

Ten questions. Ask them before the money moves, the words leave your mouth, or the door closes.

THE TEN QUESTIONS

- 1 What is actually true here** — not what I want, not what I fear. If I had to bet my own money on it, what would I say is real?
- 2 Which of the four am I doing?** Deleting (not looking), distorting (rewording it until it feels fine), denying (the rule applies to others), or deluding (a picture that is not there).
- 3 What cause am I actually planting** versus the cause I think I am planting? The result I am getting is the honest answer.
- 4 What is this for?** Then ask what that is for. Keep going until the answer does not need a reason. If you never hit one, the goal is borrowed.
- 5 Which of my values does this serve** — and which does it quietly cost? Where do those two sit in my ranked list? The higher one wins.
- 6 Is this the Saboteur or the Wise One?** The Saboteur is loudest when I am about to succeed. The Wise One is loudest when something is wrong.
- 7 What is the real number?** What have I already paid toward the better thing? If the balance is there, name the number and hold it.
- 8 What is the one failure that would actually hurt?** Not every risk — the one. What will I do if it arrives? One real contingency is the whole plan.
- 9 What are the two prices?** The entry price to begin, and the ownership price to keep it. Am I willing to pay the second one? Is this one worth paying at all?
- 10 What happens if I do nothing?** Not deciding is a decision. It hands the choice to circumstances, and circumstances do not choose in my favor.

IF YOU CANNOT START

Do not try to accomplish it. Just start it. Give yourself the smallest possible first motion and do only that — open the document, make the call, put on the shoes. Momentum arrives after you begin, never before. And the right thing has only one regret attached to it: why didn't I do it sooner?

PAY IT SOONER

The price of what you want does not get cheaper by waiting. It compounds. Nobody acts on a need they have only heard about — they act the day it becomes real. Make it real now, on your schedule, at today's price.

One sentence decides in advance — so the argument about whether you feel like it never gets a turn.

THE IF-THEN LINE

IF *[a moment that already exists in my day],*
THEN *I do [one small, specific thing].*

Plus one line for the miss: IF I miss it, THEN I do it at [the next fixed moment] — no debate.

Not “I will walk more.” IF I finish my coffee, THEN I put on my shoes and walk to the corner.

Not “I will write.” IF I sit down at my desk, THEN I open the file and type one bad sentence.

Not “I will stop making excuses.” IF I catch myself explaining a result, THEN I ask what I could have done differently.

Not “I will follow up.” IF a client says no, THEN I put a reminder in the calendar for ninety days out.

Not “I will take care of things.” IF I hear the faint rubbing, THEN I book the repair that week.

Not “I will resist it.” IF the familiar resistance shows up when [situation], THEN I [exact action instead]. The old cue now points at the good thing.

WRITE YOURS — THREE LINES, RUN FOURTEEN DAYS BEFORE YOU EDIT THEM

1	IF _____	THEN	_____
2	IF _____	THEN	_____
3	IF _____	THEN	_____

THE WEEKLY FIFTEEN MINUTES

Health — one honest sentence.

Relationships — one honest sentence.

Finances — one honest sentence.

Work — one honest sentence.

One belief currently running that is not serving me, named plainly — and the more accurate belief written beside it.

One specific, necessary, uncomfortable thing I am committing to this week — written as an If-Then Line.

DAILY — THIRTY SECONDS

Morning: what is the one thing that, done today, makes the day a win? **Evening:** what did I plant today — and is that what I want to harvest?

Then close the sheet and go and do the work.