

Not your goals — your wins. Things you have already done. Go back as far as you need to. No order, no editing, and nothing here is too small — the small ones are usually the ones you had forgotten.

It does not have to be an award, a promotion, or anything somebody else would be impressed by. Maybe you raised a child through a hard stretch. Learned something you were sure you couldn't learn. Made it through a year you weren't certain you'd get through. Kept a promise. Finally said no. If it took something out of you and you're glad you did it, it belongs on this page.

Copy your list onto this sheet before Thursday — then turn it over. Add any that come to you.

Does It Need to Be Bolder?

In the next 48 hours, put this sheet beside your draft on Working Sheet 1 and answer these three. The question is not whether your target is big. It is whether you made it smaller than it needed to be because you were drafting from a low opinion of yourself.

1 Do I genuinely want this?

Or is it what I think I'm supposed to want — somebody else's expectation I never got around to putting down? There is no staying power in a goal you took on for someone else.

2 Will this require something of me?

Will I have to stretch, learn something, decide something, risk something, or work differently than I do now? Or did I pick it because it was the one that felt safe?

3 Would it survive the first obstacle?

"A goal that is casually set and lightly taken is freely abandoned at the first obstacle." — Zig Ziglar

THE ONE THAT DECIDES IT

Is what I wrote worthy of what this page says I'm capable of?

Turn this sheet over. Read your wins. Then read your draft again.

WHEN YOU'VE ANSWERED THESE

Take them to Part Four of Working Sheet 1.

That's the one you send before Thursday — one email, everything in it.