



CHRIS JARVIS

See Differently. Business Differently.

12-Day Turnaround with Chris Jarvis

Starting Line / GPS Locator / Initial Assessment

Note: Please do *yourself* a favor and print these PDFs so you can get the most out of them.

Before you begin the program, you have to assess where you are in your life—Today! There are five areas of your life that are significantly impacted by your sales career. When we have an honest assessment of your career, we can identify where you might be lacking and in what areas you may be going in the wrong direction. Then, we can identify how to turnaround your career so that it is having a positive impact on all areas of your life.

Please rate each question on a scale from one to five

1 . . . 2 . . . 3 . . . 4 . . . 5

Very Unhappy

Could be better
Could be worse

Very Happy

1. Finances

- _____ How much do you earn relative to your friends and colleagues?
- _____ How do you feel when discussing money with family & friends?
- _____ I earn enough to pay for all of my bills. I have no debt I can't pay off.
- _____ I earn enough to pay for luxury items and vacations you desire.
- _____ Total (should be between 4 and 20)

2. Physical and Emotional Health

- _____ How do you feel about your body and overall physical health?
- _____ How much do you feel about the amount of stress in your life?
- _____ How do you feel about your diet?
- _____ How do you feel about your exercise regimen?
- _____ Total (should be between 4 and 20)

3. Family & Relationships

- _____ How do you feel about your relationships with your partner/spouse?
- _____ How do you feel about your relationships with kids and/or parents?
- _____ How do you feel about your relationships with clients and colleagues?
- _____ How do you feel about your relationships with your friends?
- _____ Total (should be between 4 and 20)

4. Career

- _____ How fulfilled do you feel about your recent performance and income?
- _____ How do you feel about your progress relative to your colleagues?
- _____ How do you feel about your progress and expected progress?
- _____ How happy are you with the legacy you have created thus far?
- _____ Total (should be between 4 and 20)

5. Fun

- _____ How do you feel about the people you spend time with? Do they lift you up (happy) or bring you down (unhappy)?
- _____ How do you feel about the amount of time you have to relax?
- _____ The amount of fun and excitement you had this past year?
- _____ How would people who know you categorize your mood recently?
- _____ Total (should be between 4 and 20)

Totals from Above

- _____ Finances
- _____ Health
- _____ Relationships
- _____ Career
- _____ Fun
- _____ Total

_____ Subtract total from 100 (if you got a 60, $100-60= 40$ in this box)

This is your shortfall/opportunity to improve!

Look at the scores above. Circle or highlight the two areas with the lowest score.

On the previous page, what are your two lowest areas?

Lowest: _____ (Finance, Health, Relationships, Career, Fun)

How does work contribute to this area having such a low score?

In a perfect world, what magical things would need to happen in your career to make this score higher?

2nd Lowest _____ (Finance, health, Relationships, Career, Fun)

How does work contribute to this area having such a low score?

In a perfect world, what magical things would need to happen in your career to make this score higher?