

THE WEALTH RECODED

EXPERIENCE

DAY 3 WORKSHEET

THE EMBODIMENT

Becoming the Person Who Cannot Be Stopped

“Knowledge without action is entertainment. Action without commitment is dabbling. Commitment without irreversibility is negotiable. Only irreversible commitment produces transformation.”

Name:

Date:

This is the final day. Day 1 opened you up. Day 2 rebuilt you. Day 3 seals it shut with titanium. Today, the gap between knowing and doing closes permanently. Complete every exercise. Hold nothing back.

SECTION 01

My Four Zones

Gay Hendricks teaches that every person operates in four zones. Your highest income and deepest fulfillment live in your Zone of Genius. Audit where you are currently spending your time.

ZONE OF INCOMPETENCE

Tasks others do much better than you. ELIMINATE these.

What tasks am I doing that I am genuinely bad at?

ZONE OF COMPETENCE

Tasks you do adequately but so can many others. DELEGATE these.

What tasks am I doing that are merely adequate and anyone could do?

ZONE OF EXCELLENCE

Tasks you are genuinely great at. The golden cage. TRANSITION from these.

What am I great at but does not set my soul on fire?

ZONE OF GENIUS

The work you were born to do. Irreplaceable. MAXIMIZE this.

What work causes me to lose track of time and energizes me?

SECTION 02

Zone of Genius Discovery

“Your highest income will always come from your Zone of Genius. In your Zone of Genius, you are irreplaceable. And irreplaceable people do not compete on price.”

Question 1: What do I most love doing?

Not what you are best at. Not what makes the most money. What do you LOVE so much it does not feel like work?

Question 2: What work do I do that does not seem like work?

In what area do people say "I don't know how you do that" — and you genuinely do not understand why it is hard for them?

Question 3: If I committed to spending 80% of my work time in my Zone of Genius, what would I need to STOP, DELEGATE, or ELIMINATE?

SECTION 03

My Transformation Pricing Calculator

"You are not selling your time. You are selling a transformation. Price accordingly."

1. What specific transformation does your offer deliver?

"My clients go from _____ to _____."

2. What is the financial value of that transformation?

Over 1 year: \$ _____

Over 5 years: \$ _____

3. What am I currently charging?

\$ _____

4. What SHOULD I be charging, based on the value of the transformation?

\$ _____

5. THE GAP:

The difference between #3 and #4 is: \$ _____

This is the exact amount your thermostat has been costing you **per client**.

Multiplied by _____ clients per year = \$ _____ left on the table annually.

"Undercharging does not serve your clients. It sabotages them. A higher price creates a higher commitment, which creates a higher result."

SECTION 04

My Money Mastery System

Every dollar that enters your business gets divided into these categories. Set up separate accounts TODAY. The amount matters less than the habit.

ACCOUNT	%	PURPOSE	MY MONTHLY \$
NECESSITIES	55%	Rent, bills, food, business expenses, taxes	\$ _____
FINANCIAL FREEDOM	10%	Never spent. Invested. Buys assets. Compounds.	\$ _____
LONG-TERM SAVINGS	10%	Large purchases, equipment, business investments	\$ _____
EDUCATION	10%	Books, courses, coaching, mentorship	\$ _____
PLAY	10%	Something that makes you feel abundant and alive. MUST be spent monthly.	\$ _____
GIVE	5%	Charity, generosity, tithing. Activates the principle of circulation.	\$ _____

Action step: I will set up my separate accounts by (date): _____

My starting percentage for Financial Freedom Account: _____%

SECTION 05

My Upper Limit Alert System

Every time you expand, your old thermostat will try to pull you back. It uses four tactics. Identify your pattern so you can catch it before it catches you.

1. WORRY

After a win, you immediately start worrying. "What if they want a refund?" "What if I can't deliver?"

2. BLAME & CRITICISM

Things go well, and you pick a fight, lash out, or mentally tear someone apart. Drama kills momentum.

3. DEFLECTION

Someone compliments you and you deflect: "Oh, it was nothing." Every deflection tells your brain: "I am not allowed to receive."

4. GETTING SICK OR INJURED

About to have a breakthrough, and suddenly your body shuts down. The timing of your health issues is worth examining.

My most common Upper Limit tactic is #: _____

When I notice this pattern, I will:

Pause. Take a breath. And say:

"This is my Upper Limit Problem. I am safe. I am allowed to expand."

Then I will:

SECTION 06

The Irreversible Commitment

**“A true decision is measured by the fact that you have taken new action.
If there is no action, you have not truly decided.”**

This is the most important page of the entire event. Your irreversible commitment must have three qualities:

- 1. SPECIFIC** — Not "I am going to change." What, exactly, will you do?
- 2. IMMEDIATE** — Within the next 24 hours. Not Monday. Not next week. Now.
- 3. VISIBLE** — Someone else must know. Written. Spoken. Posted. Invested.

MY IRREVERSIBLE COMMITMENT

I, _____, on this day of _____,

make the following irreversible commitment:

I will complete this action by: _____ (within 24 hours)

The person who will witness this commitment: _____

How I will make it visible: _____

There is no Plan B. The boats are burned. There is only forward.

Signature: _____ Date: _____

SECTION 07

The Complete Daily Practice

This is your post-event reference card. Cut this page out and keep it where you will see it every day. This is the practice that makes everything permanent.

MORNING (Before checking your phone)

- Read your Burning Desire Statement out loud
- Say the expansion mantra: "I expand in abundance, success, and love every day, as I inspire those around me to do the same."
- Feel 60 seconds of genuine gratitude
- Visualize the result as though it has already happened

WORKDAY (First 90 minutes)

- Revenue Activities ONLY: Content, Outreach, or Sales
- No email, no admin, no Slack, no social scrolling
- Ask: "What is the single most important revenue-producing activity I can do today?"
- Do that activity FIRST

EVENING (Before bed)

- Write 3 specific items of financial gratitude
- Read your Burning Desire Statement one more time
- Acknowledge one brave thing you did today

WHENEVER YOU EXPAND

- Watch for Upper Limit reactions: Worry, Blame, Deflection, Illness
- Pause. Breathe. Say: "This is my Upper Limit Problem. I am safe. I am allowed to expand."
- Choose to stay expanded

"You did not just attend an event. You became someone new."

The thermostat has been reset. The operating system has been installed. The boats have been burned.

There is no going back. Only forward.

Now go make it real.