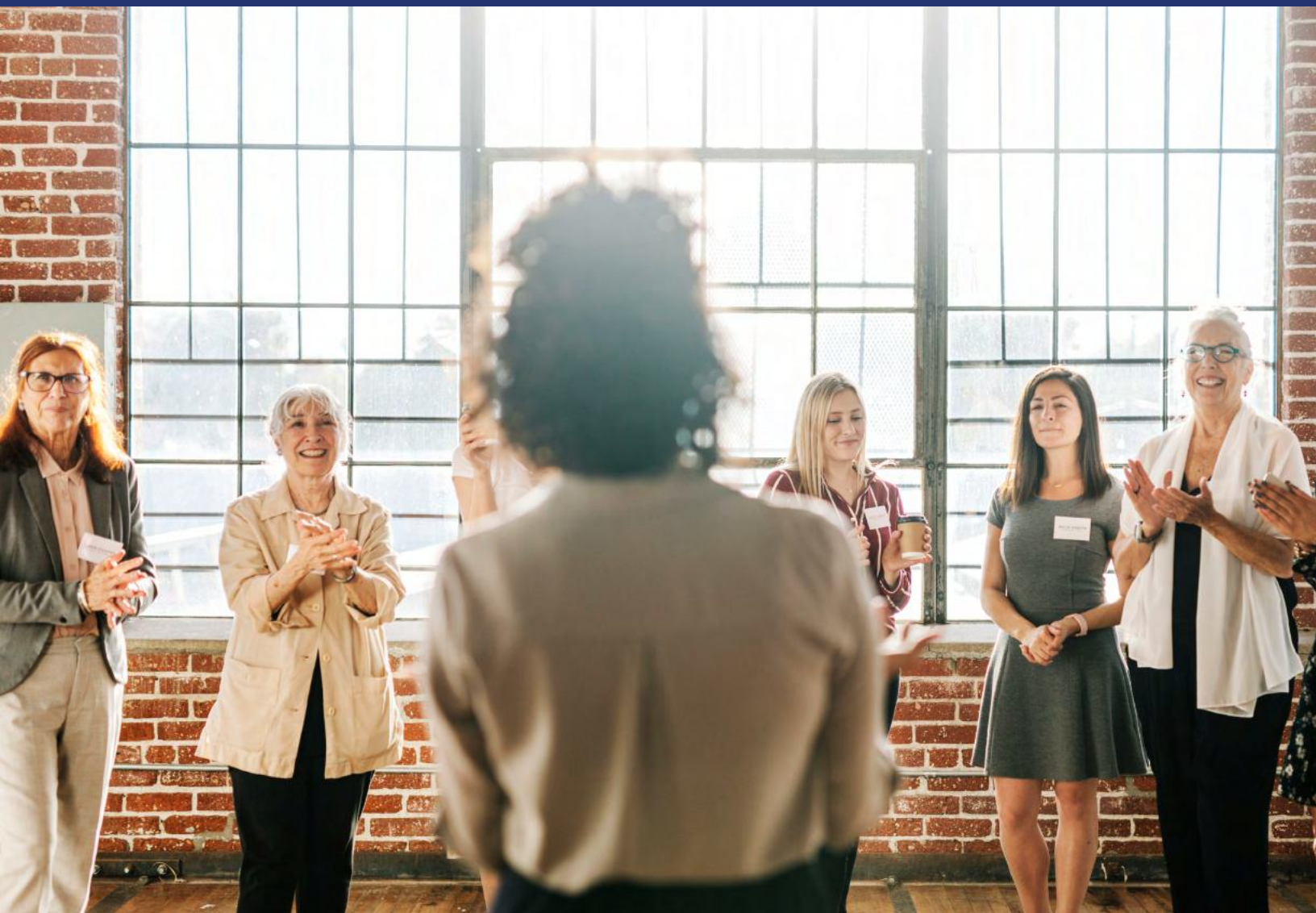


THE MINDSET ASSESSMENT



Jennifer Darling | JenniferDarlingSpeaks.com

*If you don't know where you've come from,
you don't know where you're going. -Maya Angelou*

The best way to chart the course toward where you want to go is to really understand where you are now. Then, you can start to identify your strengths and development opportunities, making a plan to leverage what you're already doing well and improve in the places where you might be holding yourself back.

Early in my sales career, I really did not think much about mindset and attitude. I certainly did not make it a priority to evaluate, analyze, or even consider how my mindset affected my business or any other areas in my life. Little did I know how much doing so would change my entire life.

There was a point in my corporate career where I was extremely unhappy, depressed, and anxious. I often felt hopeless, and at times, I even suffered from panic attacks. I recall going into a boardroom for a meeting one day. It was 115 degrees where I lived, but I was in a wool coat because I couldn't shake the chills. But then, as soon as I drove home, my ailments would dissipate. To an outsider, my life looked perfect: perfect job, excellent income, great marriage, beautiful home, and fancy car. However, on the inside, I was a hot mess. I couldn't live this way anymore.



At the time, I had a book on my shelf from one of my favorite sales mentors, Jeffrey Gitomer. It was called the *Little Gold Book of Yes! Attitude*. I loved Gitomer's work—I'd read all his books—but I'd always glossed over part of this one, and I wondered if it could inspire me now. I opened right to Gitomer's "Attitude Self-Assessment" and, with a pencil in hand, I began to look at different areas of my life that affected my attitude. What I discovered was that much of what was happening was actually within my control. I could do something about it.



When I read this book, I realized the importance of mindset in sales and every other area of my life. I also learned that my attitude sucked. I was a positive person with a positive outlook on life, but there were things I was unaware of that were keeping me from my full potential. No wonder I was always feeling stressed, overwhelmed, and unfulfilled in my jobs and in life. No matter how much money I made, or how many awards I won or promotions I earned, I was unhappy. I was letting my inner critic and external environment control my thinking.

Mindset was everything, and yet, I had put no attention toward mine. So, I decided to change that. I started by focusing on two or three areas, as Gitomer had suggested, and after I felt good about my improvement in each area, I would find a replacement to focus on.

Since then, I have focused on my mindset nearly every day, choosing to think positive thoughts and surround myself with people and strategies that help me get there. Do negative thoughts frequently find their way into my brain? All the time. But the more I practice a positive mindset, the quicker I can shift my focus and the more courageous I become.

I hope you'll take the next step in your mindset journey by assessing where you are now so you know exactly where to focus your time and energy to make the biggest improvements. That's what this chapter is all about.

INSTRUCTIONS

1.

First, spend a few moments with these ten prompts, reflecting on your current mindset and how it might be affecting your life in undesirable ways.

2.

Next, use my mindset evaluation (inspired by Gitomer's but rewritten based on my own research, observations, and experience) for a deeper understanding of where you are and what your journey toward a positive mindset might look like.

3.

Finally, use the prompts at the end of the assessment to reflect on what you've learned about where you are and where you want to be.

JOURNAL PROMPTS 1: CURRENT MINDSET

What is your first response to trying something new?

When you experience change, what does your inner critic say to you?

What positive words would you use to describe your mindset?

What do you appreciate about your current mindset? What would you like to change?

JOURNAL PROMPTS 1: CURRENT MINDSET

In your experience, how does mindset affect your business?

How does your mindset affect other aspects of your life?

How does your mindset affect other aspects of your life?

Is your attitude stopping you from reaching your full potential? In what ways?

JOURNAL PROMPTS 1: CURRENT MINDSET

Reflect on a time when your mindset held you back from achieving a goal or showing up the way you wanted to. What happened? Why do you think you got stuck?

In what ways do you think your mindset contributes to your success in life and business?

In what ways do you think your mindset contributes to the success of others around you?

MINDSET SELF-EVALUATION: PART I

1= ALL THE TIME 2= OFTEN 3=OCCASIONALLY 4=HARDLY EVER 5=NEVER

| | Score |
|---|-------|
| 1. I feel unhappy | |
| 2. I compare myself to others | |
| 3. I have a hard time letting go of things that bother me | |
| 4. I worry that I don't have enough money | |
| 5. I don't get enough sleep | |
| 6. I skip workouts | |
| 7. I eat unhealthy foods | |
| 8. I am hard on myself when something goes wrong | |
| 9. I complain that I am overwhelmed | |
| 10. I am bored | |
| Score Part I | |

MINDSET SELF-EVALUATION: PART II

1= NEVER 2= HARDLY EVER 3= OCCASIONALLY 4= OFTEN 5=ALL THE TIME

| | Score |
|---|-------|
| 1. I am happy on the inside | |
| 2. I am enthusiastic about life | |
| 3. I get excited for the opportunities that come with change | |
| 4. I am flexible | |
| 5. I seek differing points of view | |
| 6. I surround myself with positive people | |
| 7. I collaborate with others for the greater good | |
| 8. I plan time for self-care | |
| 9. I use positive words like "can" and "will" | |
| 10. I say why I do like things and people, not why I don't | |
| 11. I am ready and willing to try new things | |
| 12. I take responsibility for my actions | |
| 13. I read or listen to books, podcasts, and trainings to expand my mindset | |
| 14. I ask my team for support in all areas of my business | |

MINDSET SELF-EVALUATION: PART II

1= NEVER 2= HARDLY EVER 3= OCCASIONALLY 4= OFTEN 5=ALL THE TIME

| | Score |
|--|-------|
| 15. I am willing to be fully transparent and vulnerable | |
| 16. I help others without expectation | |
| 17. I encourage others to succeed | |
| 18. I give my team opportunities to step into their full potential | |
| 19. I am fully present when I'm with others | |
| 20. I acknowledge and embrace my unique qualities | |
| 21. I have a written list of my core values and refer to them weekly | |
| 22. I exercise regularly | |
| 23. I have a healthy relationship with food | |
| 24. I get ten to fifteen minutes of sunshine a day | |
| 25. I count my blessings every day | |
| Score Part II | |
| TOTAL SCORE (add parts I and II) | |

YOUR SCORE

TOTAL 0-70

It's all good; you have a new awareness of what it takes to have a positive mindset. Choose one to three areas that you would like to put your attention toward improving. Write each idea on a sticky note and post them on your bathroom mirror or your office desk. Work on these three things until you're satisfied, then pick the next area of focus.

TOTAL 71-100

You have several areas where you're demonstrating a positive mindset, but could things improve? Yes! Look at the list of areas where you have a great score and acknowledge yourself for these. Then, select one to three areas you would like to improve. Make a list and determine one action you could take toward improvement. You'll be on your way to more fulfillment in no time.

TOTAL 101-150

Welcome to the Big Club! This is where most people are. You think you have a positive mindset, but there's plenty of work left to do. The great news for you is that you have tons of momentum. Look at the list and identify one to three areas you would like to improve and watch your joy and fulfillment soar!

TOTAL 151-175

Hey there, Rockstar! You should be teaching this stuff (maybe you are). You're doing great...keep up the good work and *crush it!* Use your experience and gifts to support others in their journeys to a positive mindset.

JOURNAL PROMPTS 2: MINDSET GOALS

What did you learn from the mindset self-evaluation?

What are the top three areas in which you want to commit to improving the next ninety days?

What action steps will you take to improve in these areas? (You'll get more ideas as you work through the rest of this journal, but I find it inspiring to brainstorm right away!)

JOURNAL PROMPTS 2: MINDSET GOALS

What will you change about your life and your business by focusing on these areas?

Are there any other areas you might add, which are not in the assessment, that are important for you to take action on?

What is the ideal mindset you'd like to cultivate for yourself?

What inspires you to do this work? Who and what (besides, of course, yourself) are you doing it for?

JOURNAL PROMPTS 2: MINDSET GOALS

Imagine being met with a challenging scenario once you've made progress in developing your ideal mindset. How would the "new you" handle that scenario?

What are some things you've done recently that challenged your beliefs or assumptions about yourself?

What would happen if you stopped believing that you're limited by your abilities or circumstances?

For more information about developing a Say Yes! Mindset, check out Jennifer's journal titled Say Yes! Then Figure It Out available on Amazon. For a personalized autographed copy, email Jennifer@JenniferDarlingSpeaks.com

Jennifer Darling's

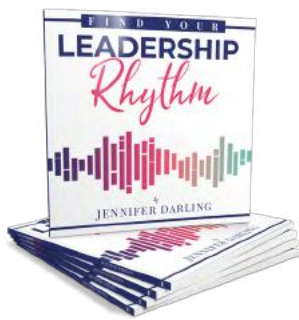
MOST POPULAR PROGRAMS

STRATEGIC BRAINSTORMING & PLANNING WITH JENNIFER

One of my favorite things to do in the world (besides Pound, of course) is facilitate brainstorming meetings. Whether it's with leadership teams, sales teams, or the entire team, getting everyone together and on the same beat is the best way to ignite creativity and innovation to spark new ideas. Let me help your organization design strategic plans for sales & marketing, increase team engagement and camaraderie, improve systems & processes, or set goals, objectives & next steps for growth.

To find out more about how I can support your team to thrive in the future of business, email Jennifer@JenniferDarlingSpeaks.com

FIND YOUR LEADERSHIP RHYTHM: STRATEGIES FOR OFF THE CHARTS ENERGY, SYNERGY & SUCCESS!



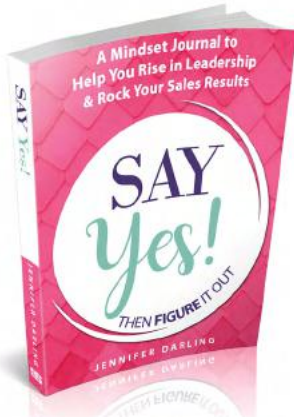
Channel your inner leadership rockstar with this energetic program inspired by the infectious, energizing, and heart-pumping fun of playing the drums. This high-intensity program connects your audience using the rhythm of drumsticks and the beat of the music. The program opens with a group cardio drumming jam session then incorporates leadership lessons for navigating in a totally new environment. Participants will get fired up, awaken new senses, and tap into a higher-level thinking!

Available as a keynote, workshop or facilitated strategic team meeting.

Jennifer Darling's

MOST POPULAR PROGRAMS

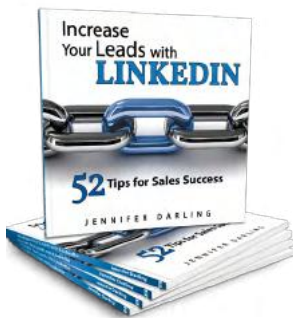
SAY YES! THEN FIGURE IT OUT



There's never been a more exciting time to be a leader. The world of business has changed forever, and we have the responsibility to shape the future the way we know it needs to be. The business community needs us. Our industries need us. We know a thing or ten about how to spin all the plates required to navigate this complex environment. We need to own that—for ourselves and for other business professionals who need us to lead the way so they can step into their own greatness.

Available as a keynote, workshop or facilitated strategic team meeting.

EXPAND YOUR PERSONAL BRAND PRESENCE



Everyone has a personal brand presence (whether you know it or not). What's important is what that presence is saying about you and your business! In a digitally driven world, Leadership, Sales and Marketing Expert and Speaker Jennifer Darling shares how elevating and expanding your personal brand online is one of the fastest and most effective means to generate new customers, referrals, attract top talent, and position you as a Thought Leader, Trusted Advisor and the Go-To Expert in your industry.

Jennifer is the author of *Increase Your Leads with LinkedIn: 52 Tips for Sales Success!*