

## Personal Inventory

Discovering how you get stuff done, what can get in your way, and how you can prepare yourself to show up at your best in training and in life.

### Exercise 1. Your “Superpowers”

Look back at your life and pick 3-5 successes—personal or professional. They don’t have to be huge things, but successes that are meaningful to you. Take a moment to recall the **feelings** surrounding each event.

**What worked?** (Think in terms of YOUR Ways of Being such as courageous, generous, persistent, and so on, at the time.) Write it down for each event.

Event	Ways of Being that worked

**Next**, identify 3-4 Ways of Being that are present in all your “wins”. These are your “superpowers”—qualities that make you unstoppable.

### My “Superpowers”


**Take a moment to reflect on this. This is who you are already! More importantly, this is who you get to be in order to accomplish the goals you’d set for this course and for your business.**

## Exercise 2. Your Kryptonite.

Now, look back at your “fails” and do the same. Pick 3-5 personal or professional “failures”. Who were you being that prevented you from reaching your goal or getting the result you wanted? (Examples of negative WOB: selfish, lazy, fearful, closed-minded.)

**Important:** This is INVENTORY. We are merely looking at the junk that DOES NOT WORK for you. No judgment! Also, there may have been other factors or players involved, but since we have no control over anything or anyone but ourselves, focus on your part.

Event	Ways of Being that didn't work

Next, identify 3 common WOBs that are your Kryptonite—**qualities that take your power away.**

### My Kryptonite


## SHIFT!

When you find yourself stuck in any way, ask yourself—who am I being? Who do I NEED to be to make this work? Then, shift!

## “It takes a village to raise a child” –Nigerian proverb

### Exercise 3. Your Dream Team

We can't succeed alone, but we all need different kinds of support. Go back to the first exercise. Was there someone helping or supporting you at the time? How would you name the role(s) the person(s) were playing?

List everyone who provided significant support in your “wins”.

Name	Role	How you define the role

**Next**, take a look at the Roles above—these Roles represent your Dream Team, whose support can help you create powerful wins in the future.

### Putting your Dream Team on stand-by.

Do you have people who can take on these roles RIGHT NOW? If you don't or are not sure—now is the perfect time to load up the bus.

**Homework:** Reach out to people in your life, tell them what you are working on and ask them to support you on this journey. Or, reach out and ask for support from this group. You can post a “Request for Support” message in the forum. Be specific in what you need.

As an introvert, I can appreciate the challenge it can pose for some of us. But, it'll make excellent practice for what's to come later. SMM is all about “enrollment”—winning people over with your passion, authenticity and humanity.

**When powerful people speak their intentions, the Universe converges to make them happen.**

## Your Achievement Manifesto

I succeed when I am being:


If I find myself being \_\_\_\_\_, \_\_\_\_\_, or \_\_\_\_\_, I will shift to my “superpowers.”

To help me on my journey, I will enlist the help of:

Name	who will be my...[Role]	...and will support me by/with...[Role Description]