



THREE CIRCLES

Individual Form

First – Brainstorm/accumulate to expand these three lists (to 3-5 pages).

Second – Use comparative rankings to narrow the lists (to top 3-5 points for each circle).
Keep a copy of the full (3-5 pages) list for use in ranking opportunities later.

WHAT DRIVES YOUR ECONOMIC ENGINE?

\$_____ / Year salary (minimum)

\$_____ / Year salary (very happy)

Greater than \$_____ equity growth within _____ years.

What % base versus _____ % bonus/commission opportunity drives you most?

Do you see yourself selling your: time, money or ideas? (Elaborate)

Other:

WHAT ARE YOUR PASSIONS?

Family, hobbies, intellectual interests, etc. (List Examples)



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LIFE HIGHLIGHTS

List the 3 to 10 greatest highlights in your life. (i.e. when you were elated, in-the-zone, truly fulfilled, down to your soul happy)

Do your "happiest times" come mostly when you are alone, with a small group of people you are close to, with a big group of strangers, or other times? (Please specify)

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WHAT COULD YOU BE BEST IN THE WORLD AT?

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HELPFUL EXERCISES TO IDENTIFY "BESTS":

List the 5 job functions (tasks) you enjoy the most.

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Also list the 5 things you dislike doing most at work (Clue: What are the tasks you procrastinate doing the most?)

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Are there situational issues that impact this? (i.e. amount of travel involved, work schedule)

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What would be the perfect hours of the day and days of the week for you to work? (Number of subordinates, number of partners, etc.)

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WHERE ARE YOU ON THE "RISK" SCALE?

How much risk do you like/need? (Check One)

- 0 = Tolerates no risk in life (can barely leave the house) 5 = Moderate 10 = Can not get motivated unless your entire net worth is at risk every day.



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WHERE ARE YOU ON THE MANAGEMENT SPECTRUM?

How do you like to manage others? (Check One)

- 0 = Abdicator of all supervision
 (Couldn't bear the thought of managing anyone. Might check in on a subordinate once a year to ask how things are going.)
- 5 = Average
- 10 = Dictatorial control freak micro-manager (Might as well do all subordinates' jobs.)

PERSONAL CHARACTER TRAITS

Find a valid Personal Character Traits profile you have recently done. (e.g.; DISC, MMPI, Predictive Index, etc.): Transfer your Character Traits results to the scale as indicated by your profile. Mark the appropriate box that most closely matches your existing profile.

Character Traits	1	2	3	4	5	6	7	8	9	10
Need for Control										
	Low					High				
Introvert/Extrovert										
	Introvert					Extrovert				
Patience										
	Low					High				
Attention To Detail										
	Low					High				