

We “know” what to do. The great task is to convince our feet . . .

## Kill the “Know-Do Gap” . . . Survey



Evaluate yourself (1–6) based upon which statement best describes your current feeling.

<b>Feedback-deprived:</b> <i>I'm not sure how my key stakeholders actually “see” and experience me.</i>	1 2 3 4 5 6	<b>Feedback-rich:</b> <i>I regularly get helpful and objective feedback from key stakeholders.</i>
<b>Burnout:</b> <i>My attitudinal resilience has definitely taken a hit – my stress is consistently too high.</i>	1 2 3 4 5 6	<b>Centered:</b> <i>At times I'm stressed, but still find ways to keep my perspective &amp; stay centered.</i>
<b>Overwhelmed:</b> <i>I'm constantly putting out fires, reacting to one crisis after another.</i>	1 2 3 4 5 6	<b>Resilient:</b> <i>I mostly see the big-picture, often working upstream at the source of problems.</i>
<b>Unfocused:</b> <i>My days are just too random; I need to focus on what is truly important.</i>	1 2 3 4 5 6	<b>Purposeful:</b> <i>I am focused on achieving those things that are truly important.</i>
<b>Avoiding:</b> <i>I don't feel I'm really challenging myself and my team with big, important goals.</i>	1 2 3 4 5 6	<b>Engaged:</b> <i>I regularly challenge my self and/or my team with big, bodacious goals.</i>
<b>Stagnant:</b> <i>I'm feeling “stuck” with behavior and personal routines that are not really serving me.</i>	1 2 3 4 5 6	<b>Curious:</b> <i>I'm constantly experimenting to find new and better ways of doing things.</i>
<b>Struggling:</b> <i>I'm not hitting my core goals. i.e., sales, income, growth, leading, coaching.</i>	1 2 3 4 5 6	<b>Effective:</b> <i>I'm attaining or exceeding my core personal and business goals.</i>
<b>Fragmented:</b> <i>I just don't feel that open, connected and in sync with others around me.</i>	1 2 3 4 5 6	<b>Connected:</b> <i>I'm feeling open, connected and in sync with the people around me.</i>
<b>Fatigued:</b> <i>Long hours and little exercise are taking their toll on my energy, body &amp; mood.</i>	1 2 3 4 5 6	<b>Vigorous:</b> <i>I'm religious about taking the time to relax and exercise.</i>
<b>Unsupported:</b> <i>I'm just not feeling the appreciation and support from others.</i>	1 2 3 4 5 6	<b>Supported:</b> <i>I'm largely feeling appreciated and supported by others.</i>
<b>Apathetic:</b> <i>Candidly I'm feeling somewhat indifferent and disinterested these days.</i>	1 2 3 4 5 6	<b>Engaged:</b> <i>I'm largely feeling excited about the people and activities in my life.</i>
<b>Pessimistic:</b> <i>I'm not use to feeling this negative and gloomy . . . but often I do.</i>	1 2 3 4 5 6	<b>Optimistic:</b> <i>I'm feeling the future is challenging yet has many opportunities.</i>
<b>Off My Game:</b> <i>I am losing significant leverage by not utilizing my natural strengths.</i>	1 2 3 4 5 6	<b>Sweet spot:</b> <i>I'm able to fully use and leverage my natural strengths.</i>
<b>Ungrounded:</b> <i>I'm not feeling that fully connected to my core values and purpose.</i>	1 2 3 4 5 6	<b>Grounded:</b> <i>I'm largely feeling connected to my core values and purpose.</i>
<b>No-Go:</b> <i>I just don't feel like a key resource for the people I work with and for.</i>	1 2 3 4 5 6	<b>Go-To:</b> <i>I'm feeling that others trust and depend upon my work and me.</i>

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Of course, the higher your score the better. *The fact that you're interested and taking this survey bodes well for you.* Also this is a snapshot, not destiny. The great news is you already **KNOW** what you need to do for shifting each category. The great task is **arranging a structure** for your **feet to be successful**. An excellent way to start is by getting feedback from your key stakeholders, meaning those who have a stake in your life. How do they see you? Tell them what you are working on. Ask for their help. Lastly, start microscopically small. For example if you're *feeling stagnant*, experiment with **one habit or behavior** you already **know** you should be doing. Lastly, the bigger the change, the more structure and support required by your **feet**.