

| Mindsets | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | Score 1 |
|---|--|---|---|---|---|---|--|---|---|--|----|----|------------|
| 1 Bigger And Better Ambition | You've had so much failure and frustration in your life that you're now almost incapable of setting any new goals for yourself. | | | You're tired of trying to do everything yourself to get ahead, so you're totally open to learning a completely different approach. | | | You established years ago all of the goals you needed for personal and work success. No bigger ambition is needed at this point. | | | You see all personal growth and success in terms of increasingly energizing and satisfying improvements. | | | |
| 2 Avoiding The "How" Trap | You've always felt cut off, by yourself, and constantly guilty when it comes to trying to be more successful. | | | You've reached the conclusion that your goals are much bigger than your capabilities, and you now need to build a team around you. | | | You're very satisfied with how you've organized your life, and now it's just a matter of keeping everything the way it's going. | | | You train yourself to never again be the person who has to achieve a new goal in isolation or be the one who has to do all the "Hows." | | | |
| 3 Procrastination As Wisdom | You continually compare your struggles with other people's ease of achievement, and this only makes things worse. | | | You have a growing sense that your attempt to do everything yourself is actually the biggest obstacle standing in the way of faster progress. | | | You've established solid routines in every area of your daily life that save you from having to do any kind of "self-psychologizing." | | | You're totally clear on the fact that every time you procrastinate, it's an inner message telling you that some other "Who" should do the "How." | | | |
| 4 Who Can Do The "How"? | You find that every time you think about any kind of improvement, you immediately see all the reasons why it won't work. | | | You're beginning to realize that when you encounter obstacles to your progress, each one is actually an opportunity for you to grow. | | | You've always followed the best practices of other successful people to get ahead, and now you've arrived where you wanted to be. | | | Your new automatic response to every new goal is, "Who's the best person to do this for me?" | | | |
| 5 Defining "What" And "Why" | You never want to depend on anyone else for help because you know you'll only end up looking deficient and inferior. | | | You're suddenly discovering that relying only on your own capabilities is stupid because many other people's skills are readily available. | | | You live and operate in a world where nothing's going to change and you're surrounded by individuals who know what to do. | | | In this new "Who" approach, your first steps are to define the "What" and the "Why" that clarify the "Hows." | | | |
| 6 Endless "Who" Breakthroughs | You totally accept that everyone in your world is out for themselves, so there's no point in expecting them to be interested in what you want. | | | You realize that because of your go-it-alone frustrations, the only solution for a bigger and better future is teamwork with others. | | | You don't buy into any of these new collaboration and teamwork fads. You know that everybody does their work in order to get paid. | | | By creating bigger and better results for others, you also develop expanding "Who" capabilities for yourself. | | | |
| 7 More Fascinated And Motivated | You had bigger dreams for yourself when you were just starting out, but you've learned from frustrating failure that they were just dreams. | | | You know that if you can adopt a new, better approach, you can bypass your own deficiencies being your biggest roadblock. | | | You know that everything you've mastered so far is the only way things could have happened. There's no other way to succeed. | | | As your "Who" capabilities expand, your future always becomes more exciting and energized. | | | |
| 8 Multiplying "Who" Networks | You have a hard time maintaining cooperation with anyone for very long. It's just a lot simpler doing everything yourself. | | | You notice more and more teamwork in the world around you. Now, if you can just get your mind straight about the best way to do it. | | | You're successful, admired, and at the top of your game. The only task now is to stay where you are without having to do anything new. | | | As long as you can keep adding new "Whos," your future continually grows through even bigger goals and achievement. | | | |
| Your Total Score | ➡ ➡ ➡ ➡ | | | ➡ ➡ ➡ ➡ | | | ➡ ➡ ➡ ➡ | | | ➡ ➡ ➡ ➡ | | | |