

THE ONE THING

How to Identify Your Lead Domino

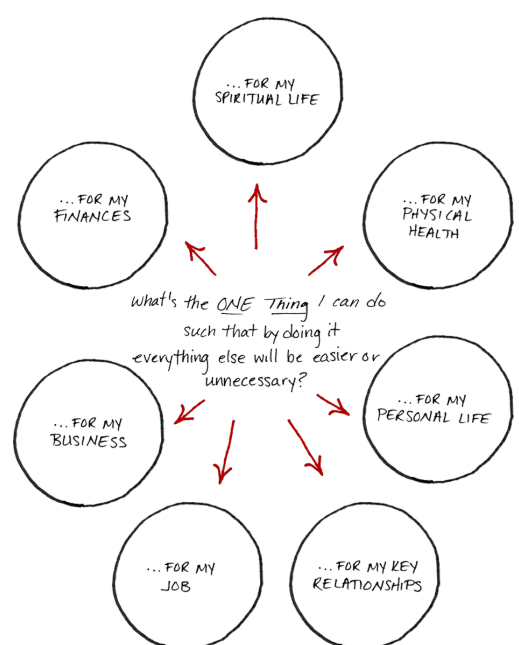
What's the ONE Thing I can do such that by doing it everything else will be easier or unnecessary?

The Focusing Question

1. What's the **ONE** thing... not two things, not everything. It's ONE Thing.
2. What's the ONE thing I **can** do... meaning it's so small it's a 2 inch domino that with the flick of a finger would effortlessly fall.
3. What's the ONE thing I can do, such that **by doing it**... meaning you take the necessary action to knock it down.
4. Because my dominos are lined up everything else will be easier or unnecessary.

Review the 7 Circles

1. **Spirituality** - Every one of us is going to wonder why we are here
2. **Physical health** - If you don't have your body, where are you going to live?
3. **Personal Life** - The things you do so you can be the best version of yourself. Your hobbies.
4. **Key Relationships** - Family, friends, colleagues, coaches, mentors, etc.
5. **Job** - The specific responsibilities for your role in the organization. Even if you are a business owner, you still have a job in the business.
6. **Business** - The things that matter most to the business overall. Even as an employee, there is one thing you can do for the business overall, and it may be different than your current role.
7. **Finances** - Your personal finances, building wealth, charity, etc.



WHAT'S YOUR ONE THING?

Facilitate 7 Circles Exercise

1. Ask them to rate each circle on a scale of 1-10 (1 - not great. 10 - extraordinary).
2. Ask them to pick ONE circle to form a habit in, first. (Emphasize they can choose a low score they want to transform, they can top grade an okay score, or they can focus on maximizing a circle that is a strength. There is no right or wrong).
3. Choose one to form a habit in first. Acknowledge we can make progress in all the areas overtime and success is sequential, not simultaneous. If they had to choose one FIRST, which would it be? Would they top grade a strength? Improve one that is middle of the road? Or focus on a weakness? It's their choice.

Identify the Lead Domino

1. Ask, "What circle did you choose?"
2. Based on the answer ask, "What's the ONE thing you can do for (that area)?"
3. If they give you an answer that's... (a) A result ask: "What's ONE thing you can do to accomplish that?" (b) Vague ask: "How will you know if you're successful?"
4. Keep asking these two questions until they've identified a lead domino that is so small it almost feels like it's cheating.
5. Pro Tip: if you feel like your partner is going in circles and not making any progress tell them to: a. Close their eyes. Take a deep breath. Then ask the, "What's ONE thing you can do to accomplish that?" (Watch them blast right through the wall that was stopping them).

