



*find your*  
***EXTRAORDINARY***

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**DISCUSSION GUIDE**  
**SOCIAL-SELLING INDEPENDENT BUSINESS OWNERS**

Dream Bigger, Live Happier, and Achieve Success on Your Own Terms

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Pick a question from each chapter to spark a conversation in your community.

# Moderators:

## Tips on how to facilitate the discussion

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- 1. Be prepared:**

Finish reading the book and become familiar with the discussion questions in this guide. Find pages that relate to the questions so you can easily reference when needed.
- 2. Before the discussion:**

Before you present the questions, remind everyone to be courteous to each other in their comments and avoid dominating the conversations.
- 3. Present questions:**

After asking the question, give the attendees some time to think about their answers. Don't feel like you have to jump in and answer the question yourself. Listen to the comments and see if any lead into other questions.
- 4. Keep the discussion on track:**

If the conversations stray too far off topic it is your job to bring it back, or see if it's leading to another productive discussion. If the conversation ends too quickly, introduce a new question from the chapter.

# Chapter 1: Say Goodbye, Ordinary

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- 1. Define extraordinary:**  
What is your authentic definition of success? Can you think of a time when the opinions of others influenced you to pursue other goals?
- 2. Do you feel like you won the lottery?**  
Despite your toughest circumstances, how are you lucky?
- 3. Do you believe you are in control of creating your own life experiences?**  
What do you believe is a bigger factor in driving your success: external circumstances or internal choices? What obstacles do you face and what choices come with them? Can you identify others in your community who have overcome those obstacles? How?
- 4. Do you believe the harder you work, the luckier you get?**  
Have you set 'operating hours' for your business? Do you focus those hours on income-producing activities only? Since you are your own boss, how would you rate your performance on the job? What tips would you offer yourself to improve?

## Chapter 2: Believe in Yourself Beyond Reason

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### 1. A mother lode of confidence.

- When have you lacked confidence, either personally or professionally? What action did you take to overcome this struggle?
- In your business, you will hear 'no' a lot. Successful people actually hear *no more* often because they simply ask more people. What happens when you hear no? Do you slow down and lose confidence? What can you do to build resilience? How can you make NO normal and even fun?

### 2. How brave are you?

Break up into pairs or small groups and ask each other the questions in the "How Brave Are You?" box on page 39 of the book (reprinted below).

Discuss your answers with the larger group. Do common themes emerge?

- What would you do if fear were not a factor? When has fear held you back?
- Who is on the list of people you are trying to impress? Is it a very short list of the people you love the most? Where are you on the list? Or do you live your life trying to impress other people, even some you don't care about all that much?
- Do you embrace the philosophy that the only way to fail is never try? Do you see failure as a necessary stepping-stone on the path to greatness? What's the worst thing that can happen in your business if you never try? What's the worst thing that can happen in your business if you try? Which is scarier?
- Who are you sharing your bold goal with? That helps make it real. Who keeps you accountable? How?
- What is the first thing you are going to do that is daring, that helps you accomplish your goal? What small action could you take that would advance you along the path to your goal?

## Chapter 3: Passion

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1. **Put an ear down to your heart, and listen hard.**
  - What first attracted you to your business venture?
  - How do you share your business with passion and confidence? If you tend to share selectively in a tentative way, why? How does this impact your success?
  - When you launched your business, what were you most passionate about, or what was your “why?” Just like you need to work to maintain passion in a relationship, what are you doing to maintain passion for your business and evolve your why?
  
2. **Your future self.**

Have everyone close their eyes as one volunteer narrates the future-self exercise on page 67. After the passage is done, share with the group:

  - What did your future self tell you about your life?
  - How does your future self measure success? Is it a number on an income statement? A job title? Is it hugs, kisses, and laughter? Friendships and community?
  - What does your future self see as your greatest achievement?
  - Does your business help you enable this true success in your life? Does this make the hard parts worth it?
  
3. **The unicorn farm is not hiring.**
  - Are there tasks that you must do to support your success that aren’t your favorite? Do you avoid these tasks? How is this impacting your success? How can you embrace them by habit?
  - Aside from walking, talking, and reading – which took you years to master – what else have you been a beginner at that you ultimately mastered with much effort and after many mistakes? How could that apply to the core business skills you need to develop?
  - How much effort and time are you willing to put into developing a core skill before you expect to be a master? How can you enjoy the journey? Do you have to be a master to reap rewards?

# Chapter 4: Find Your Path

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1. **What’s your why.**

What is the life goal that means the most to you? Now ask yourself, WHY is that goal so important? How would your life be different if this goal were achieved? Would you feel proud? Do the people you care about know this goal and how will they feel when you achieve it? What impact would this have on their lives? Can you visualize yourself with this success? Describe it in detail.

2. **Reward Yourself**

Do you have a big goal that you can break down into smaller goals? What is the right timeframe for you? 30 days, 60 days, 90 days? Between now and a major event? One year? Have you posted and shared goals? Are you tracking and celebrating your progress?

GOAL \_\_\_\_\_  
 BY WHEN \_\_\_\_\_ SHARED WITH \_\_\_\_\_ POSTED \_\_\_\_\_

MILESTONE	REWARD

3. **Make Plan B Your Plan A**

Do you ever get derailed from accomplishing what you want in your business by the twists and turns of life? Which of these things can be anticipated? How can you plan around them?

4. **Make it fun, get there faster**

Do parts of your business make you want to hit the dirt and throw a fit? How could you make it fun and get there faster?

## Chapter 5: The Power of a Positive Mind

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- 1. Your thoughts are not you and they are not true.**  
What are some stories that your negative mind tells you about yourself and your business? Is this story true? Is it important? Is it helpful? If you were debating your negative mind in court, what evidence would your positive mind give to disprove this story? Can you find evidence that others were able to overcome this same shortcoming or setback?
- 2. Mini mental vacays.**  
Do you believe mindfulness is important? Do you have a regular routine of strengthening your positive mind? How would a positive mindset impact the conversations you have with prospective customers or team members? How would a positive mindset impact coaching relationships? How could you share your positive mindset with your team?
- 3. Ask what good can come from something bad.**  
Are you currently experiencing a difficult situation in your business? What are at least two to three positive things that could come from it? It doesn't matter how tiny and absurd these statements are. You are trying to interrupt the negative stream in your mind.

## Chapter 6: People

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1. **The people who make us grow.**

Is there someone in your life who is constantly a source of belief, confidence and strength for you related to your business? Who lifts you up when you are down?

2. **Don't let the naysayers sit in your front row:**

Do you believe your attitude is influenced by the people around you? Is there someone in your life that tends to doubt your business or you? Are there people in your life that tend to express more frustration than gratitude? How can you reduce the space this person takes up in your life or any negative impact they have on you? How can you garner their support or relinquish the need for it?

3. **Dominos and linchpins.**

Do you actively seek high-quality people to surround yourself with? Are you intimidated to share your business opportunity with the connections you most admire? How do you think this impacts your success? Who could you reach out to today? When someone does not stick with the business, can you appreciate them as a domino even if they are not a linchpin? In a flexible business, how common do you think this is?

4. **Become the leader you want to follow.**

Break up into pairs and use the questions on page 158 of the book as prompts. What are some other small things you can do to help make people around you feel just a bit happier each day?

- Do you regularly reflect on how you make people feel after your interactions?
- Are you an active listener who asks questions?
- Are you aware of how much space you take up in a room?
- Do you connect daily with the people in your life?
- What 3 words would people use to describe your personal brand based on the way you present yourself online in social media discussions?

## Chapter 7: Perseverance

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1. **Permission to quit.**

Do you believe you have to give up things you like to get things that you love? What's something you've quit in your life to get something else? Do you have regret or gratitude for that decision? How are you adjusting your schedule to create value in your business? What less important things do you need to say no to?

2. **The "Do not quit" list.**

Do you regularly set goals? What's on your "Do not quit" list that ties back to your values and your definition of success? (Look back to the list of goals you sketched in chapter 1 for inspiration). How do you stay accountable to your goals? Do you share them with others?

3. **You are stronger than you know.**

Can you think of a time you were tempted to quit something, but didn't? What gave you the strength and motivation to keep going when the going got rough? How did it feel when you achieved?

4. **You climb a mountain one step at a time.**

Can you think of a goal in your business that you've had in mind for some time, but have been too intimidated or daunted to tackle? What one tiny step you could take today to get you started and how will you celebrate and repeat to build a habit?

# Chapter 8: Productivity

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1. **Dropping the rubber balls.**

Do you feel like your life is a juggling act? How do you identify which balls in the juggling act of your life are rubber, and which are glass? How can you give yourself permission to drop the rubber ones, making it easier to keep those glass ones in the air?

2. **You manage yourself, not your time.**

Can you think of a time you used the excuse “I’m too busy” to explain why you didn’t do something important? Now ask yourself, were you *really* too busy, or did you simply choose not to prioritize this activity? If the latter, how could you have chosen differently? What low-value activities could you have given up to make time for these high-value ones?

3. **Value Your Time to Have It Yield Value.**

How did you create value towards your *top* priorities with your precious time this week? Plot the use of your time by effort and impact. Do you do low-impact activities and run out of time for high-impact ones? Why do you think you do that? How can you shift your efforts to create more of what you want in life?

- What are the high-value activities in your business?
- What are the low-value activities in your business?

IMPACT 	EFFORT 	Identify and do first: high Impact, low effort.	Do second and try to simplify: high impact, high effort.
	Eliminate: low impact, low effort activities.	Eliminate first (just say no): low impact, low effort activities.	

## Chapter 9: Gratitude

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1. **Gratitude brings us happiness.**

Is there someone in your life who always seems grateful, no matter what life throws at him or her? How does he or she do it? What kind of impact does their gratitude have on them, and on the people around them?

2. **Every day is a gift.**

What are the good things in your life that you tend to take for granted? Make a list of 10! What can you do to remind yourself to be grateful for them, each and every day?

# Chapter 10: One Tribe

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## 1. Give up the guilt.

Do you experience feelings of guilt? About what and why? Have those feelings helped or hindered you? Do you hold yourself to unrealistic expectations? Can you commit to yourself, out loud, in front of this room full of supportive women, to releasing yourself of them? Remember that giving up on being perfect doesn't mean giving up on being extraordinary.

## 2. Are you a mother judger?

Have you ever felt judged – whether it was real or imagined?

- If you're a mother who works outside the home, do you feel guilty or judged? Why?
- If you're a mother who opts not to work outside the home, do you feel guilty or judged? Why?
- If you're not a parent, do you feel guilty or judged? Why?
- What remarks have made you feel judged and what impact did this have on you? Are you certain this person intended the insult, or could it have been imagined?

Are males and females judged the same for the same choices?

Have you made judgmental remarks about others?

- Would you make the same remarks about a man? If not, why not?
- How would you feel if the remarks you made were announced on stage in front of your community and children? If you would feel shame, why?
- If you see a gender difference in judgments, what difference do you think that causes in the workplace and how does this impact the happiness gap?

## 3. Get happy on the rise.

- Do you believe the gender gap in happiness is real? If so, why?  
What do you think you could do to help rid yourself of guilt and judgment?
- What would you do to offer gratitude and not guilt to others?
- What impact would cultural change have on your children?

## Conclusion: Hello Extraordinary

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**No time like the present:** Are you ready to leave ordinary behind? Which area of your life do you want to focus on first? Refer back to the six P's, and start by picking a passion you want to ignite. Which passion is it? Which of the 6 Ps do you think you need to hone to be successful in achieving this new goal?

**Who can you inspire?** Who do you know that is ready to achieve more on their own terms? Who will you pass this book on to?

**Who can you recognize?** Tell them in person or tag them online, letting them know what you admire about them. #HelloExtraordinary is all about: recognizing extraordinary in one another, inspiring others, celebrating choices different than your own, and expressing your gratitude — every single day.

*Look who said goodbye to ordinary*

Go to [www.helloextraordinary.com](http://www.helloextraordinary.com) and join the community of extraordinary women recognizing extraordinary in one another. See others supporting one another, inspiring one another to live their best lives.