



# NOTES & INSPIRATION



# Entrepreneurial Personality Type

## Attributes

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	No	Maybe	Yes	Over the Top
High Sensitivity and Awareness	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Future Focused	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
High Processing Capacity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Highly Adaptable	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Intense Focus on Results (or Single Result)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bias for Improvement	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Experimental/Experiential Learning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Perceive Unique Connections	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Drive for Gained Advantage	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Innate Motivation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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# Momentum Based Planning

## Reverse Engineering Past Successes Part 1 of 2

Success leaves clues. Unfortunately, most people look at far too many of them. In this exercise, you'll learn exactly how you created momentum in the past, so that you can discover the formula we all use to create success.

### Steps (as seen in the video):

1. Take 2 minutes to identify three (3) periods of momentum in your life. These are those times when things were moving forward, when you were growing or achieving something. You can write down a time period or a description (e.g., "college" or "when I was planning my wedding").
2. Next, take 2 minutes to write down what you were trying to achieve during those periods of momentum. What were you trying to bring into your life? What was the goal or destination? **a. NOTE:** This isn't always what you actually achieved. That's ok. Write it down anyway.
3. Now, take 2 minutes to write down how you knew you were making progress during those three periods of momentum. What was your scoreboard or feedback mechanism?
4. Finally, take 2 minutes to identify the people who helped you (spouses, mentors, masterminds, business partners, etc.), as well as the people you helped (spouses, family, teams, etc.).

3 Periods of Momentum (a specific time or description of that period)		
Getting married	Training to run a marathon	Starting my business
What Were You Trying To Achieve?		
Planning a successful wedding ceremony, while also spending more time with my spouse	Finishing a marathon	Have a company that generates a profit
How Did You Know You Were Making Progress?		
Big list of needed items (location, caterer, invitations, bands, clothes, etc.)	Charting out my weekly mileage	Operational milestones (company filings, DBA), sales, hirings, etc.
Who Helped You ... and Who Did You Help?		
Spouse, Wedding planner, Mother/Future Mother-in-Law	Coach, Running Group, Family, Friends	Business Partner, Spouse, Friends/Colleagues, Mentors

# Momentum Based Planning

## Reverse Engineering Past Successes Part 1 of 2

3 Periods of Momentum (a specific time or description of that period)		
What Were You Trying To Achieve?		
How Did You Know You Were Making Progress?		
Who Helped You ... and Who Did You Help?		

# Momentum Based Planning

## Reverse Engineering Past Successes Part 2 of 2

In Worksheet 7 (Reverse-Engineer Past Success: MOMENTUM), you spelled out your own momentum equation, the process you go through to achieve success:

1. A Compelling Outcome
2. A Scoreboard
3. Mutual Contribution

Now that you know this, let's uncover your actual results of being in a period of momentum. It can be strange to hear, but what we set out to accomplish when we enter a period of momentum is often just a small portion of what we actually achieve.

### Steps (as seen in the video):

1. Take 30 seconds to copy over "What Were You Trying to Achieve" from Worksheet 7 (Reverse-Engineer Past Success: MOMENTUM).
2. In the corresponding boxes, take 2 minutes to write down everything you actually achieved. These are the unintended, positive results of your momentum.

What Were You Trying to Achieve?	Everything You Actually Achieved, Learned, Changed or Grew From
Planning a successful wedding ceremony, while also spending more time with my spouse	<ul style="list-style-type: none"> <li>• Stronger relationship with my spouse, since we accomplished this together</li> <li>• Better relationship with my mother-in-law</li> <li>• Discovered new abilities to project plan</li> </ul>
Finishing a marathon	<ul style="list-style-type: none"> <li>• Better fitness habits</li> <li>• Better understanding of my diet</li> <li>• Spouse/children are healthier (eating/exercise)</li> <li>• Became the role model I'd wanted to be for my family</li> </ul>
Starting my business	<ul style="list-style-type: none"> <li>• Realized my true passion for leadership</li> <li>• Became a mentor for young professionals</li> <li>• Found greater purpose in what I do each day</li> <li>• Understand my true abilities to control my earning potential</li> </ul>

# Momentum Based Planning

## Reverse Engineering Past Successes Part 2 of 2

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What Were You Trying to Achieve?	Everything You Actually Achieved, Learned, Changed or Grew From

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## Need Help?

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**Website:** [Charfen.com](http://Charfen.com)

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**Momentum Podcast:** [MomentumPodcast.com](http://MomentumPodcast.com)

**EPT E-Book:** [FreeMomentumBook.com](http://FreeMomentumBook.com)

**Billionaire Code Demystified:** [billionairecode.com](http://billionairecode.com)