

SELF-ASSESSMENT WORKSHEET

1. What is your "why"? Think back for a moment - why did you come into this line of work? Was there a passion behind your profession? Take a moment to get clear on the reason behind you choosing what you do every day.

*If you have not found your passion/profession and don't feel your "why" is in alignment with your personal goals, this training is not for you. Listed below are references to help you find your path.

1. "Know What You Want Next" by Kimberly Napier
2. The Generosity Practice - the Innate Marketing Genius

2. What is your professional goal? It's okay to be loft here, don't worry about how to achieve this goal just yet! We will get to that later in the training. Jot down a few goals.

Ex: "To empower older adults and their supporting family members/professionals to live their best life."

Write your goal here:

3. Do you consider yourself an expert in your line of work? If not, are you planning on becoming one? What do you need to become an expert?

Tip: If you are working toward becoming an expert in your field, align yourself with a mentor who is an expert in the same line of work. Spend time observing them at work and learn from their techniques.

4. What percentage of your day is spent practicing your area of expertise vs. completing ancillary tasks that could be delegated to others? Circle one.

- | | |
|--------|---------|
| a. 20% | d. 80% |
| b. 40% | e. 100% |
| c. 60% | |

*If you answered: 100% of your day is spent practicing your expertise, **CONGRATULATIONS!** You've mastered the art of delegation and you may pass go the rest of this training!