



Cindy Cashman

THE

**Million
Dollar
Question**

HANDBOOK

**Are You Asking
The Right Questions?**

Cindy Cashman

**The
Million Dollar
Question
Handbook**

Discover Questions That Can Change Your Life

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The Million Dollar Question Handbook

WARNING: this book can change your life!

During your life you will ask thousands, if not millions, of questions. You will ask for directions, you will ask for information to help you make decisions. But the most important questions any of us ask in our lives are the ones we ask ourselves.

A friend of mine challenged me a couple of years ago by asking me a question “**do you know why you are a success?**” It wasn’t a rhetorical question because neither he nor I knew the answer right away. So I decided to sit down, look back at my achievements and see what had led me to be successful with each.

It was soon crystal clear. In each instance, I followed a very simple, easy to remember formula. I call it “3 A” - ask, answer and action.

1. I **asked** myself questions about how I might achieve success;
2. I **answered** those questions; and
3. I took **action**.

Let me give you an example. One of the things I have always been good at is selling. When I was selling my blank book called [Everything Men Know About Women](#) (written under the pseudonym Dr. Alan Francis), the question I often asked myself is “Who can I have fun selling to today?” By asking that one question I came up with many unique and fun ways to sell my books.

I would get up in the morning, jump on my trampoline, and energize myself by asking “Who could I have fun selling to today?” Soon I added the question “**How can I sell over a million books out of my home?**” because flying all over the country having to meet people to market my book sounded like too much work. In the end, even though I ended up selling over a million copies of my books written under pseudonyms, I only had one appointment in person – the rest of it was done over the phone! **How much simpler could it get?**

I know now that it was asking myself those simple yet powerful questions that empowered me to try something I hadn’t tried before and helped me to become very successful. I guess I should have known that questions were the answer to my success because when I gave the first professional speech, a man named Lee said “The thing that absolutely blew me away is [Cindy’s] ability to formulate effective questions. You talk about somebody who has a high skill level – she can do anything she wants for the rest of her life because she knows how to ask the right questions.”

You Have a Question for You

What I have learned is that anyone's success in life depends on the ability to ask, answer, and act on your own questions. These questions can be personal, business-related, spiritual, family-oriented, health-based, etc. It doesn't matter. What matters is that you ask, answer, and act.

Think of your mind as the ultimate wireless transmitter and receiver. Or like a search engine – you have to tell it what to search for. When you put in a question it searches for whatever you ask for. And just like with an Internet search engine, you will most likely get dozens of answers in response. It is up to you to pay attention to the different answers and determine which ones you want to follow up and take action on.

You might ask (see you're asking questions already, and that's good!), "How do I know what questions to ask?" I'm going to give you a list to start with, but my best suggestion is that any question that makes you stop and say "Wow!" is a question you need to ask yourself.

For example, I love to keep things simple so I often ask myself "**How can I make this simple?**" or "How can I use the '*law of least effort?*'" My answers to these questions are the reason that I sold my blank book [*Everything Men Know About Women*](#) in boxes of 100. I did not want to break down the boxes and sell them one at a time. And if I didn't have to do things the hard way, I certainly wasn't going to!

You Can't Spell Question Without Quest

If you look at the questions I mentioned so far, they've all had one thing in common: the word "I," as in "How can I" or "What can I." It is not a coincidence. If you're on a quest to change your life by asking questions, you need to ask questions that put the responsibility for your life in your own hands. So focus on questions that include "I," "me," or "we," if you're dealing with family or relationship issues.

Questions like:

1. How can I create the life I really desire?
2. What's stopping me from achieving my goals?
3. How can we change the way we do things around the house to make everyone happier?

In order to remember the questions and keep good notes of all the answers you retrieve from your personal search engine, I suggest you keep a notebook or recorder in places you can easily get to. This is necessary because you never know when you are going to come up with brilliant ideas that can help you achieve the success you desire!

The Question Is

In order to help you get started, I've listed lots of questions and put them into categories so that you can choose an area you want to work on and get started right away. I suggest you get a notebook and take the time to answer the questions that are meaningful to you. It is up to you to choose what the questions are for your life. Don't feel like you have to ask only the questions I've suggested (or even to ask any of them at all). Only you can choose the questions that will provide you the answers that can change your life. Okay, ready, set, ask away!

General Life Questions

- How would I describe my life?
- How would I like to describe my life?
- What brings me joy?
- What makes me happy?
- What do I love to do?
- What kind of things do I want to do when I'm not working?
- How can I create the life I desire?

This was just a preview

The following are the remaining chapters that were omitted from this preview:

Relationship Questions

Health Questions

Personal Growth Questions

Financial Questions

Work Questions

Spiritual Questions

Wonder Questions

4 Questions You Can Ask to Save You Money!

Acting on the Answers

About the Author



What type of creativity does it take to sell over a million copies of a blank book? That creativity is embodied in Cindy Cashman –entrepreneur, intuitive business coach, and professional speaker. Since her start as an author and entrepreneur, Cindy has published 12 books and has sold millions of copies, including the world wide best seller [*Everything Men Know About Women*](#) (written under the pseudonym of Dr. Alan Francis) making her one of the most successful and creative self-publishers in the country. Her books are available in over fifteen countries and ten languages.

Also by Cindy:

[*As a Woman Thinketh,*](#)

[*Recipes for Everyday Abundance*](#)

and [*The Answer: 8 Steps to Create the Life You Love.*](#)

To sign up for the complimentary question of the week and receive questions that have the power to change your life, visit: www.CindyCashman.com

Watch videos of Cindy at: www.CindyCashman.com/videos/

Do you want to make more money and have fun doing it? Cindy is available for one on one coaching for companies and individuals where she provides powerful questions to help you discover things about yourself, your business, and your life. www.CindyCashman.com/coaching/

Cindy writes and speaks to audiences worldwide on Sales, Marketing and Intuition. Her stories inspire and motivate, while her questions stimulate audiences to tap into their natural talents.

To book Cindy to speak to your organization visit: www.CindyCashman.com/speaking/

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