
WORKSHEETS

for

A Teacher's Guide to
The Go-Giver

A Curriculum for Making a Difference

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These worksheets are designed for use with
A Teacher's Guide to The Go-Giver: A Curriculum for Making a Difference,
available separately in paperback and Kindle versions.
For more information, visit www.thegogiver.com/guide.

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NOTE: The text used for this curriculum is the 2015 "Expanded Edition" version
of *The Go-Giver*, not the original 2007 edition. Page numbers given in the word lists
for each lesson do not correspond accurately to the 2007 edition.

Worksheets
for Lesson One

Word List*

for Lesson One

Chapter 1	Chapter 2
broker (2)	enterprise (7)
clout (2)	mentoring (7)
leverage (2)	stratospheric (8)
underbid (2)	terrace (8)
consultant (3)	bewilderment (11)
eccentric (4)	mindset (11)
pensioner (4)	parse (12)
relic (4)	ingenuity (13)
erratic (4)	empathy (13)
meerschaum (5)	exquisite (14)
Trade Secret (6)	non-disclosure agreements (NDA) (15)
crestfallen (6)	abide (16)

*) Page numbers in all the Word Lists refer to the 2015 "Expanded Edition" of *The Go-Giver*.

Character Guide: Joe

Who is Joe?

What does Joe want?

What does Joe learn?

What have I learned from Joe?

How can I model these lessons in my own life?

Character Guide: Carl Kellerman

What relationship does Carl have to Joe?

What does Carl want?

What does Joe learn from him?

What have I learned from him?

How can I model these lessons in my own life?

Character Guide: Pindar (the Chairman)

What relationship does Pindar have to Joe?

What does Pindar want?

What does Joe learn from him?

What have I learned from him?

How can I model these lessons in my own life?

Character Guide: Gus

What relationship does Gus have to Joe?

What does Gus want?

What does Joe learn from him?

What have I learned from him?

How can I model these lessons in my own life?

Worksheets
for Lesson Two

Word List

for Lesson Two

Chapter 3

magnate (19)

résumé (19)

radiates (19)

gracious (20)

mortified (20)

stammered (22)

swanky (22)

marionette (22)

reputation (24)

persona (24)

riveting (24)

clientele (26)

grappled (38)

bona fide (29)

CEO (29)

Chapter 4

solitary (33)

pondered (33)

quota (33)

renewal (34)

referral (35)

Character Guide: Ernesto lafrate

What relationship does Ernesto have to Joe?

What does Ernesto want?

What does Joe learn from him?

What have I learned from him?

How can I model these lessons in my own life?

Character Guide: Jim Galloway

What relationship does Jim have to Joe?

What does Jim want?

What does Joe learn from him?

What have I learned from him?

How can I model these lessons in my own life?

Character Guide: Ed Barnes

What relationship does Ed have to Joe?

What does Ed want?

What does Joe learn from him?

What have I learned from him?

How can I model these lessons in my own life?

Worksheets
for Lesson Three

Word List

for Lesson Three

Chapter 5

proffered (37)

inadvertent (37)

teleconferencing (37)

delirious (38)

unbridled (38)

exuberance (38)

Yorick (38)

gaped (38)

constrained (41)

fledgling (42)

proportional (43)

marshal (43)

arbitrary (43)

exultant (43)

pensive (44)

rueful (44)

Chapter 6

vaguely (50)

tweed (51)

Chapter 7

anxious (54)

invariably (54)

diverse (55)

undeniable (56)

Character Guide: Nicole Martin

What relationship does Nicole have to Joe?

What does Nicole want?

What does Joe learn from her?

What have I learned from her?

How can I model these lessons in my own life?

Character Guide: Rachel

What relationship does Rachel have to Joe?

What does Rachel want?

What does Joe learn from her?

What have I learned from her?

How can I model these lessons in my own life?

Worksheets
for Lesson Four

Word List

for Lesson Four

Chapter 8

filigree (59)

policies (59)

sumptuous (60)

negotiator (60)

mediator (60)

philanthropist (60)

amassed (61)

network (61)

invested (62)

ambassadors (62)

creditor (63)

proposition (63)

abundant (63)

enlightened (64)

beatific (64)

magnetic (64)

Chapter 9

chaos (69)

listless (70)

imposing (70)

wan (71)

lurched (73)

generosity (74)

Character Guide: Sam Rosen

What relationship does Sam have to Joe?

What does Sam want?

What does Joe learn from him?

What have I learned from him?

How can I model these lessons in my own life?

Character Guide: Susan

What relationship does Susan have to Joe?

What does Susan want?

What does Joe learn from her?

What have I learned from her?

How can I model these lessons in my own life?

Worksheets
for Lesson Five

Word List

for Lesson Five

Chapter 10

aria (77)

woes (77)

query (77)

symposium (79)

high-water mark (79)

methodology (81)

concession (81)

deadpanned (81)

riff (82)

assumptive (82)

kill clause (82)

leveraged asset (82)

takeaway (82)

bravura (82)

mundane (83)

commodity (83)

liability (84)

exasperation (85)

impassive (88)

Sphinx (88)

inaudible (89)

Chapter 11

contrite (93)

ambled (96)

Character Guide: Debra Davenport

What relationship does Debra have to Joe?

What does Debra want?

What does Joe learn from her?

What have I learned from her?

How can I model these lessons in my own life?

Worksheets
for Lesson Six

Word List

for Lesson Six

Chapter 12	Chapter 13
muted (97)	somber (109)
entrepreneurs (98)	conjure (109)
consternation (100)	pragmatic (111)
vibrant (104)	forlorn (111)
ravenous (104)	dissipate (111)
grapple (104)	ebbing (112)
irony (105)	illustrious (112)
paradox (105)	contentment (112)
	receptive (112)
	minnow (113)
	concession (114)

Character Guide: Neil Hansen

What relationship does Neil have to Joe?

What does Neil want?

What does Joe learn from him?

What have I learned from him?

How can I model these lessons in my own life?

Worksheets
for Lesson Seven

Definitions of Success

“Success is ...

“The progressive realization of a worthy goal.” — Earl Nightingale

“To be able to spend your life in your own way.” — Christopher Morley

“Liking yourself, liking what you do, and liking how you do it.” — Maya Angelou

“Having the courage, the determination, and the will to become the person you believe you were meant to be.” — George Sheehan

“Peace of mind, that is the direct result of knowing that you have done your best, at becoming the best you are capable of becoming.” — Coach John Wooden

“Doing ordinary things extraordinarily well.” — Jim Rohn

“The sum of small efforts, repeated day-in and day-out.” — Robert Collier

“Stumbling from failure to failure with no loss of enthusiasm.” — Winston Churchill

“Measured not so much by the position that one has reached in life as by the obstacles which he has overcome while trying to succeed.” — Booker T. Washington

“Inner peace. That’s a good day for me.” — Denzel Washington

“To laugh often and much, to win the respect of intelligent people and the affection of children, to earn the appreciation of honest critics and endure the betrayal of false friends, to appreciate beauty, to find the best in others, to leave the world a bit better, whether by a healthy child, a garden patch, or a redeemed social condition; to know even one life has breathed easier because you have lived.” — Ralph Waldo Emerson

More Reflections on Success

“Don’t aim at success—the more you aim at it and make it a target, the more you are going to miss it. For success, like happiness, cannot be pursued; it must *ensue*, and it only does so as the unintended side-effect of one’s dedication to a cause greater than oneself.” — Viktor E. Frankl, in *Man’s Search for Meaning*

“Definiteness of purpose is the starting point of all achievement.” — W. Clement Stone

“The more you’re actively and practically engaged, the more successful you will feel.”
— Richard Branson

“Successful and unsuccessful people do not vary greatly in their abilities. They vary in their desires to reach their potential.” — John Maxwell

“Would you like me to give you a formula for success? It’s quite simple, really. Double your rate of failure. You are thinking of failure as the enemy of success. But it isn’t at all. You can be discouraged by failure or you can learn from it. So go ahead and make mistakes. Make all you can. Because remember that’s where you will find success.” — Thomas Watson

“Success does not consist in never making mistakes but in never making the same one a second time.” — George Bernard Shaw

“I attribute my success to this: I never gave or took any excuse.” — Florence Nightingale

“Don’t let the noise of others’ opinions drown out your own inner voice. And most important, have the courage to follow your heart and intuition. They somehow already know what you truly want to become. Everything else is secondary.” — Steve Jobs

“A successful man is one who can lay a firm foundation with the bricks others have thrown at him.” — David Brinkley

“Let no feeling of discouragement prey upon you, and in the end you are sure to succeed.” — Abraham Lincoln

“Twenty years from now you will be more disappointed by the things that you didn’t do than by the ones you did do, so throw off the bowlines, sail away from safe harbor, catch the trade winds in your sails. Explore, dream, discover.” — Mark Twain

Word List

for Lesson Seven

Chapter 14
catapult (117)
boutique (118)
quaint (118)
tiered (119)
freelancer (120)
indigenous (121)
indigenous (125)

Foreword
cynicism (xiii)
resignation (xiii)
quid pro quo (xiv)

Introduction
peer group (xv)
closure (xv)
brink (xv)
Chambers of Commerce (xv)
precepts (xv)
matrimonial (xvi)
counterintuitive (xvi)
expat (xvi)
compatriot (xvi)
turnaround (xvii)
implement (xvii)

Character Guide: Claire

What relationship does Claire have to Joe?

What does Claire want?

What does Joe learn from her?

What have I learned from her?

How can I model these lessons in my own life?
