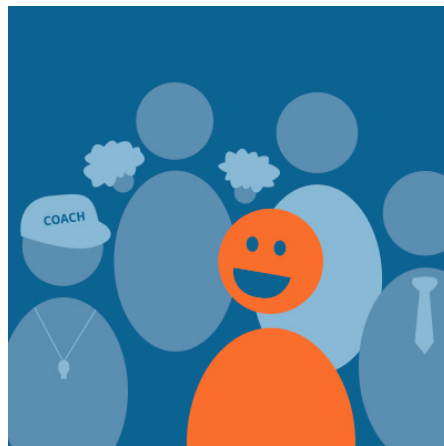


# The Four People You Need to Build a Successful Business

## Workbook



*Make life better*

# 1.The Light Shiner

Your Light Shiner is your mentor.

A great mentor will help you:

- Expand your frame of reference
- Show you what's possible in your business
- Show you the strategies to use to help you reach your goals

Think about the goals you have for your business, and the areas where you need the most assistance.

Next brainstorm ten potential mentors that can help light your path on your entrepreneurial journey. Here are key people to consider:

- Those who have already been, or are currently where you want to be
- People in your industry
- Folks who've been successful in a broader field of work that has similarities to yours



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## Potential Light Shiners

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For each of the mentors you listed above, write at least one thing you can learn from them.

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2.

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Building a personal relationship with your mentor is ideal. Write down at least three mentors from your list above to develop a personal relationship with.

1.

2.

3.

Write down one thing will you do this week to begin building a relationship with one of these mentors.



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## 2.The GPS

Your GPS is your coach.

A great coach will help you:

- Get ready and in the best possible position to reach your goals
- Go beyond your present abilities
- Get rid of bad habits and get better at your craft

Think about the skills you need to develop to build your business.

Next brainstorm five coaches who can help whip you into shape by training you to reach your goals. Here are key people to consider:

- Someone whose style fits your personality
- Someone who can get you results
- Someone who knows how to get you over any hurdles that present themselves



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Potential GPS'

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5.



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For each of the trainers listed above, write down at least one area you'd like this trainer to help you grow in.

1.

2.

3.

4.

5.

Write down one action you will take this week to get you connected with a trainer.



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### 3.The Sharpener

Your Sharpener is your peer.

A great peer will:

- Hold you accountable
- Push you farther than you would go on your own
- Strengthen you when you're feeling weak

Think about the times when you've needed to talk to someone who understood what you were going through with your business. Consider what type of baseline knowledge you needed them to have.

Next brainstorm eight peers to travel with on your journey to building your dream business. Here are some key people to consider:

- Those who have similar goals than you
- Those who have different talents and gifts than you
- Those you can learn from



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## Potential Sharpeners

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For each of the peers listed above, write down at least one area where you can help them, and one area where they can support you.

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2.

3.

4.

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8.

Write down at least one action you will take this week to build a more robust working relationship with your peers.



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## 4. The Cheerleader

Your Cheerleader is your emotional support system.

A great cheerleader will:

- Believe in your vision
- Support you no matter what
- Know just the right thing to do or say to help you move forward

Think about the times when you've wanted to throw in the towel when it came to building your business. Consider who's been able to talk some sense into you to help you move forward.

Next brainstorm three potential cheerleaders to provide you with the necessary support to complete your journey. Here are key people to consider:

- Someone who's able to withstand your rants, tantrums, and irrational moments (we all have them) :)
- Someone who knows you well
- Someone you trust enough to share your vision, successes, frustrations, and progress



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Potential Cheerleaders:

1.

2.

3.

For each one of the cheerleaders listed above, write down at least one way they can best support you on your journey.

1.

2.

3.

Write down one action you will take this week to prepare your cheerleader to take the journey to business success with you.



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As mentioned in the course, smart business owners don't go it alone. And by completing this workbook, you've demonstrated how smart you are in applying the lessons you learned from the course.

Your commitment to giving your business the best chance it has to succeed will pay off. So keep going, even when it feels hard, or you have to stretch outside your comfort zone!

As you go about building your dream team, I'd love to hear about your progress. Send me a tweet (@TRYbizschool), or an email and let me know how you're progressing in getting your people in place.

Talk soon,  
Sonia



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