

NOW MAKE IT YOURS

Watch. Reflect. Apply. Make the shift.



FRIDAY #2 • SEP 25 **MOVE FIRST. THEN MAKE THE MOMENT COUNT.** COACH JAY'S CORNER

THE BIG IDEA

Some of the most important opportunities in our lives don't begin with a carefully constructed plan. They begin with movement. You follow an idea. You make the call. You show up. You walk through a door without knowing exactly what's on the other side. Sometimes that simple act of moving creates an opportunity you could never have planned. But when the opportunity appears, what do you do with it? Ask questions first. Listen carefully. Understand their world before you start explaining yours.

NOW MAKE IT YOURS

1. WHERE DO YOU NEED TO MOVE?

Think about one or two times in your life when you moved in the direction of an idea without knowing exactly where it would lead.

What did you do? What happened because you acted?

Did that first step create an opportunity, relationship, experience, or outcome you could not possibly have predicted?

NOW BRING IT INTO THE PRESENT

Where in your life right now are you waiting when you could be moving? What's one small action you could take?

A phone call? An introduction? An email? A conversation? Showing up somewhere? Simply saying yes?

Write down one action you can take:

THEN TAKE IT.

2. WHEN THE DOOR OPENS, WHAT WILL YOU DO?

Imagine that tomorrow you find yourself sitting next to someone who could make an enormous difference in your life. You have their attention. What would you do with the moment?

Before telling them about yourself, write down **three questions** you would want to ask them.

1.

2.

3.

What could you learn about them? What matters to them? What are they working on? What problems are they trying to solve? What could you discover by listening before speaking?

THEN ASK YOURSELF

How would the conversation change if I led with curiosity instead of a data dump about me?