

## ARMITAGE

Innovation. Implementation. Transformation.

On this New Year of resolution, hope and expectation, I recommend you take a few minutes to take a 28-question inventory, written by Napoleon Hill in *Think & Grow Rich*.

These questions are so focused on helping you create your greater success that I suggest, instead of reviewing these questions once annually, that you review them at the end of each month in 2014. Keeping these questions in the forefront of your mind will help you move forward more efficiently as you take on the true aspects of successful leadership – for your career as well as in the enrichment of your family and friend relationships.

Feel free to share this Inventory with others.

I wish you all the best in your New Year, and am always here for you. If I don't have answers for your questions, I'll find someone who does! Just e-mail me directly:

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## **Take Inventory of Yourself: 28 Questions For Your Greater Success**

Annual self-analysis is an essential in the effective marketing of personal services, as is annual inventory in merchandising.

Moreover, the yearly analysis should disclose a decrease of faults, and increase in virtues. One goes ahead, stands still or goes backward in life. One's object should be, of course to go ahead.

Annual self-analysis will disclose whether advancement has been made and, if so, how much. It will also disclose any backward steps one may have made. The effective marketing of personal services requires one to move forward even if the progress is slow.

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Your annual self analysis should be made at the end of each year so you can include in your New Year's Resolutions any improvements that the analysis indicates should be made. Take this inventory by asking yourself the following questions, and by checking your answers with the aid of someone who will not permit you to deceive yourself as to their accuracy.

Self-analysis questions for personal inventory:

1. Have I attained the goal that I established as my objective for this year?
2. Have I delivered service of the best possible quality of which I was capable, or could I have improved any part of this service?
3. Have I delivered services in the greatest possible quantity of which I was capable?
4. Has the spirit of my conduct been harmonious, and cooperative at all times?
5. Have I permitted the habit of procrastination to decrease my efficiency, and if so, to what extent?
6. Have I improved my personality, and if so, in what way?
7. Have I been persistent in following my plans through to completion?
8. Have I reached decisions promptly and definitely on all occasions?
9. Have I permitted any one or more of the six basic fears to decrease my efficiency?  
(Remember, all thought has the tendency to clothe itself in its physical equivalent)
  - The fear of poverty
  - The fear of criticism
  - The fear of ill health
  - The fear of loss of love
  - The fear of old age
  - The fear of death
10. Have I been "over cautious" or "under cautious?"
11. Has my relationship with my associates in work been pleasant or unpleasant? If it has been unpleasant, has the fault been partly or wholly mine?
12. Have I dissipated any of my energy through lack of concentration of effort?
13. Have I been open minded and tolerant in connection with all subjects?
14. In what way have I improved my ability to render service?

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15. Have I been intemperate in my habits?
16. Have I expressed either openly or secretly any form of egotism?
17. Has my conduct toward my associates been such that it has induced them to respect me?
18. Have my opinions and decisions been based on guesswork or accuracy of analysis and thought?
19. Have I followed the habits of budgeting my time, my expenses and my income, and have I been conservative in these budgets?
20. How much time have I devoted to unprofitable effort which I might have used to better advantage?
21. How may I re-budget my time, and change my habits so I will be more efficient in the coming year?
22. Have I been guilty of any conduct that was not approved by my conscience?
23. In what ways have I rendered more service and better service than I was paid to render?
24. Have I been unfair to anyone, and if so in what way?
25. If I had been the purchaser of my own services for the year, would I be satisfied with my purchase?
26. Am I in the right vocation, and if not, why not?
27. Has the purchaser of my services been satisfied with the service I have rendered and if not, why not?
28. What is my present rating on the fundamental principles of success? (Make this rating fairly and frankly and have it checked by someone who is courageous enough to do it accurately).

Remember, it is one thing to want money – everyone wants more – but it is something entirely different to be WORTH more. Many people mistake their wants for their just dues.

Your financial requirements and wants have nothing whatever to do with your worth. Your value is established entirely by your ability to render useful service, or your capacity to induce others to render such service. - *Napoleon Hill, Think & Grow Rich, 1937.*