# Win-Win-Win Audit

For the Most Satisfying Outcome for All, You Must Adopt a Win-win-win Attitude. Herein follows the recipe to do an audit to find out if you've been over-giving or under-giving in regard to your products, offers & services.

Keep in mind we want to over-deliver for a huge payoff, but the clients & buyers must be won over with your value proposition first. It's all about their results, their satisfaction, their outcome & then the rewards come our way.

Think of it as having a bank account with enough funds to live happily vs being in overdraft all the time. You need to be satisfied without being in debt or extending too much credit to your clients, buyers, or the prospecting ones.

Uncovering the balance sheet in currencies & the value/values you bring to the table

Step 1:

This is a personal audit to think about what you hold as leverage.

How to use these sheets:

*Print it out & stick it to your vision board or on the wall where you can walk past it regularly. Over the next few days, as soon as you remember something, write it on the balance sheet. Literally write everything down.*

What you give & what you receive. All of it, negative comments, positive responses, compliments, services, everything that either adds to your life or subtracts from it.

Step 2:

This one is a project/product/offer or service audit to pull things into perspective.

How to use these sheets:

*Ultimately you are doing the same thing here, but you'll dive a little deeper as this is where you'll uncover how you treat people in your business & how to improve those traits & actions.*

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*Print it out & stick it next to the personal audit sheets or near your workspace. Over the next month, as soon as you remember something, write it out on the balance sheet. These notes will help you see where you are either in debt to your clients or buyers or if you are in credit & are ready for the big ask.*

*Log all the items onto the side of the sheet by pulling from your emails, your social media interactions, your engagement with clients, students, buyers, or any people interested in what you do, sell, or offer.*

*Adding to it as the audit happens. This is to help you see what it is you need to change, why you need to change it & how you could step in to make it better. It becomes your guide to be that one power in another human's life where they can also feel like the winners!*

Consider These Questions While You Fill Out the Steps.

| What Helped You Start? | Who Helped You Win? | Did You PayitFwd? | How Did It Shape You? | Did You Contribute? | What was the WIN/PAYOFF? |
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# What Happened on Your Timeline?

*Positive Outcomes | Negative Outcomes*

## Early Years

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## Development Phases

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## Small Wins

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## Big Wins

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# When Did Something Big Impact Your Life?

*Positive Impact / Negative Impact*

## Sudden Changes in Life?

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## Sudden Changes in Business?

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## How Did You Bounce Back?

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## What Changed for the Better?

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# Who Helped You Change Your Outlook on Life?

*Negative Changes | Positive Changes*

## Who Changed Your Outlook on The Way Things Work?

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## Who is The Key Person Who Shaped Your Point of View?

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## Is That Point of View Still Relevant Today?

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## Why Do You Think That Changed?

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# How Could You Utilize Technology?

*Positively | Negatively*

## In Your Home?

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## In the Studio / Office

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## What Would You Like To Have More or Less of?

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Notice the Wins in Your Relationships, in Your Life & in Your Creative Career? Jot Them Down As Areas of Gratitude to Give Thanks to.

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