Earned Equity

Your earned equity is rare and valuable.

SEASON 1 · EPISODE 07 · WORKSHEET

Now, You Know. Go.

HOW TO USE THIS WORKSHEET

This worksheet belongs to Episode 07 of *Earned Equity*, the Season 1 closer. Use it over the next two weeks. You have spent the past couple of months building a vocabulary for what you are worth. This worksheet is where you put it to work.

Three actions: the professional character statement, the conversation you have been avoiding, and the one woman you send this to. Do all three. The work is in the doing.

> *"The problem is almost never the room. It is the sixty seconds before you walk in. That internal conversation has been telling you the wrong story for a long time. It has been lying to you."*
>
> **Episode 07**

1 ACTION ONE · WRITE THE SENTENCE

One. The professional character statement.

Write the professional character statement you could not have written before Episode 01. One sentence. What you do, what it protects or produces, and what it would cost the organization if you were not there.

That is the sentence you walk in with.

My professional character statement:

Say it out loud. Revise it here if the spoken version is stronger:

2 ACTION TWO · HAVE THE CONVERSATION

Two. The one you have been avoiding.

Identify one conversation you have been avoiding. A negotiation. A request. A room you have not walked into yet because the internal conversation talked you out of it.
Name the conversation. Name the barrier. Set a date in the next two weeks to have it. Not to rehearse it. To have the conversation.

The conversation I have been avoiding:

The barrier that has been stopping me:

The date I will have this conversation:

What I will lead with when I walk in:

3 ACTION THREE · SEND IT TO ONE WOMAN

Three. The one who came to mind.

Send this episode to one woman. Not a blast. One woman. The one who came to mind somewhere in the last twenty-five minutes. The one who has everything Patricia had and has not yet found the words.

She needs this. You know who she is.

Write her name here so you do not talk yourself out of it:

What will you say when you send it to her?

A FINAL QUESTION

One question to sit with.

You have spent the last couple of months learning to start from value instead of deficit. Looking back at where you started:

> **What is the most important thing you now know about what you are worth that you did not know before Episode 01?**

Write it the way you would say it out loud. One sentence is enough. Three is more than you need.

This is not a retirement story. This is not the beginning of the end. This is the first chapter of the professional life you have actually earned, now that you know how to name it.

You are not behind. You are positioned. And now you have the language to prove it.

You are not a diamond in the rough. You are already cut, already polished, already brilliant. And it is time to stop letting the job market price you like a lump of coal.

Your earned equity is rare. And rare is valuable.
Don’t forget it.

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