

HOW TO WIN
WERKSHEET

DAY 1

HELLO SEVEN PRESENTS

MULTIPLY
Build A Bankable
Offer In 5 Days

YOUR FAVORITE EXCUSES

"If you want something new, you have to stop doing something old."

—Peter Drucker

Write down your top five go to “reasons” (aka excuses) for not doing the things that you want to be doing. These are your “go to” excuses, the ones you use all the time to get out of taking action. Once you list them here, we want you to print this page out and post it somewhere you can see everyday (like your fridge or corkboard), as a reminder that you are “so” done with excuses and are ready to take action. Then share your top excuses in the [Multiply Facebook Group](#) so we can help hold you accountable (and so you can see that we all do it).

EXCUSE #1

EXCUSE #2

EXCUSE #3

EXCUSE #4

EXCUSE #5

MAKE TIME

"YOU are where time comes from—you can make as much of it as you want!"

—Gay Hendricks

Get your calendar out and carve out time to work on your Multiply lessons and homework this week and, in the coming weeks, do continued work. Maybe you can block off every Friday from 9am -11am. Maybe you have one full day a week to devote to it. Maybe you can block off a full week a few times over the next few months. The point is: make a decision right now to commit to this process and carve out time in your calendar to get it done.

List below your scheduled time that you will work on your offer each week, and then print this page out and post it somewhere you can see every day as a reminder of your commitment to yourself. Then let us know what time you have designated in the [Facebook Group](#).

| MULTIPLY SCHEDULE | | | | | | | |
|----------------------|-----|-----|-----|-----|-----|-----|-----|
| HOUR | MON | TUE | WED | THU | FRI | SAT | SUN |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |

BODY COMPASS WERKSHEET

CALIBRATE YOUR BODY COMPASS

Find a quiet place and get comfortable in a seated position. Have this worksheet and a pen nearby. Begin to breathe in and out to quiet your mind and tune in to your body.

- 01 Think of a challenging or negative experience in your life. Really place yourself back in that time in your life. Imagine yourself there. Now scan your body. What physical sensations do you feel in your body when you think about this time in your life?**

Be specific about what the feeling is and where in your body you feel it.

On a scale from 0 to 10, how would you rate the intensity of this feeling?

If these sensations had a name, what would it be?

Examples: The Sinking Feeling, The Burning Feeling, The Heavy Feeling.

Alright, let's shake it off. Give your arms and legs a quick shake.

Now get back into a comfortable position, breathe in and out to quiet your mind and once again, tune into your body.

02 Think of a happy or positive experience in your life. Really place yourself back in that time in your life. Imagine yourself there. Now scan your body. What physical sensations do you feel in your body when you think about this time in your life?

Be specific about what the feeling is and where in your body you feel it.

On a scale from 0 to 10, how would you rate the intensity of this feeling?

If these sensations had a name, what would it be?

Examples: The Tingling Feeling, The Soaring Feeling, The Light Feeling.

Congratulations! You have calibrated your Body Compass.

Now you know what it feels like in your body when you don't like something and what it feels like when you do.

EVALUATE YOUR OFFER IDEAS USING THE BODY COMPASS

Now that you have calibrated your Body Compass, you can use it to evaluate your offer ideas. Here's how:

- 03** Imagine yourself creating the offer that you are considering. Also, imagine yourself talking about it with potential customers and telling people all about this offer you have created. What does that feel like? Is it giving you those positive sensations or negative sensations? What number would you assign to the feeling it gives you on a scale from 0 to 10.

Do this for each offer idea you have so that you have a clear read on each option.

OFFER IDEA #1

RATING

OFFER IDEA #2

RATING

OFFER IDEA #3

RATING

OFFER IDEA #4

RATING

OFFER IDEA #5

RATING