The Anti Client & Anti Personal Tool

List all of the things that you don't like or drive you crazy about your clients or people who you deal with.

Use the following questions to guide you.

Don't overthink this, it's just what comes up immediately.

What don't I like? e.g. always late.

Why don't I like it? e.g. they don't value my time.

Who don't I like? e.g. "John Smith" he smells.

Where don't I like it? e.g. meetings at coffee shops.

When don't I like it? e.g. after hours.

How don't I like it? e.g. they complain about money/bills constantly.

Go back through this list, then rate each point out of 10 → 1/10 is low, 10/10 is high.

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From the previous list there are things that you do like about these people and situations. List the things that you do like about your clients or people you deal with.

Use the following questions to guide you.

Don't overthink this, it's just what comes up immediately.

What do I like? e.g. always pay my invoice on time.

Why do I like it? e.g. makes me feel valued as a provider of services.

Who do I like? e.g. "John Smith" he always makes me feel like I provide a great product.

Where do I like it? e.g. at my office/workshop.

When do I like it? e.g. during business hours.

How do I like it? e.g. everything just feels easy with them.

Go back through this list, then rate each point out of 10 → 1/10 is low, 10/10 is high.

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The Anti Client & Anti Personal Tool

As no one is perfect, can you think of someone you would like to regularly work with in your business or life?

Give them a name and refer to them in this way.

Ask yourself the following questions.

Where have you met this person?

When did you meet this person?

How did you meet this person?

Other things you might like to consider.

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What is the one new action you will DO after this training?

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