



CHALLENGES INTO OPPORTUNITIES
WORKSHEET

CHALLENGES INTO OPPORTUNITIES WORKSHEET

KEEP A LIST OF PROBLEMS OR CHALLENGES

Having a list of challenges worth solving written down helps to break them into items that can be researched, checked, and restructured. Here are some possible questions to help you get started with pinpointing problem areas:

WHAT WOULD YOU LIKE TO ACCOMPLISH WITH YOUR BUSINESS?

WHICH IDEA WOULD YOU LIKE TO WORK ON NEXT?

WHAT COULD YOU BE BETTER AT?

WHAT DO YOU WISH YOU HAD MORE TIME FOR?

DO YOU HAVE ANY GOALS YOU HAVEN'T REACHED?

WHAT DO YOU COMPLAIN ABOUT THE MOST?

WHAT EXCITES YOU ABOUT YOUR BUSINESS?

**WHAT KIND OF VENDORS DO YOU WISH TO HAVE A GOOD
RELATIONSHIP WITH?**

**HOW COULD YOU CUT THE COSTS OF PRODUCING YOUR PRODUCT
OR PROVIDING YOUR SERVICE?**

HOW COULD YOU BETTER DEAL WITH CUSTOMER FEEDBACK?

HOW COULD YOU BETTER DIFFERENTIATE YOUR PRODUCT FROM OTHERS?

WHAT WOULD YOU LIKE TO ORGANISE BETTER?

WHAT DEPRESSES YOU?

WHAT TAKES TOO LONG TO DO?

CHALLENGES INTO OPPORTUNITIES WORKSHEET

LIST ALL YOUR CHALLENGES

A large rectangular area with a light gray background, a dotted teal border, and horizontal dotted teal lines for writing. The area is designed for listing challenges.

CHALLENGES INTO OPPORTUNITIES WORKSHEET

DIG DEEPER WITH A WHY

Once you've chosen just ONE challenge to work on, it's time to start digging deeper.

Anyone who has come into contact with children knows how good they are at utilising the word 'why'. They are curious about everything, and because their minds haven't yet developed the 'logical' connections, or rather patterns, they also question every answer. To our stuck-in-pattern minds it can be quite frustrating having to answer countless 'obvious' questions, but there's a lot we can learn from the way kids question things. When you are working on a challenge, dig deeper with a 'why' at every stage of the process. For example:

LET'S SAY THE CHALLENGE IS:

'How could I sell more engagement photography sessions?'

WHY DO I WANT TO SELL MORE ENGAGEMENT SESSIONS?

'BECAUSE THEY COULD LEAD TO WEDDING BOOKINGS'

WHY DO I WANT MORE WEDDING BOOKINGS?

'MY BUSINESS WOULD BE MORE PROFITABLE.'

WHY DO I WANT MY BUSINESS TO BE MORE PROFITABLE?

'SO THAT I COULD ENJOY A BETTER LIFESTYLE.'

Got it? Good. Start asking yourself some questions.

CHALLENGES INTO OPPORTUNITIES WORKSHEET

SEE HOW MANY WHY QUESTIONS YOU CAN COME UP WITH

A large rectangular area with a light gray background, bordered by a dotted red line. Inside, there are 20 horizontal dotted teal lines for writing.

CHALLENGES INTO OPPORTUNITIES WORKSHEET

ABSTRACT YOUR CHALLENGE

When you abstract your challenge, you can start seeing other solutions. For example, you might be able to come up with completely different ideas for how to better your lifestyle that wouldn't require for your business to be more profitable. By asking questions such as 'how else could I conduct engagement sessions?' or 'what else could I do to be more profitable?' you would open up an infinite world of new opportunities for operating your business differently. When you are able to see the bigger picture, you are able to connect with a much wider array of solutions.

You can restructure the challenge in different ways, such as:

IN WHAT WAYS COULD I SELL MORE ENGAGEMENT SESSIONS?

IN WHAT WAYS COULD I ACHIEVE MORE WEDDING BOOKINGS?

IN WHAT WAYS COULD I MAKE MY BUSINESS MORE PROFITABLE?

IN WHAT WAYS COULD I ENJOY A BETTER LIFESTYLE?

I hope this exercise might help you see the opportunity within challenges!

**READ THE WHOLE BLOG POST AT:
[HTTP://HERLOVELYHEART.COM/CHALLENGES](http://herlovelyheart.com/challenges)**

CHALLENGES INTO OPPORTUNITIES WORKSHEET

RESTRUCTURE YOUR CHALLENGE IN AS MANY WAYS AS YOU CAN THINK OF

A large rectangular area with a light gray background, bordered by a red dotted line. Inside, there are 20 horizontal teal dotted lines for writing.



hello@herlovelyheart.com

All rights reserved. No parts of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, magnetic tape, mechanical photocopying, recording or otherwise, without prior permission in writing from the Publisher.

Images and text copyright © 2015 Marianne Taylor & Her Lovely Heart.

The moral rights of Marianne Taylor to be identified as author of this work has been asserted by her in accordance with the Copyright, Design and Patents Act 1988.