

# YOUR ROLE AND YOUR SOUL: REDEFINING SUCCESS AS A WOMAN AND A WOMAN IN BUSINESS

## The FIVE Fundamental Questions

### 1. WHO are you?

- ◆ Know who you are being/who you choose to BE

### 2. WHAT do you really desire in life/work?

- ◆ You can determine what you choose your work/life to look like – Create your work/life Vision
- ◆ What stops you from having what you desire, having it ALL? Your belief!

### 3. Do you REALLY believe you can have what you desire?

- ◆ You desire it, but you don't believe it is possible – your Vision must align with your belief that you attain it
- ◆ If you don't believe you can attain it...you won't. If you believe you can...you WILL – simple as that!

### 4. How do you define SUCCESS?

- ◆ Redefine Success according to what works for Redefine Success according to what works for YOU – not “the world out there.”
- ◆ To be successful, your definition must align with your Vision of who you are, what you choose/desire for your life and work AND your belief that it is possible.

### 5. How do you define BALANCE?

- ◆ “Balance = doing, being and having what is most important to me right now.” Ease in the moment.”
- ◆ To have balance, your definition must mesh with your definition of Success
- ◆ “Success = doing, being and having what it most important to me right now.”

## The FIVE S's of SUCCESS

### 1. STRUCTURE: Is your life and work set up to support what you most desire, who you are and what is most important to you?

- Create a Vision – like a blueprint or roadmap for your life and work
- Adopt Success Practices: Each and every action you take, decision you make, must align with your Vision. Go for Actions over Results Change your environment to support you
- Customize your Structure: Do it YOUR way and don't give up:
  - Specificity + Consistency = Freedom and Success

### 2. SUPPORT: The “Lone Ranger” approach stifles your success.

- Connections + Relationships with others = Ease, gives you access to Balance
- You don't have to do it alone, so don't Create *Team YOU*
- Support comes in 5 flavors: Mental, Emotional, Spiritual, Physical, Financial

### 3. SELF CARE: Take care of you first and achieve success, realize your Vision... effortlessly!

- You cannot operate fully or give authentically from an empty cup
- Become Self-Full or Self-Fulfilling not Selfish – choose that this is OK!
- Make yourself your #1 priority by **Raising Standards and Enforcing Boundaries:**
  - Eliminate Tolerations and Energy Drains
  - Learn to say NO (Give yourself 24 hours before you respond to requests)
  - Create reserves in every area of life - time, money, love, space, energy, support
  - Underpromise and Overdeliver
  - Stop operating from ‘Shoulds’ and ‘Have tos’

**SOUL PURPOSE**  
HILLARY HARRIS  
Prosperity Coach  
Transformational Speaker

## SELF CARE, continued

- Reorient your life around your Values and make decisions based on your Vision
  - Get your Needs met
  - Create time for FUN and REWARDS
  - Accept that the present is perfect – accept what is so – not good or bad
  - Learn to accept and love yourself for all that you are, flaws AND fabulousness
  - Come from a positive attitude – negative talk/thinking does damage
    - Intention (Vision) + Positivity (Belief) = Attraction!
  - Have an attitude of gratitude – you get more of what you focus on
  - Have something to look forward to everyday
- 4. SIMPLIFY:** Clarity + Focus = Success and Balance!
- a. Want it all, have it all, do it all, be...exhausted! Keep it simple, take the effortless path.
  - b. Put your life on a diet:
    1. Cut the Fat! – Deal with/do it, dump it, delegate it
    2. Resist temptation: Say “No”, Make decisions based on your Vision and commitment to you
    3. Slim down: De-clutter – things, activities, people
    4. Make choices: Put YOU first. Choose the path of least resistance – just choose! Effortless!
  - c. The state of your mind reflects the state of your life
- 5. SECRET: BE HERE NOW.** Be in the moment, slow down into the present because this is ALL we have! Enjoy the journey and the destination will take care of itself!

## EXERCISES

1. **STRUCTURE:** Create your Vision for your career and/or your life. Ask yourself, “In an IDEAL WORLD, what do I really desire my career and life to look like? Write down a detailed description of your Vision. Be certain it aligns with WHO you choose to be and that it encompasses your definitions of Success and Balance.
  
2. **SUPPORT:**
  - a. Identify 3 people to invite to play on *Team You*. Write down their names and make a commitment to call them this week and ask them to support you in some way.
    - 1.
    - 2.
    - 3.
  - b. Practice getting support. Turn to the person next to you and say “I resist asking for help because \_\_\_\_\_. I need \_\_\_\_\_ for my business. Can you help me? If you can’t, do you know someone who can?”
  
3. **SELF CARE:** Choose one (or more) of the following to take on this month:
  - a. Do something you haven’t done in a long time – plan a fun or nourishing activity.
  - b. ZAP a Toleration by raising a standard or extending a boundary.
  - c. Say “NO” 3 times a week for the next 4 weeks.
  - d. Under promise and Over deliver from now on!
  
4. **SIMPLIFY:** Choose one (or more) of the following to take on this month:
  - a. De-clutter/organize your office/workspace or area of your home using the 50/50 Formula:
    - Find 50 items of clutter that have no meaning to you and donate or dump them.
    - Find 50 items that you no longer use or need that do have meaning and donate or dump them. (If the idea of 50 items is too much, then make it a more manageable number. Do not drop below 25 items.)
  - b. Give up one volunteer activity, extra curricular activity or energy draining activity for 3-6 months.
  - c. Ask yourself, “What is one major shift that I can make this month that will dramatically simplify my life?” Now...make that shift!