



From **Brian Tracy**: *The Way to Wealth, part 3*

Hiring the Best People

Identify the tasks that only you can do.

Hire other people to do everything else.

1. What are the **three** most important things you do in your work?

1. _____

2. _____

3. _____

2. What are the tasks that you **enjoy** the most?

1. _____

2. _____

3. _____

3. What do you do that **contributes** the most to your results?

1. _____

2. _____

3. _____

4. What tasks would you **delegate** to others if you could?

1. _____

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2. _____

3. _____

5. Of all the **low-value** tasks that you do, which ones, if done by others, would free up the most time for you?

1. _____

2. _____

3. _____

6. If you had **no limits**, what jobs would you delegate to someone else?

1. _____

2. _____

3. _____

7. What jobs are you going to **hire and fill** in the next 30-90 days?

1. _____

2. _____

3. _____

What one person are you going to hire immediately as the result of this exercise?