



# THE JANUARY CALL

by Michael J. Maher

**Practice Proactive Generosity!  
Give. Massive. Value. First!\***

*The Answer is To Question.*

**The Quality of Your Life is Determined by the  
Quality of Your Questions.**

- 1 Did you make a New Year's Resolution?
- 2 Any big plans or goals for 2019?
- 3 Any big trips or vacations planned this year?
- 4 Do you have a Bucket List? What's on your bucket list or what would be on your bucket list?
- 5 As you look at the year ahead, what are you most looking forward to? What project most excites you for 2019?
- 6 What is your biggest challenge right now?
- 7 Who is your typical client or key contact? Who are you hoping to meet this year?

REMINDER



Always ask: Who is the most successful person you know well? (Get intro.)

*\*Take Notes, Take Action. Is it a book, a person, a video, a Google search, a tool, a technique, an App...?*