



ROGER C. PARKER'S *PUBLISHED & PROFITABLE*

Turning Point Worksheet

EVENT: _____

QUESTION	RESPONSE
1. What happened?	
2. What was the context of the event?	
3. What caused the event?	
4. What actions did you (or your organization) take?	
5. What skills or traits did you (or your firm) display?	
6. What was the event's long-term significance?	
7. What lessons did you learn from the event?	
8. How can others benefit from your story?	