

5 Wicked Ways To "What If" Your Business

Contributed by Kim Duke
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It actually happens to be a lovely family trait. Some people inherit big noses, some people inherit musical or math ability. Well - I'm proud to say I come from a long line of What-If ers.

{bot_wrgoogle} We can imagine what we need to do to make what WE WANT HAPPEN. And we're very entrepreneurial.

I was encouraged as a kid to hold "circuses", sell tickets, collect pop bottles - we had to use our imagination to make money vs getting a hand-out. I even remember drawing pictures in Grade 5 and selling them to kids!

And so of course the entrepreneurial encouragement continues.

I'm taking my oldest niece to New York next year but on one condition. She has to save up some money too. She is constantly scheming up ways she can earn some cash. (And of course the same deal applies to my other cutie pie niece when she's old enough)

My youngest niece was complaining "she had too many clothes and not enough closet space." My NY bound niece piped up with "What if I have a solution to your problem?" Of course my youngest niece was all over it. She says "What do you mean??"

NY bound girl says "What if I rent you a side of my closet? I'll take out my clothes from that section and you can use the whole thing. "

And then....

"You can pay me closet rent at the beginning of each month."

To see what she charged her sister you'll have to keep reading.

I laughed out loud when I saw this What- If strategy taking place - I LOVE IT!

You Need To Strengthen Your What-If Skills!

One of your biggest problems right now is that you're firmly entrenched in WHAT HAS BEEN.

Some of it is wonderful for sure. However, there are some nasty bits that have you stuck. And it is really hurting you from making the money you so richly deserve.

5 Wicked What-If Questions To Get You Started:

• WHAT IF you could make BIG money from an area you're currently ignoring?

• WHAT IF you focused only on 3 three areas to grow instead of 3,000?

• WHAT IF you quit focusing on what wasn't working ?

• WHAT IF you finally quit doing so much by yourself?

• WHAT IF you decided that you're ready for MORE?

Dive into the game of What If. It's easy. You just say What If....and then you mention the opposite of what you're currently doing.

le/ What If I could work from home and earn full time money?

What If I could make my dream business work?

What If what I'm doing right now isn't the right fit?

What If I could happily earn over \$100,000 a year?

You get the picture.

Now - back to my two cutie pie nieces. My youngest niece says "How much to rent your closet?" My niece says "5 bucks a month" My youngest niece stood up - walked across the room and shook her sister's hand.

DEAL!

Both of them were happy.

Do some What If questions to yourself and you'll be happier too.

So there.

Love from your bossy Sales Diva,

Kim

Kim Duke, The Sales Diva, provides savvy, sassy sales training for women small biz owners and entrepreneurs. Kim works with clients internationally, showing them The Sales Diva secrets to success! Sign up for her saucy and smart FREE e-zine and receive her FREE Bonus Report "The 5 Biggest Sales Mistakes Women Make" at <http://www.salesdivas.com>