



**JUST
LEAD**
WITH MARK Q



SHOW NOTES

EPISODE 40: What Do You REALLY Want?!

As we grow in life & leadership, we have to ask ourselves this question – WHAT DO YOU REALLY WANT? It may sound like a selfish question on the surface – “getting what you want.” But if you don’t do the work to clarify it, you’re going to be frustrated. In your life, in your home, in your family, at your job, during the year, for vacation, in your marriage, you fill in the blank – what do you REALLY want?

What do you really want?

If you don’t define what you really want, you will squander your time & resources. Sometimes you learn what you really want because you’ve experienced something you DON’T want. Carve out some thinking time to decide what you really want, and write out what you want to accomplish.

John 5:1-15 - Jesus’ Healing at the Pool

“Do you want to get well?”

“How you know what you really want is linked to the sacrifice you’re willing to make to get it.”

If getting what you want is all about you, it’s selfish. But it’s possible to get what you ultimately want by helping others get what they want. And that’s where people come in!

Who is going to help you?

The journey of life & more success comes as a result of people. Ask yourself, how can you add value to others? Look for alignment when pursuing big goals, others who want what you want.

What is the strategy for getting what you want?

Without a plan or a strategy, discouragement will come. The desire may be there, but you need a plan. When you make a plan & stick to it, it motivates you to say, “I’m doing this!”

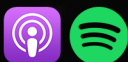
How will you measure yourself along the way?

If you can’t measure it, you can’t prove it. Otherwise you’ll default to being a “hype monster.” Sure, maybe the event FELT good. But why? Ask yourself why it’s working, or not working. Can you point to metrics, real data about how something is going? If you don’t define the goal posts, you’ll either be discouraged or it’ll feel like you’re winning but with no real fruit or results.

What’s the way of fixing it if it breaks?

It’s more than possible to identify where the pitfalls of a plan may be from the very beginning. If you are able to do this, it becomes much easier to pivot later on.

Understanding what people want and what you want is very valuable at a negotiation table. Knowing how to push and pull in those scenarios is key for everyone getting a win/win result.



The reality is, just because you define what you want, doesn't mean you get it by this Thursday. What we ULTIMATELY want will often take time, even if it's longer than we think. Our timeframe is often not realistic, and needs to be reevaluated. We live in an instant gratification culture, but what we really want takes more time.

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