



事業與生活期許問卷 : ADS



Approach
接觸

不著边跡的
接觸导入

Disturb
干扰
3个事业
问题
3个生活
方式问题

Solution
SMART方
案

Specific(明确)
Motivational(激励)
Achievable (可达至)
Reliable (可靠)
Time (時效性)

工作與生活期許的問卷



引導切入

近期我們的公司(磊山) 在做一份關於台灣民眾對工作與生活期許的調研:

- 因為據哈佛大學對其大學畢業生長時期的追蹤得知, 當一個人很清楚的了解自己的期許, 有百分之八十的機會他會達到他想要的東西, 相反的若他不清楚自己的期許, 那他將會有百分之八十的機會得不到他所想要的.
- 為了讓你有更好的機會達到您的期許並能提供更好的生活給家人, 您是否願意花四分鐘的時間來回答七個簡單的問題?

那幾個是關鍵詞

1. 以 1 至 5 的評分, 請就以下的十個元素的滿意度給你目前的工作打分
(1 = 極度不滿意; 5 = 非常滿意)

- | | |
|------------------|----------------|
| a. 清晰的事業發展前景 () | b. 享受目前的工作 () |
| c. 不錯的薪酬 () | d. 晉升機會 () |
| e. 個人被表揚 () | f. 滿足感 () |
| g. 挑戰性 () | h. 個人的自我提升 () |
| h. 工作環境 () | i. 獨立及伸縮性 () |

2. 若您想重新開始一份新的工作/事業, 以下那三個元素是最關鍵的?

- | | |
|------------------|----------------|
| a. 清晰的事業發展前景 () | b. 享受目前的工作 () |
| c. 不錯的薪酬 () | d. 晉升機會 () |
| e. 個人被表揚 () | f. 滿足感 () |
| g. 挑戰性 () | h. 個人的自我提升 () |
| h. 工作環境 () | i. 獨立及伸縮性 () |

3. 您目前的工作能否提供以上三個元素?

☐

可以

☐

不可以

4. 如何您可以自由選擇, 您希望擁有怎樣的生活?

房子

☐ 租房 ☐ 自購(<100平米) ☐ 自購(100-300平米) ☐ 別墅

車子

☐ 本地制造 ☐ 進口 ☐ 豪華房車

(您夢想的房車是那一種: _____)

旅遊

☐ 國內 ☐ 國外

☐ 兩至三年一次 ☐ 每年一次 ☐ 一年多次

方案



退休： 隨時 55歲 退而不休

孩子教育： 國內大學 國外大學

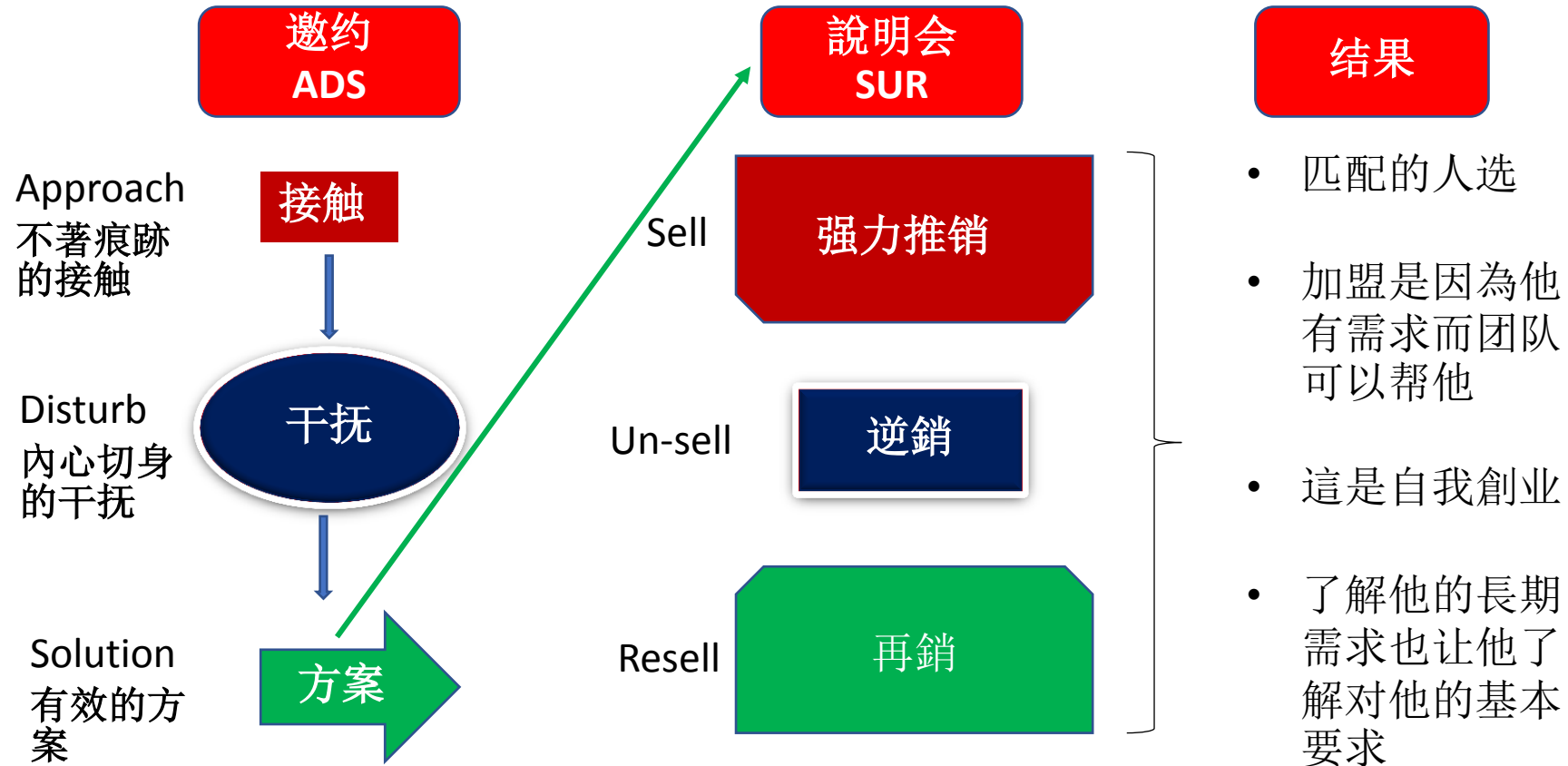
家庭時間： 有限 充裕

5. 跟據您的預算, 若要過上理想中的生活, 年收入大约需要多少: _____

6. 若您繼續目前的工作, 能否過上您理想中的生活? 可以: _____; 否: _____
若可以, 大约要工作多久? _____

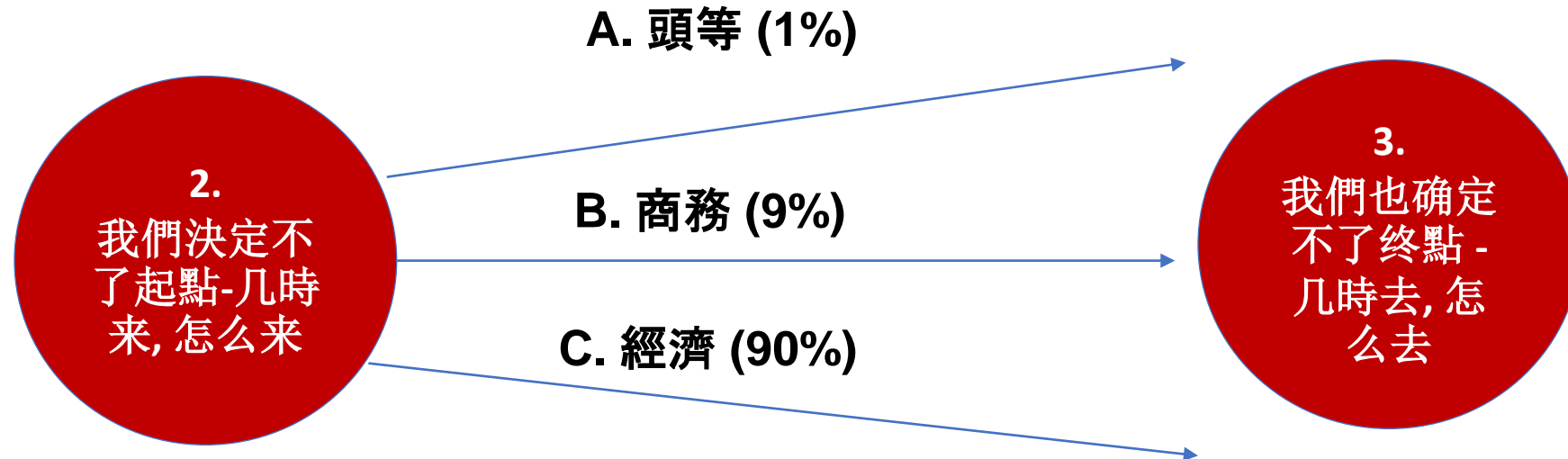
7. 如果有一個機會, 只要您跟隨一套成功的系統並認真的努力三, 五年即可以有機會
獲得理想中的生活, 您是否願意投入 1 - 2個小時来了解這樣的一個機會?
願意 _____ 會考慮 _____ 下一次 _____

邀约及說明會的主要步驟



建議的主軸：人生四個要點

1. 同意否我們只來這世界一趟？



4. 那我們是否該選擇點和點之間該如何過？

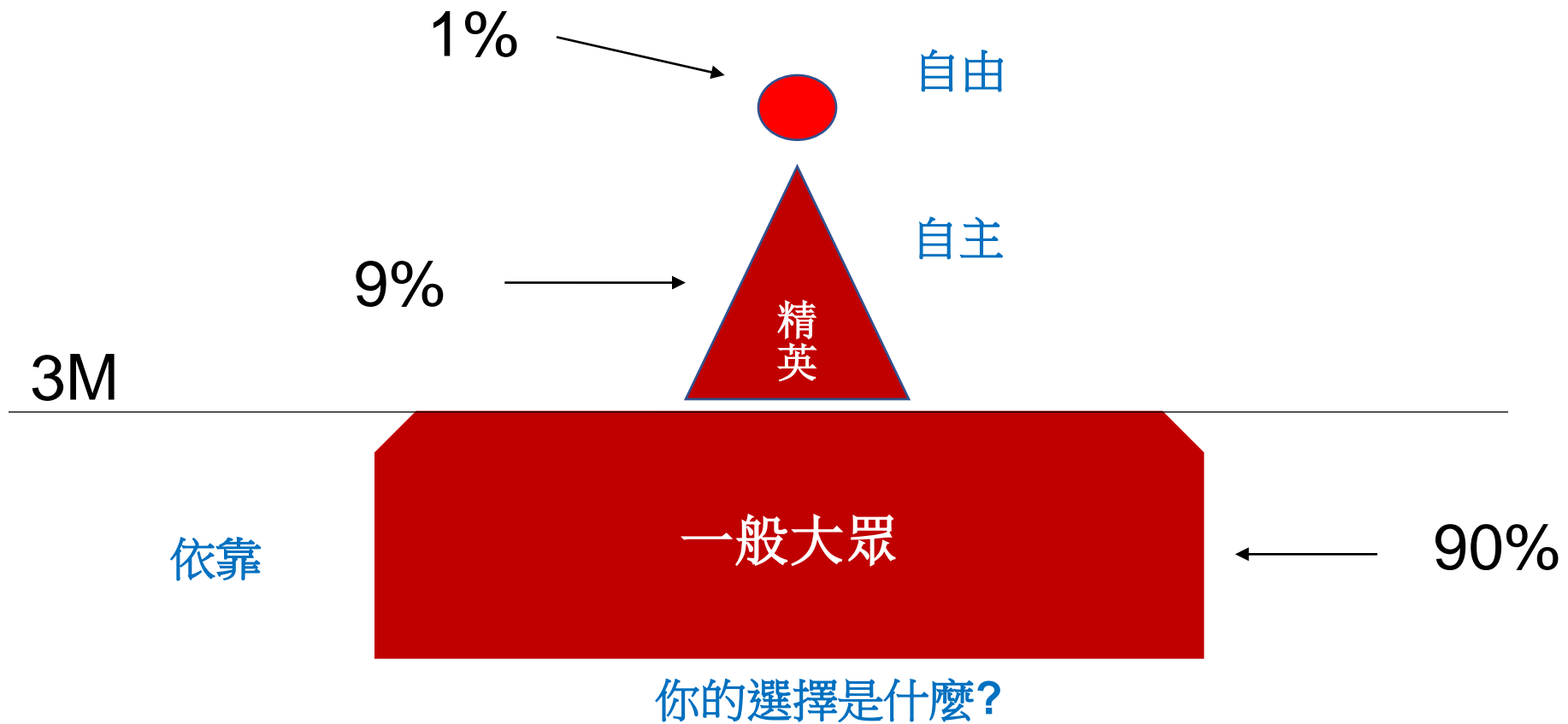
你的選擇是什麼？

盲與忙的人生

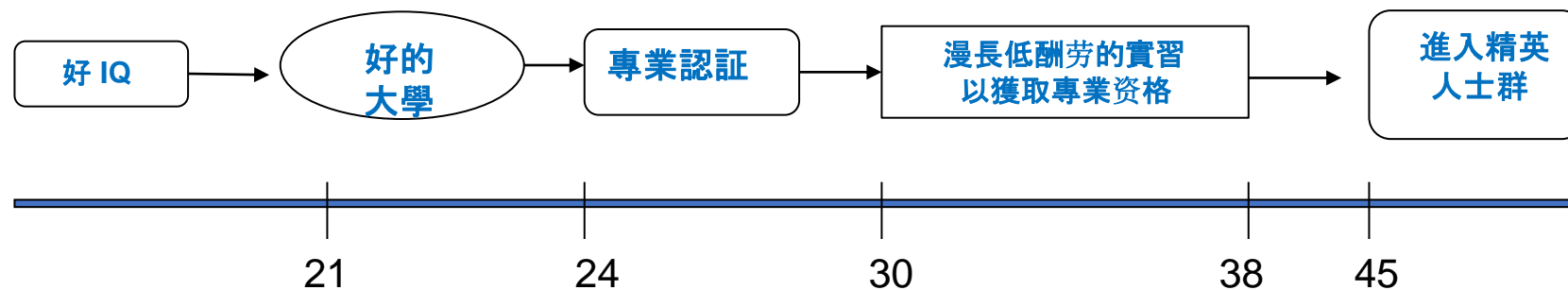


可惜的是大部份的人持著单程票”盲, 忙”一生隨波逐流,
没有做出任何選擇

怎樣的人生



專業人士

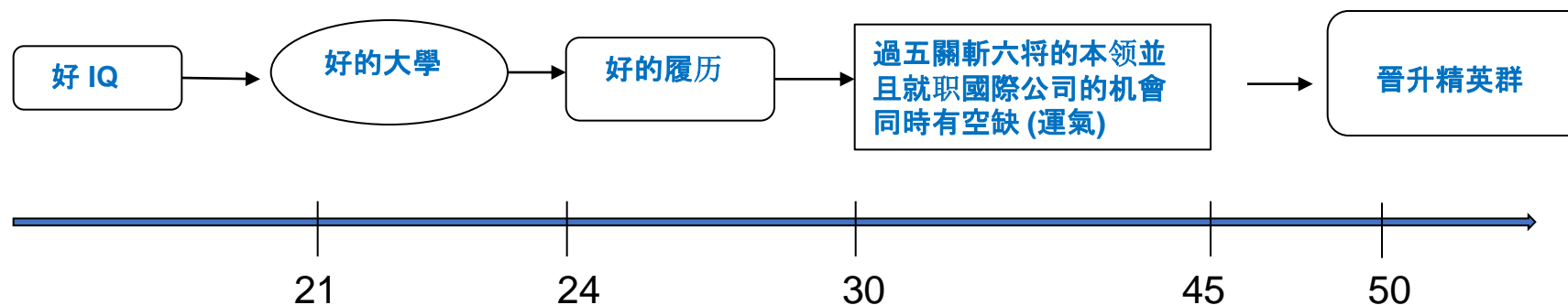


Q1: 你喜歡這樣的生活方式嗎？

；

Q2：現在還來的及嗎？

跨國企業高管

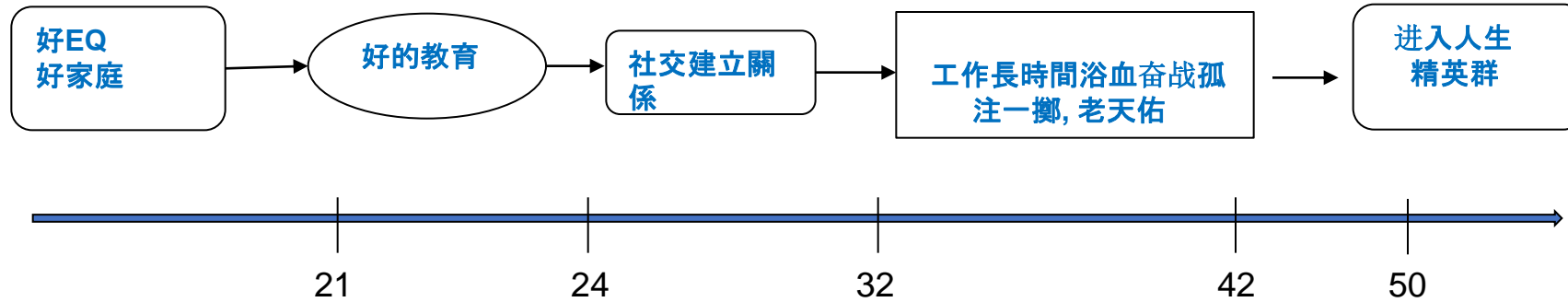


Q1: 你會喜欢充满办公室政治的環境嗎？



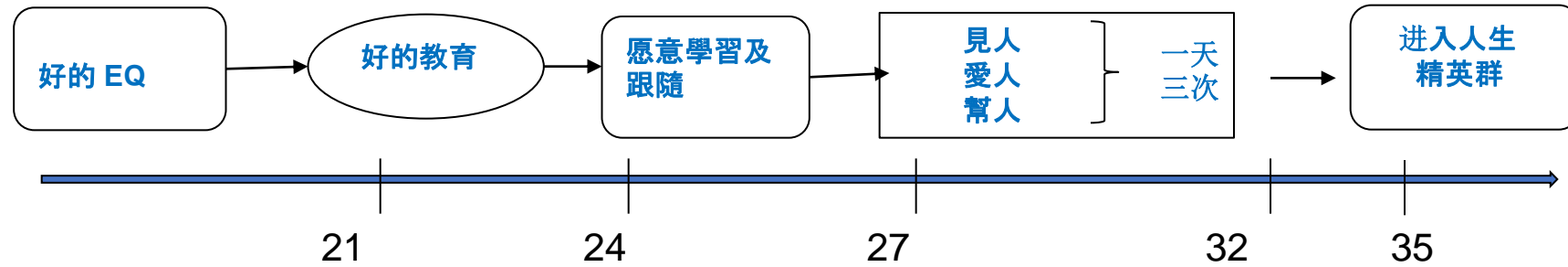
Q2: 你愿意接受不可控的前途嗎？

自我創業



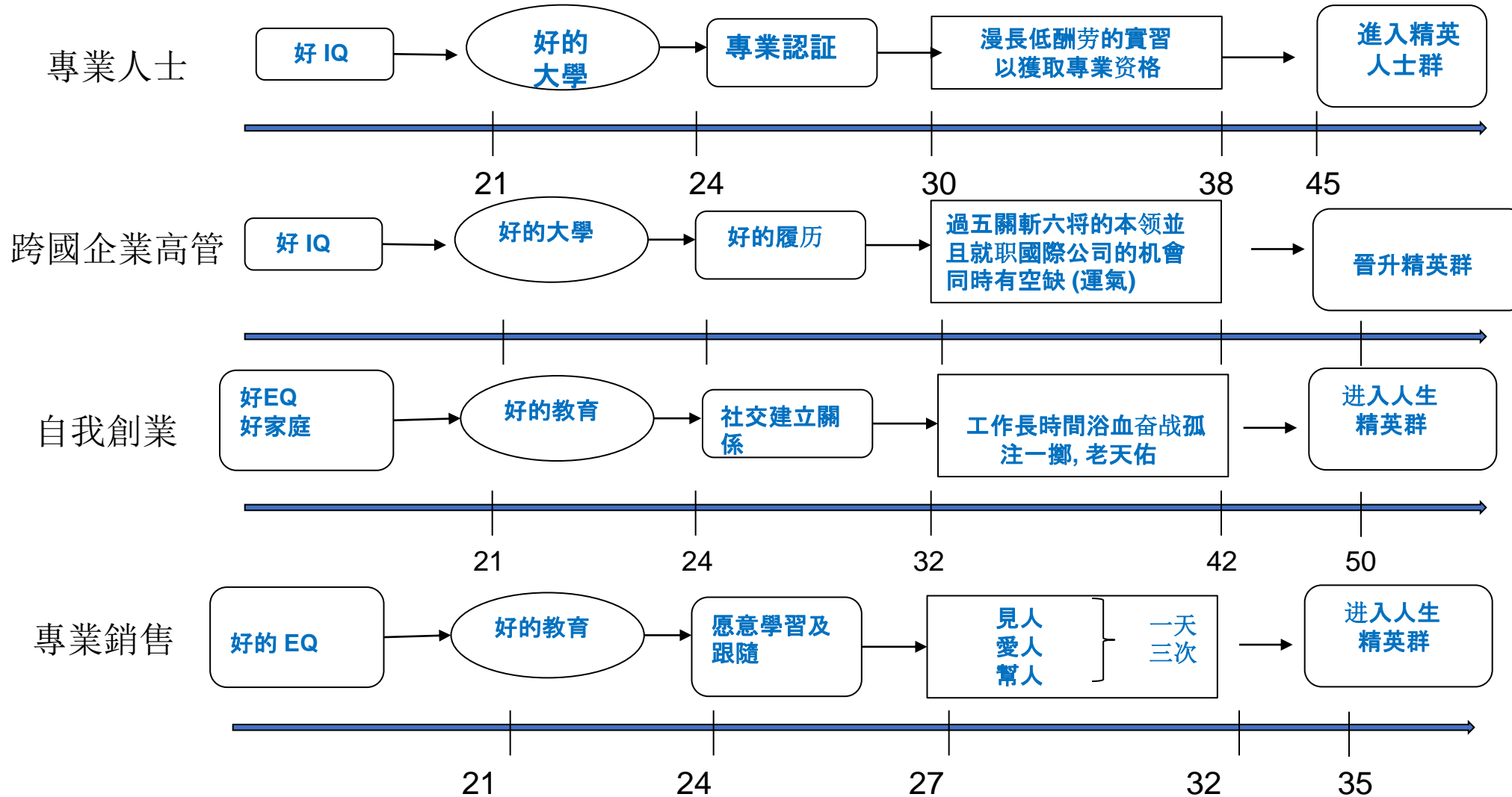
冒那超過>90%的失敗風險

專業銷售



你可以考取**專業認證**並以此**自我創業**成為自己企業的**CEO**

你的選擇是什麼？



選擇往往比努力更重要



800Km



4km



8 KM



30Km



100km



200Km

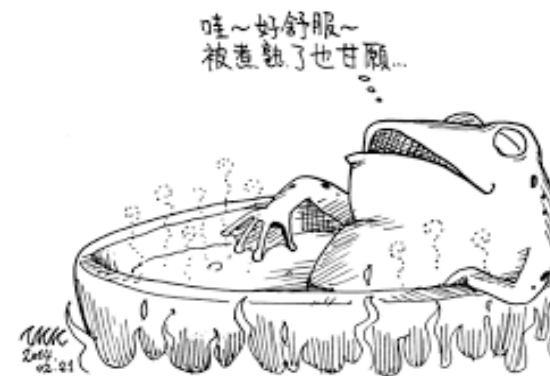
人生的選擇



1. 躲避



2. 做一天驢拉一天磨



3. 今朝有酒今朝醉



4. 蛻變展翅高飛

Life Style Questionnaire

Lately my company has designed a survey form trying to understand what are the life styles which people desire to live

- . Because according to a research done by Harvard on their graduate students over a period of 25 years, the results indicated that for those who know what they want, 80% of them will likely to achieve their goals. On the contrary, if they don't know what they want, most likely 80% of them will not get what they desire.
- . To ensure that you stand a better chance to achieve what you want and provide a better standard of living to your family or love ones, are you willing to spend 4 minutes to answer the following questions ?

1. Based on a scale of 1 – 5, please rate your satisfaction level towards your current job.
(1 is very dissatisfy; 5 is most satisfy)

a. A Clear career future _____

c. Good compensation _____

e. Personal recognition _____

g. Challenges _____

i. Working Environment _____

b. Enjoy current job _____

d. Advancement opportunity _____

f. Satisfaction _____

h. Personal Development _____

j. Independent & Flexible _____

As a whole , how is the rating for your current job ? _____

2. If you want to start a new career/job, which are the 3 factors that are most important to you now ?
Please check

a. A Clear career future _____

c. Good compensation _____

e. Personal recognition _____

g. Challenges _____

i. Working Environment _____

b. Enjoy current job _____

d. Advancement opportunity _____

f. Satisfaction _____

h. Personal Development _____

j. Independent & Flexible _____

3. Can your current job provide you with these 3 factors ? Yes ☐ No ☐

4. If giving you the choice, what kind of life style will you choose ?

House: Rented house, Own house of < 100 sq m

Own house 100 – 300 sq m, ☐ Bungalow ☐

Car : Local made _____ Japanese _____ Luxury _____

what is your dream Car ? _____

Vacation : Local ☐ Oversea ☐

Frequency : Every 2 years once _____ Once a year _____

Twice a year _____ More than twice a year _____

Retirement : Continue to work after 55 ☐ Retire at age 55 ☐

Retire as and when I like (financial freedom) ☐

Solution



Children Education : Local University ☐ Oversea University ☐

Family time : Limited ☐ Sufficient ☐

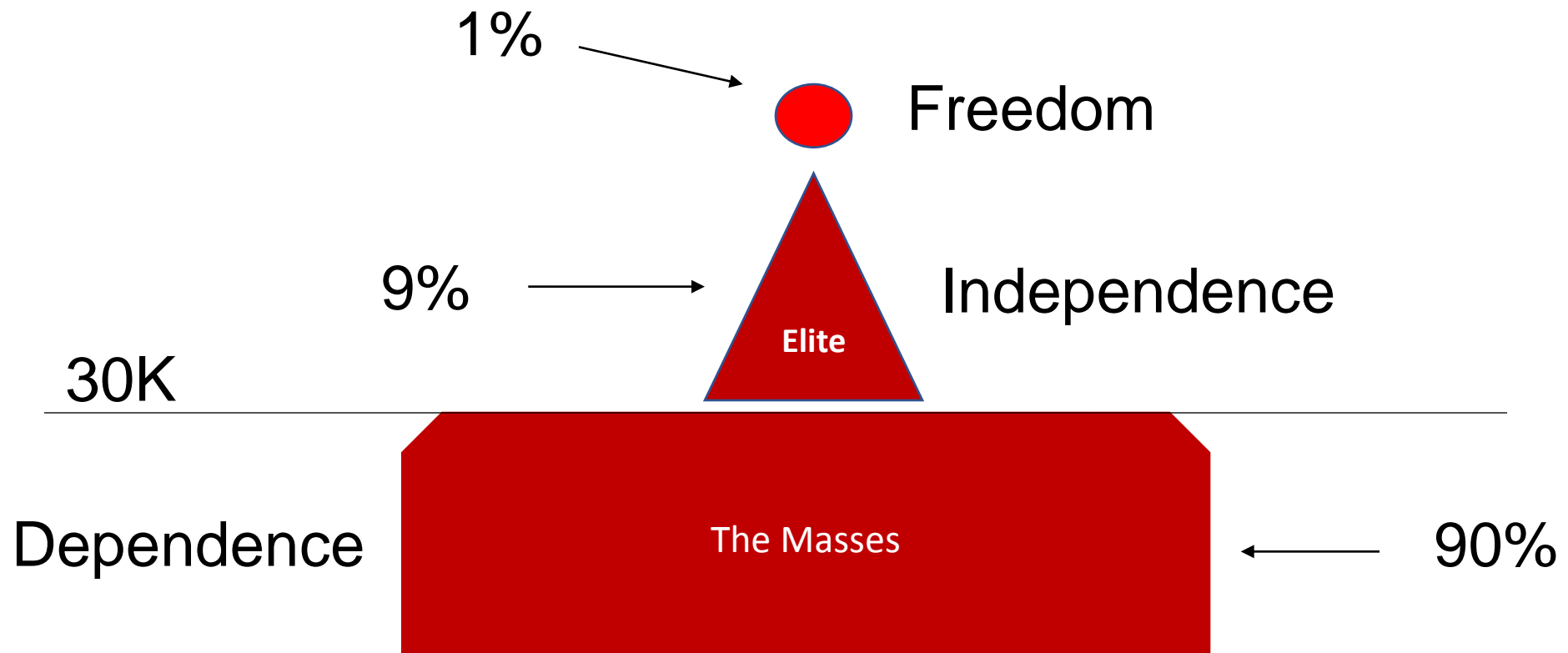
5. Base on your estimate , how much do you need to earn a year to live the kind of life styles which you desire ? _____

6. If you continue to work in your current job, can you live the kind of life style which you desire ?
Yes _____ No _____

If yes, How long will it takes ? _____

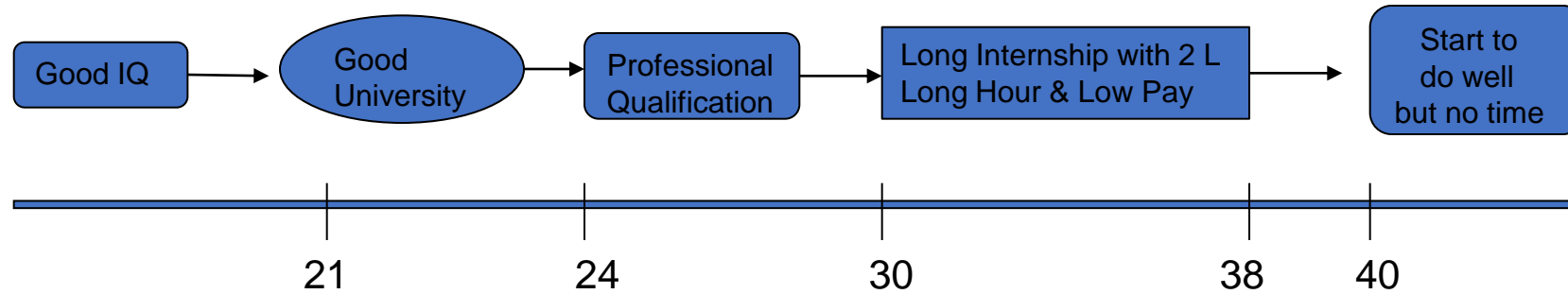
7. If there is an opportunity which requires you to work hard for 3 – 5 years and follow a proven system , will likely to achieve the kind of life styles which you desire, are you prepared to invest 1 – 2 hours to understand this opportunity ?

Yes ☐ Will consider ☐ Not for the time being ☐



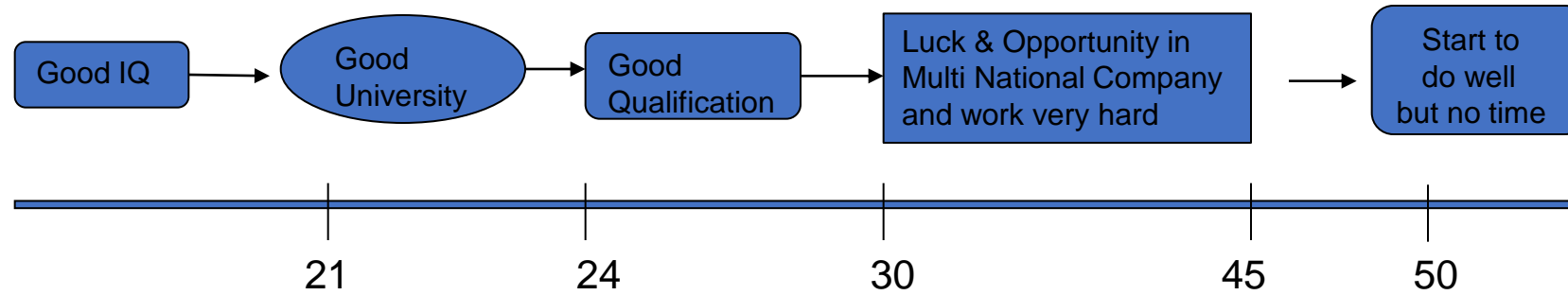
What is your choice ?

Be A Professional



Q1: Do you like this kind of work life ? ; Q2 : Can you still make it now ?

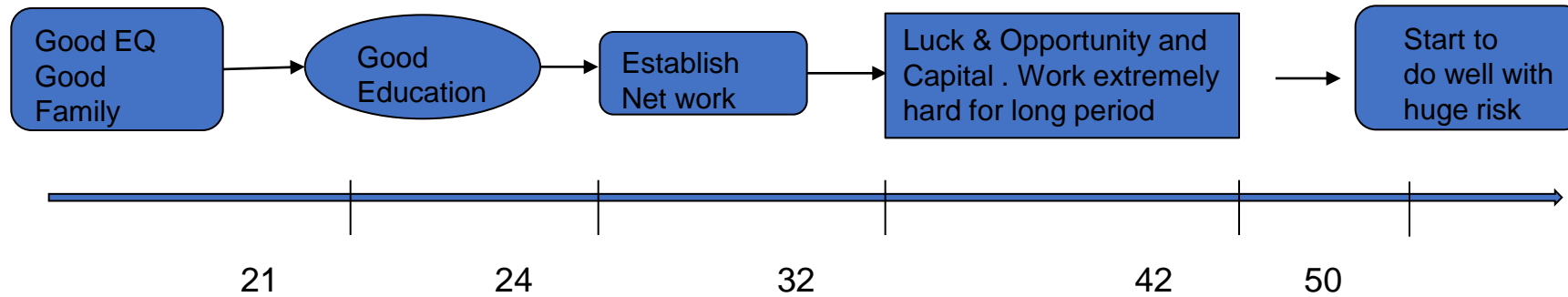
Be A Senior Corporate Leader



Q1: Do you want to take this route ? Q2: Are you prepared to join the rat race ?



Be A Business Person



Pressure of > 95% Failure rate

Be A Professional Sales Entrepreneur- In LIB

