

The Self-Managing Company®

Freeing yourself to work on your most exciting future.

Name:	Date:	A	B

Mindsets	1	2	3	4	5	6	7	8	9	10	11	12	Score A	Score B
1 The ABC Model	You feel trapped in old work habits inside of a boring company that's not going anywhere in an increasingly frustrating marketplace.			You're continually striving to make your own work more interesting but cash flow requirements use up all of your daily time.			You have created your business as a predictable money-making system that requires little or no improvements in the years ahead.			You increasingly free yourself to focus more time and attention on breakthroughs that fascinate and motivate you.				
2 The 4 C's Formula™	You refuse to make any kind of changes until you have the capability and confidence that guarantee success.			You know there are big improvements you need to make but all of the required changes scare you.			You feel that all of the risky and uncertain parts of your career are in the past so you can now look forward to guaranteed success.			You increasingly create each new breakthrough on the basis of Commitment, Courage, Capability, and Confidence.				
3 The Gap And The Gain	You continually obsess about your failures and deficiencies, ignoring your achievements and progress, and feel pessimistic about the future.			You continually overload your schedule with too many things to do and then feel like a failure even when you get 80% of them done.			You have reasonable long-range goals that you break down into shorter achievement stages that you know you can easily achieve.			You're always establishing bigger goals ahead of you while measuring your progress backward from where you started.				
4 Free, Focus, And Buffer Days™	Your management of personal and work time is out of control because you are continually distracted by worthless activities.			You have a chronic pattern of being super productive and then spending whole quarters feeling completely off track.			You use a conventional time system to fill up your daily calendar with the activities you know will keep everything moving along.			You continually manage your daily time to increase personal rejuvenation, productivity, and preparation.				
5 Unique Ability® Teamwork	You increasingly feel trapped in doing energy-draining activities at which you are incompetent and surrounded by boring individuals.			Your whole business career has been a never-ending frustration of not being able to surround yourself with good support staff.			You have a fixed teamwork system that pays the bills and continually increases the savings you'll need for your expanding lifestyle.			You continually simplify and multiply your own contribution by expanding your teamwork with uniquely talented individuals in every area of life.				
6 The Largest Check	You continually fill your work time with transaction-based clientele who are not growing and are becoming less profitable.			You know that things keep getting worse in your industry and, looking ahead, you know that things are going to keep getting harder.			You know from experience that there is a limit to how big the revenues and profits can be in your industry and marketplace.			You continually achieve bigger and more profitable sales that increase your capabilities and confidence for even bigger sales.				
7 The 10x Mind Expander®	You feel increasingly confused and angry about the rapid progress and breakthroughs of your competitors and other entrepreneurs.			Your whole business career vacillates between good years and bad years, and you have no way of predicting which one will happen next.			If you can grow 5% a year while retaining profit levels, you feel happy with a future that guarantees that predictable result.			You're continually creating greater opportunities and capabilities to achieve 10x greater income and profits by a specific deadline.				
8 The Lifetime Extender®	You feel that you're going downhill in relation to your fitness, health, energy, and sense of purpose in every area of life.			You're increasingly anxious that you're not doing enough to be able to keep working as hard as you know will be required in the future.			You keep yourself as fit, healthy, and energetic as can be expected for your physical age, and you don't think you need to do anything more.			You continually expand your motivation to work and live energetically, far beyond conventional expectations and averages.				
Scorecard														