

What If Exercise - Dan Sullivan

If we were having this discussion three years from today and you were **looking back over these three years, what has happened in your life, both personally, professionally and spiritually, for you to feel happy with your progress?**

What **dangers** do you have now that need to be **eliminated**?

What dangers over the next three years?

What **opportunities** do you have now that need to be **captured**?

What opportunities over the next three years?

What **strengths** need to be **maximized** now?

What strengths over the next three years?

Growth comes not from having the definitive answer but from the activity of being engaged in the conversation around a **great question**

Making your **question bigger** than your answers means being open to the possibility that your understanding has some flaws in it and always being willing to entertain the idea that there is a better way to do something than the way you already know. Learning and improvement happen when you are open to these possibilities.

"Always make your **questions** bigger than your answers, and you'll keep drawing yourself into a bigger future with new possibilities."

Approaching life by always asking **bigger questions**, allows you to create for yourself a constant sense that there's always more to discover and greater depth to the things you thought you knew."