

Name: \_\_\_\_\_ Date: \_\_\_\_\_



On a scale of 0-10 with 10 being ideal, please grade each area of your life as you see it now.

\_\_\_\_\_ Physical Self - physical body, appearance, health, mental state,

\_\_\_\_\_ Spiritual & Personal – religion, faith, self love & appreciation, thoughts

\_\_\_\_\_ Financial – income, savings, spending, debt, credit

\_\_\_\_\_ Relationships – family (spouse/children/siblings), career/work, networks, friends, social

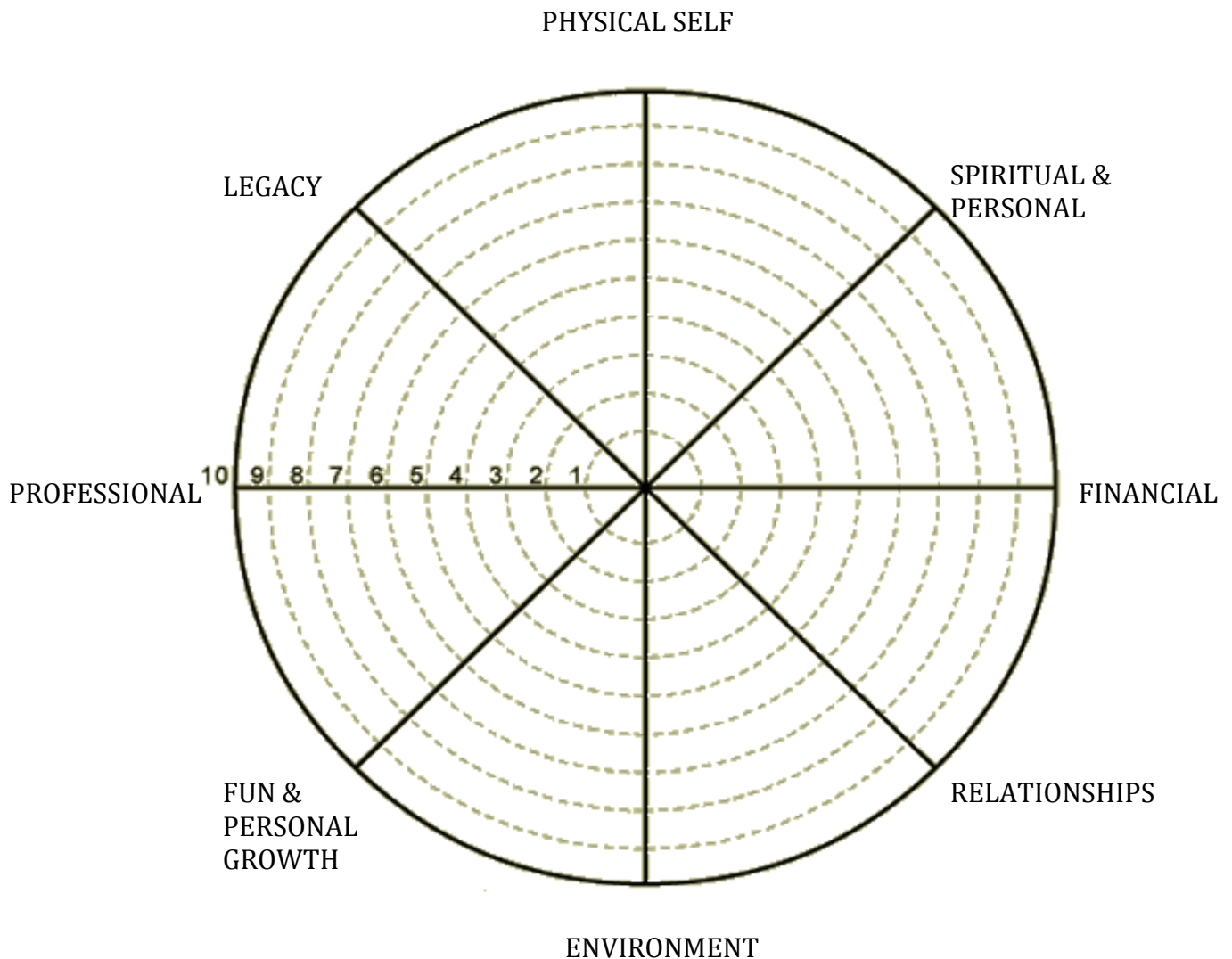
\_\_\_\_\_ Environment – home, office, vehicle, nature, community, house of worship

\_\_\_\_\_ Fun & Personal Growth – hobbies, free time, relaxation, travel, education

\_\_\_\_\_ Professional – business, career, stay at home parent, job, professional duties

\_\_\_\_\_ Legacy – contribution, community, charity, your mark

Now, enter the number you rated each area by charting or plotting the point with a dot on the line associated with each particular area. Once complete, connect the dots to view your circle. Is it in balance? Or are there areas that are pulling or weaker than other stronger ones? The areas of weakness tend to drag a person down, become a nuisance and keep us out of balance. The key to the exercise and in a successful life is to have all areas complimenting each other, looking and feeling well rounded. If an area is out of balance a Success Coach can develop a plan to work on specific areas to increase balance in your life and a more well-rounded existence, moving you towards your goals and ultimate success.



The Circle of Success is a powerful visual coaching tool with many valid uses for you, the client, to measure progress towards achieving goals and balance in your life.

The Circle of Success is also used in developing your VISION OF SUCCESS written exclusively for you.

Remember that the Circle of Success evolves as you evolve and like most tools it can only catch how someone feels at a given moment in time. We are constantly evolving in all areas of life so we will continue to update your progress through Success Coaching.

Additionally, we can use the Circle of Success to help define more specific objectives that may arise during the coaching process. Let's examine other ways the Circle of Success may help you achieve success.

- 1. Use The Circle of Success to set more meaningful and targeted meaningful goals.**  
Areas with low scores are ideal circumstances to target in order to set more focused goals to achieve greater success. This is also a very useful measurement in areas such as finance, professional development, business organization or executive training as it helps draw left-brained or logical clients into 'softer' areas that will improve their whole life. This can also benefit a career goal as it will most likely have a more positive affect on many social and communication skills, improving relationships, networks and personal aspects.
- 2. Gain a deeper understanding at a targeted level and drill-down life as a whole and look into specific issues more clearly, in turn separating one area into many smaller areas to laser focus or find causal relationships lending to low number or successes and gifts relating to high numbers.** We accomplish this by taking one of the areas and dig deeper by listing 6-10 topics specifically that make up that particular segment. For example, delve deeper by writing out 8 areas that make up that segment for them. For example 'FINANCIAL' segment may include saving for college; budget; anticipated raise or inheritance; retirement account; tax refund; tax debt; mortgage; credit card debt; cash flow abundance, etc. Together we look for key factors that contribute to positive or negative influences into an area and set expectations, action steps and targets for improvement.
- 3. Celebrate every success with your progress.** Use The Circle of Success as a measurement in time, monthly or quarterly and most definitely annually. It is an

assessment tool and should be utilized as both a check-in to see how a person is doing and as a way for you, the client, to see how far you have grown. Improved scores demonstrate the abundant value from success coaching. It helps you see progress and growth. It takes you from where you were to where you are in an instant and offers a time for celebrating success along the way. Celebrating accomplishments is one of our top goals in Success Coaching ... remember to do it each and every day!

4. **Get excited about your life!** How about turning it into the Circle of Joy or Happiness, Fun and Excitement, New & Good? As a client you certainly have the freedom to have fun with any of our success tools and depending upon what your needs and goals are, you can come up with 8 areas or things that are fun and exciting or things that make you feel joyous or happy. Simply re-label the segments of the circle accordingly and place an action or commitment in each segment. Do you notice anything? How can you bring more fun, joy, happiness or excitement into each segment of your life? Your Success Coach can help find multiple successes and wins that could raise a score within the circle. It contributes to instilling confidence and increasing self-esteem. *Note: this is also an excellent tool to use in between coaching sessions, for example, if you are experiencing a rough day you may need to do the latter to work through the difficult situations. Remember, playfulness can turn a tough day into a much needed good chuckle so if this is the case you may need to isolate the issue, grab a thesaurus and find the opposite word to what your feeling (angry = happy) and apply positivity to wipe out the negativity. Just a quick tip to always end the day on a positive note and not in a negative state.*
5. **Prioritize & Organize** – Define your top three priorities in each area and rank them or score them 0-10 on a satisfaction scale. What do you notice? Are priorities out of kilter? Is number 1 coming before number 3 in tasks, ie the cart before the horse? Do you your priorities 'straight' or do you need to shift focus? Gain more knowledge? What actions could you take to improve the scores? Your Success Coach will help plan a strategy for success!
6. **Executive & Business Success Coaching ... use the Circle of Success to identify specific Sales and Marketing actions for your clients.** Take a blank Circle of Success and add the key areas needed to take specific action. Come up with actions for each area to complete in the next month. This can also be combined with other tools such as Mind Mapping or Star-bursting ideas. A Sales Circle might include topics like sales training, product knowledge, sales skills, role-playing, return on investment, client relations, and marketing. A Marketing Circle might include direct mail, social media, auto-responders, articles, public relations, press releases, trade shows, trade journals, client relations, seminars or networking.

7. **Identifying gaps in skill set in a career, job, new promotion.** Using a blank Circle of Success label the top 8 skill sets needed to accomplish a specific goal, for example, related to a job promotion they want. Score 0-10 where you currently are at the moment in relation to the actual skill set required. Assign an action against each of the skill areas needed to boost up performance levels, seek higher education or specific training. Identify a specific action for an area where you score highly, "What could you do to truly excel or master the skill?"
8. **Grasping what is truly important in their life.** Brainstorm a list of goals or priorities. List everything you want to "Be, Do, See, Own and Have" in life. Now take each priority or goal and go around the Circle of Success in each of the categories and ask, "*Will achieving this improve my satisfaction in this area and bring me closer to my goal?*" and for each area that is improved or moving towards, that goal gets a point. Then review which goal received the highest and lowest scores. Is there a pattern? What do you notice? What have you learned? What can you take away from the exercise? Do you need to reevaluate your true wants? This helps people to see what will truly make a difference in their life as opposed to what they think will improve their life. Let's assume you want to buy a Rolex watch that costs \$55,000. Will it improve your Finances? No. Will it improve relationships with family and friends? Probably not. Will it improve your Career? Possibly if you tend to run late all the time. Will it improve Fun and Personal Growth? Maybe, and so on until you get a score of perhaps 2 out of a possible 8. Now take **being a great parent**. It may not improve your finances or your career (although you never know) but it will help your family relationships, fun, health, and personal growth so you perhaps get a score of 6 out of 8. Your Success Coach loves to help you achieve what is truly most important and will use this exercise to isolate and progress your success!
9. **Relationship Coaching.** The Circle of Successful Relationships requires you to take a blank wheel and label the segments with the 8 specific qualities you are seeking in an ideal partner. This MUST be done by the YOU, THE CLIENT ONLY without any assistance from your coach – your Success Coach can not provide the ideal adjective for you! Give a score of how IMPORTANT 0-10 each quality is. This will identify whether being handsome, sexy, attractive or romantic is as important as being honest, reliable, funny or a good parent. You may also apply the strategy outlined earlier where you take each quality you've listed, and give it a point for each area on the circle that it improves. *Which qualities will truly make a difference? Which quality do they truly desire?* Note, this can also be applied in reverse by listing qualities that they will not tolerate – occasionally this approach helps to identify the true qualities you want when you are certain about the ones that are unacceptable.

10. **Simple Action Planning.** Simply use a blank Circle of Success and list 8 specific actions steps towards a specific goal. One goal per 8 action step. Think of it as chunking things down from unattainable to manageable and taking small steps to reach the goal. It's very effective and each action must be time-bound or percentage based upon completion of the tasks to reach the goal.

**Enjoy your CIRCLE OF SUCCESS!**