

**Do You *Really* Have  
What It Takes?  
A Scientific Approach**

- Team Azam Psychological Profiling And Categorizing -

*Over the years I've often wondered what the difference is between the people who 'make it' or 'make it big' and the overwhelming masses who do not. I enlisted the help of an actual FBI Profiler to help me collect and present the following data, this is the result of an in-depth study into the establishing what these differences are and how to identify them.*

*I have modified the aesthetics to make it easier to read for you, but the overall content is all intact. These items are in no way 'written in stone', but they are hard to argue.*

*If you want to work with me and my team, then this will really help you determine whether or not this is for you and if you have what it takes. This analysis should take you no more than 19 minutes, they are all yes/no questions so keep track of how many 'yes' answers you have and check the key at the end to see how you score. The profile begins on the next page, just follow the directions and see how you do.*

*Even if you turns out that you don't have what it takes, this test can really help improve yourself in several vital areas by realizing and acknowledging deficiencies. So please take this seriously, I had to call in a few favors to have this put together and it is something that can really help both me and you.*

*Also keep in mind that the type of business, economy or industry that you enter is **never** the determining variable - it is always your skill. That's why this test is all about you, and helping you discover whether this is for you or not.*

*Regardless of the outcome, I want you to know that I really appreciate you and your involvement in what I'm trying to do for you so please let me know your thoughts - it means the world to me and all of us.*

*Oh yeah - when you're done, this is the page you want to go to:*

[www.WorkWithAzam.com](http://www.WorkWithAzam.com)

*Thanks and God Bless!*

*- Azam*



## **Start of Test:**

Simple answer these yes/no questions with as little thought as possible, **keep track of your "yes" answers** and how many you have, then you can use the scale at the end to see your results.

1.) **At least one parent/guardian was blindly supportive of you, no matter what your ambitions were?**

Yes       No

2.) Have you failed with at least three business ventures in the past?

Yes       No

3.) **Have your business failures/activities been primarily the result of your own inadequacies?** (if it was because of outside factors such as competition, market changes, the economy, etc. then your answer is "No")

Yes       No

4.) Is the idea of having a job for 20-30 years until retirement and living off of those funds completely unacceptable to you? (if you see, or have ever seen, yourself with a long term career at a traditional job then your answer is "No")

Yes       No

5.) **Is your current spouse/partner enthusiastic, supportive or heavily involved in your business ventures?**

Yes       No

6.) Have you helped a complete stranger in the last six months, without expecting or receiving reward or recognition?

Yes       No

7.) **Have you had a consistent dream since childhood that you feel you are "destined" or "called" for?**

Yes       No

8.) Have you ever excelled at any sport or competitive activity?

Yes       No

9.) **At the times when you had "extra money", were others in your life benefitted as well?**

Yes       No

10.) Do you believe that one person's actions, inspiration and/or vision can change the world?

Yes       No

11.) **Do you value learning for the sake of learning, are you fascinating with what some would call "useless knowledge"?**

Yes       No

12.) Do you actively seek guidance and advice from others without being fearful of admitting they may know more than you?

Yes       No

13.) **Have you ever committed to a diet and/or exercise routine and maintained it successfully until your results were met?**

Yes       No

14.) Do you have a task that you perform daily/weekly/monthly at the same time, in the same manner? (for example, washing your car every Friday, getting a haircut every other Tuesday or walking everyday at 7 PM)

Yes       No

15.) **Do you feel a compelling need to help others for no obvious reason?**

Yes       No

16.) Have you lost sleep because you feel you are living below your potential?

Yes       No

17.) **Are you as capable and responsible for achieving a goal as anybody else? (if others have advantages over you because of race, intelligence, experience, etc. then your answer is "No")**

Yes       No

18.) Do you need help to grow your business?

Yes       No

19.) **Is the universe a friendly place?**

Yes       No

20.) Do you believe that most people in America have only themselves to blame for not being happy?

Yes       No

21.) **If a business goes bankrupt, is the owner always the most at fault?**

Yes       No

22.) Do you make it a point to make people you come across feel better?

Yes       No

23.) **If you were given guidance/advice, but it was delivered rudely, would you still follow the instructions without being threatened or feeling attacked?**

Yes       No

24.) Is procrastination or delay of implementation a problem that you need help with?

Yes       No

25.) **If somebody else has accomplished a goal that you are striving for (for example losing 50 pounds, making \$30M, climbing Mt. Everest, etc.) is it your fault if you don't achieve similar results?** (if the other person's experience, natural ability, other characteristics, etc. are a factor then your answer is "No")

26.) Do you feel that everybody in your life can use your help, and help you, in some way?

Yes       No

27.) **Do you believe that scripted conversations and presentations are a vital part to persuasion and having high compliance rates?**

Yes       No

28.) Do you believe that training/practice should be far more severe than the 'live' performance?

Yes       No

29.) **Have you ever performed a skill/activity terribly, yet continued to pursue it for at least one year while improving your ability?**

Yes       No

30.) Do you believe your business' success is rarely your fault, but the failures always are; do you take responsibility and give others credit instead of taking credit and giving others responsibility?

Yes       No

### **End of Test**

Now count your "Yes" responses and add them together, giving yourself one point for every "Yes" answer, then use the scale on the next page to evaluate your results.

## **Results**

### ***DISCLAIMER:***

*The above questions were extrapolated from a series of characteristics exhibited by those who you have worked with, trained under and learned from Azam Meo's teachings and reached what they would call "success". Launching a successful enterprise does not require Meo's involvement and although the scale will help you determine how effective you would perform with his training, this is no guarantee of success. The data sets included have been cross referenced against criminal behavior, habits of the financially insolvent and patterns of "failure" in general and with Meo's students/clients. Other data and variables studied/included were business owners earning up to \$5M USD per year, Meo's successful students/clients and other high start-up growth trends.*

*It should be noted that this data is in no way a diagnosis nor should it be treated as an official medical exam. Please seek professional help for a more thorough assessment.*

### **Instructions:**

Take your "yes" answers and give yourself **one point for each** of them. Then use the scale below to evaluate your answers. These results assume you answered honestly and accurately.

#### **0-9**

Minimal chance of success. You are a 'victim' and take little to no responsibility for what happens in your life. In your mind, things happen 'to you' and not to others. You take no part in the blame but more than your share of credit in case of rewards. It is highly unlikely that you will do anything of financial significance with your life. At this time, you should **not** pursue the opportunity to work with Azam.

#### **10-12**

Slight chance of success, read descriptions above and below as you are in between in the "gray area" of these two groups. At this time, you should **not** pursue the opportunity to work with Azam.

#### **12-18**

Moderate/Mild chance of success. You are not remarkably likely to reach lofty goals, but with ambitious discipline, it is possible. Generally you should work on becoming more passionate and devout about your goals and beliefs, and following the steps to making them a reality. At this time, you should **not** pursue the opportunity to work with Azam.

#### **19-25**

Good to high chance of success. The higher your score in this group, the more likely you are to succeed. Read descriptions above and below as you are in between in the "gray area" of these two groups. You should work on bringing your scores up, until then you should **not** pursue the opportunity to work with Azam.

## 25-30

Extraordinarily high chance of success. Again, this is assuming you answered the questions accurately and honestly. The closer your score was to 30, the better. However most in this group are highly ambitious, driven and simply in need of guidance and accountability to reach your goals - no matter how lofty. This is **the only group** acceptable, and recommended to apply, for Azam's Student Alliance Project:

[www.WorkWithAzam.com](http://www.WorkWithAzam.com).

