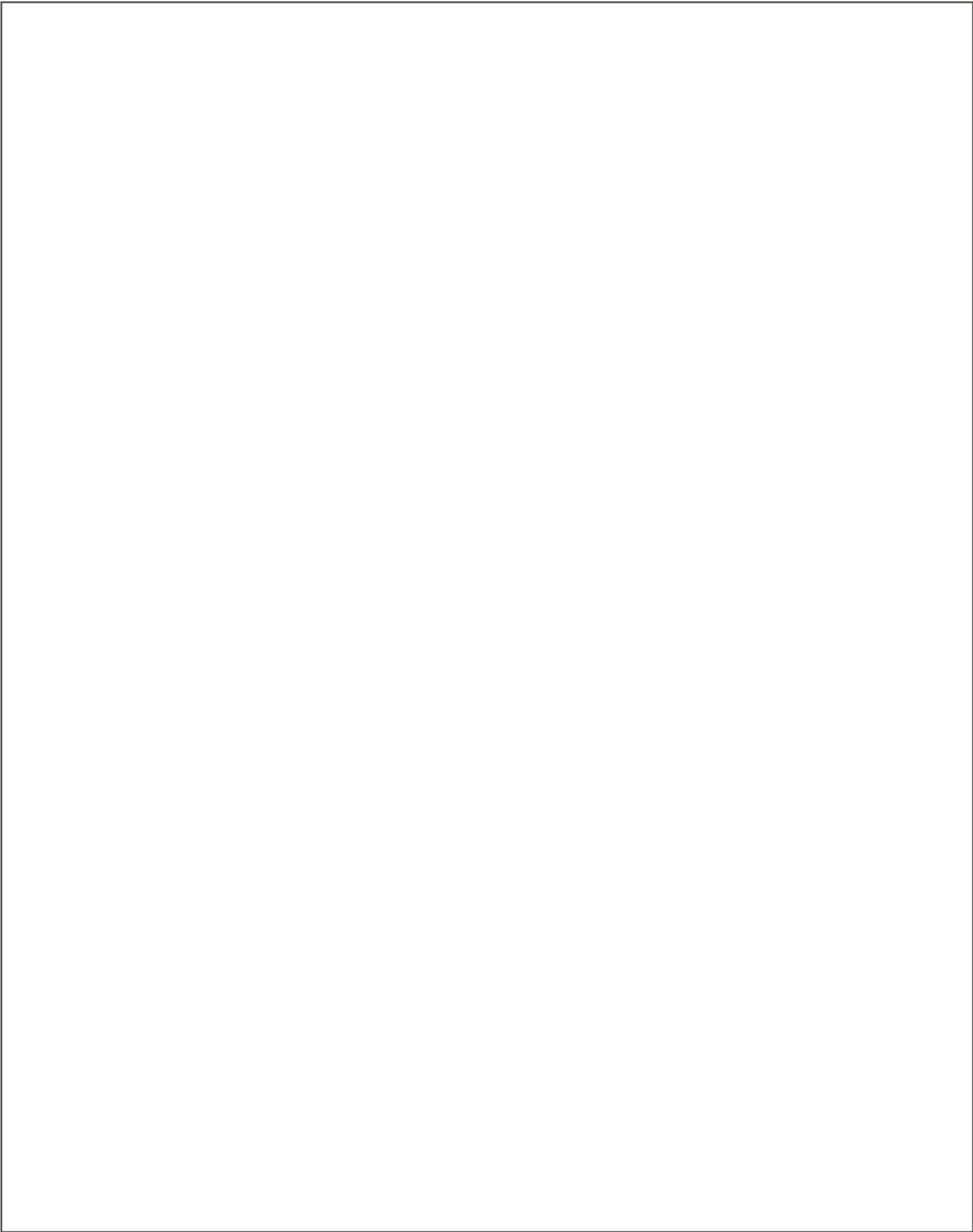
Imagine now that this SAME person never came to do the work with you. They never got that transformation, never experienced all the spin-off effects of stepping into a Bigger Life through your work. Imagine all the things that they would have missed.

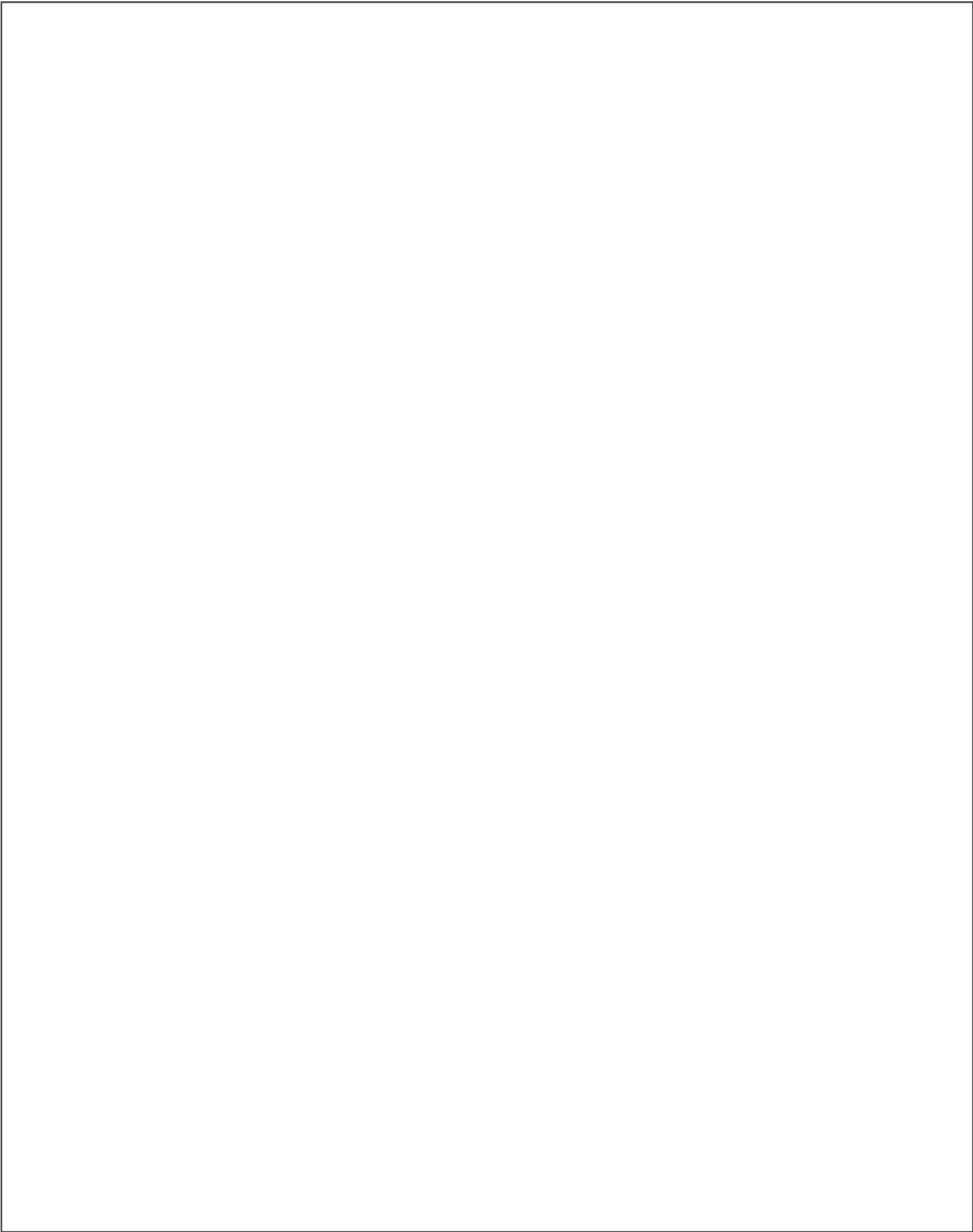
Imagine them now at the end of their life. They are looking back on their life. Describe in detail what their life feels like now, as they look back on what has been. Is this the life they really would have wanted? What are they thinking about? How do they feel about their life and all that has been? What have they missed out on, or what are their biggest regrets? Maybe they're even trying to fool themselves about how it feels. That's okay! Write that too.

Write for 5 minutes. Dive into the details. Be specific. This is DOOR #1.









Door #2:

Bring to mind this SAME person you have helped with your work, one single person.

Imagine them now at the end of their life. They are looking back on their life and are super happy and grateful because of what has happened in their work with you. They're not necessarily thinking directly about the work. It's just that this work has had a huge ripple effect, and you can see it when you project forward to the end of their life.

Describe in detail what their life feels like now, as they look back on what has been. What are they proud of? What has changed for them? How do they feel? What's been the most important for them in the life that they have truly claimed because of your work together?

Write for 5 minutes. This is DOOR #2.

Once you have completed your DOOR #1 and DOOR #2 descriptions, post your ahas about Door 1 and 2 and what you have learned about your ideal client and your own work through this exercise in the [Facebook Group](#).

