

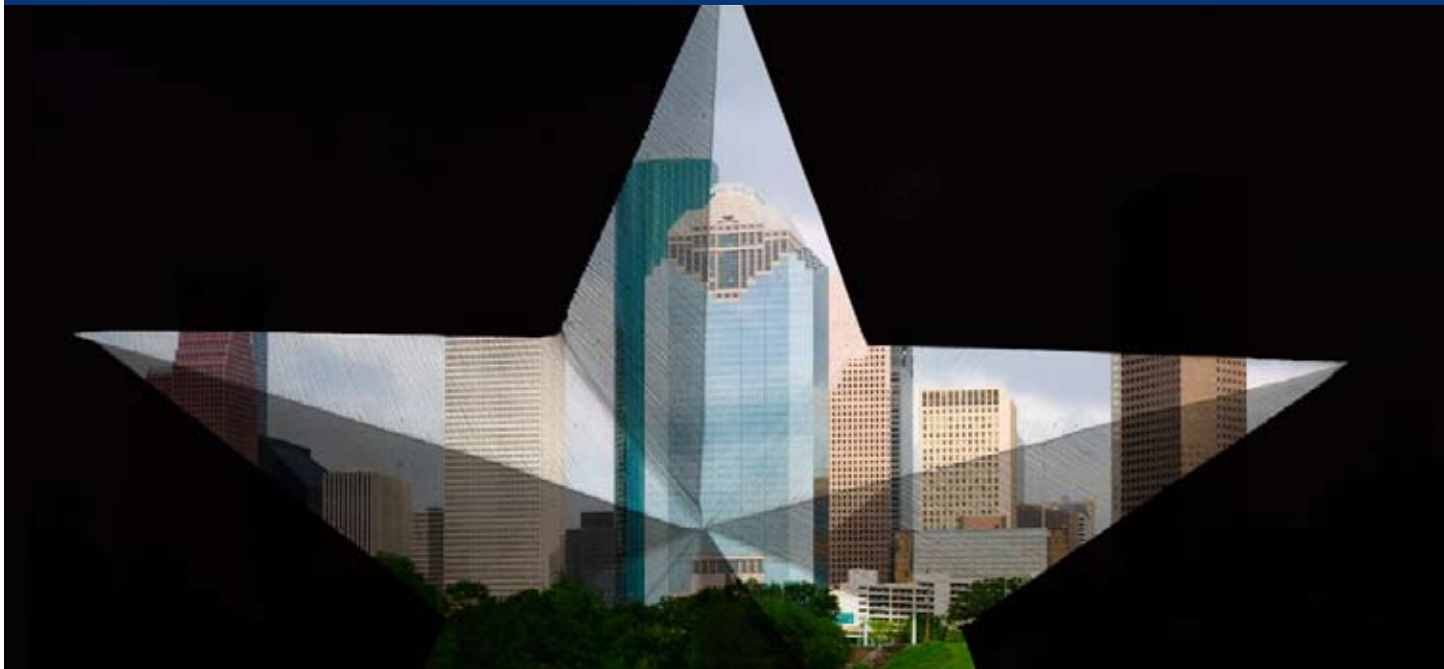


Chapter 2  
**Encouragement**

**Character Secrets Of  
Successful Entrepreneurs**



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The Houston Business Coach



# Encouragement

## Questions for Reflection and Evaluation

**Yes, encouragement is a gift. Think about how giving more encouragement and receiving more would be helpful to you and your business?**

1. Look at your relationships. List all the people who encourage you.

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2. Look at your relationships. List all the people who discourage you or who are negative. These are people where you feel less energy after you have been with them or possibly disappointed, angry or hurt.

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3. Take the list of people who encourage you and put a check mark by the ones that you would like to know better or have more contact with.

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4. Take the list of people who are discouraging and put two check marks by the ones you can delete from your life.

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5. Go through the list of people who are discouraging again and put a single check mark next to the ones where you have the ability to limit the relationship.

The goal is to make you very aware of not only what your relationships are doing for you, but what they are doing to you. You can put all relationships into one of three categories.

**You can either: Expand the Relationship, Limit the Relationship or Delete the Relationship**

Categorize your key relationships and determine if they are nudging you in the right direction. The goal is to bring more encouragement and positive thinking into your life and less of the negative thinking that can cause you to lose energy and focus.

The Houston Business Coach series of educational products can put you on track to having more in your business and life. For other products go to [TheHoustonBusinessCoach.com](http://TheHoustonBusinessCoach.com), For one on one coaching, contact us to discuss your options at 1-866-387-7805. We look forward to speaking with you.

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