

OFFICIAL COMPANION WORKBOOK

FROM SURVIVAL TO MASTERY

The 30-Day Mastery Protocol

A personal implementation guide
for discipline, clarity,
identity and achievement

MARTIN A. PERDOMO



DON'T JUST READ THE BOOK

I didn't write *From Survival to Mastery* so you could finish it, put it on a shelf, and go back to living exactly the same way. I wrote it because the principles in that book changed my life — but only after I applied them.

I know what survival feels like. I know what it feels like to make decisions from fear, scarcity, pressure, and the need to prove something. I also know that your circumstances don't change permanently until you do.

This 30-day protocol is simple on purpose. You do not need more information. You need repetition. You need to keep your word to yourself. You need to ask better questions, get clear on where you're going, decide who you must become, condition your thinking, develop the skills the next level requires, and create enough quiet to hear yourself think.

Do not try to be perfect for 30 days. Be honest for 30 days. Show up for 30 days. Pay attention for 30 days. If you miss a day, don't turn one miss into a story about who you are. Get back to work.

START SLOW. START TODAY. BUT START.

— MARTIN PERDOMO

HOW TO USE THE PROTOCOL

The formula behind the book is straightforward: **achievement is driven primarily by mindset, then supported by skill mastery.** This workbook follows the same progression as the book.

Week 1 — Command

Self-discipline and better questions.

Week 2 — Direction

Goals, identity, and vision.

Week 3 — Conditioning

Mental muscle, fulfillment, and standards.

Week 4 — Mastery

Achievement, skill development, quiet thinking, and integration.

BEFORE YOU BEGIN — YOUR GUIDED VISUALIZATION

This workbook comes with a guided visualization I recorded for you. Use it daily as you work through these 30 days — no fewer than three times a week — so your vision goes past intention and into your nervous system.

Listen here: executives.systeme.io/bonus



SCAN TO LISTEN

Start today. You don't need the book in your hands to begin — when it arrives, read it alongside what you've already written.

YOUR RULES FOR THE NEXT 30 DAYS

- ☐ Tell yourself the truth.
- ☐ Keep the commitments you make in this workbook.
- ☐ Track behavior, not intentions.
- ☐ Document lessons instead of wasting adversity.
- ☐ Celebrate evidence of progress.
- ☐ Do the work even when the emotion isn't there.

DAY 0 — THE MASTERY BASELINE

Before you improve anything, measure it. **No judgment. No performance. Just tell the truth.**

AREA	1–10	WHAT THE SCORE IS TELLING ME
Self-discipline		
Quality of my questions		
Clarity of goals		
Identity / self-belief		
Vision		
Mental conditioning		
Fulfillment / alignment		
Skill mastery		
Ability to quiet my mind		

■ The one area that would create the greatest change if I improved it is:

■ The behavior I know I need to stop tolerating from myself is:

SELF-DISCIPLINE: KEEP YOUR WORD

Discipline is not punishment. It is **self-trust in action**. Every time you do what you said you would do, you cast evidence for the person you're becoming.

■ Where am I currently breaking promises to myself?

■ What three daily non-negotiables would make me respect myself more?

MY THREE NON-NEGOTIABLES

1.

2.

3.

THE 24-HOUR TEST

Choose one commitment small enough that there is no excuse and meaningful enough that keeping it matters. Complete it within the next 24 hours.

■ My commitment:

THE PRIMARY QUESTION PIVOT

A question can serve you in one season and trap you in another. In my life, the question "*How can I make more money?*" helped drive me out of survival — until I realized it was also teaching me to see too much of life through a transaction.

Your mind is always answering the questions you repeatedly ask it. **Make sure the question is taking you where you actually want to go.**

■ What question do I repeatedly ask when I am under pressure?

■ What does that question make me focus on?

■ How has that question helped me?

■ How is it limiting me now?

CREATE YOUR PIVOT

Write a question that creates gratitude, resourcefulness, responsibility, and movement.

■ My new primary question:

GOALS: GIVE YOUR MIND A DESTINATION

If you don't decide where you're going, the noise around you will decide for you. Your goals should direct your attention and your behavior — **not decorate a notebook.**

- 12 months from now, what must be true for me to call this a meaningful year?

- What are the three outcomes that matter most?

- What am I willing to stop doing to make room for them?

I AM: BECOME THE PERSON FIRST

The question is not only, *"What do I want?"* The harder question is, *"Who do I have to become so that result becomes natural?"*

- The version of me who already lives my next level is someone who...

- What does that person no longer tolerate?

- What does that person do consistently even when nobody is watching?

IDENTITY STATEMENT

Write it in the present tense. Make it behavioral. Make it something you can prove.

- I am the kind of person who...

SEE IT FIRST: BUILD THE VISION

You see it in your head first — then you write it down, feel it, embody it, and work. **Visualization without action is fantasy. Action without direction is noise.**

■ Use the guided visualization before you answer these questions. Then write what you saw. ·

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- Describe an ordinary day in your life three years from now. Where do you wake up? Who is around you? What work are you doing? How do you feel?

- What must I begin doing now so that future becomes believable?

MENTAL MUSCLE: TRAIN THE VOICE YOU FOLLOW

We all hear the voice that wants the easy road. The goal is not to pretend it doesn't exist. The goal is to recognize it faster and stop letting it make decisions for you.

■ What limiting sentence shows up most often in my head?

■ What is a more useful, truthful response?

DAILY EVIDENCE

Every night, write three wins. They do not have to be dramatic. Your mind needs evidence that you are following through.

■ Win 1:

■ Win 2:

■ Win 3:

FULFILLMENT: CLIMB THE RIGHT MOUNTAIN

More is not automatically better. **Achievement without fulfillment becomes another form of survival.** Know what fuels you, what drains you, and what your values require.

■ What gives me energy?

■ What consistently drains me?

■ Who or what do I need to say no to more often?

■ What are the five values I refuse to trade for achievement?

THE 80/20 MASTERY ASSESSMENT

Mindset gets you into the game. Skill mastery determines what you can repeatedly produce. **You need both.**

MINDSET — THE 80%

- How do I interpret setbacks when they happen?
-

- Where am I still blaming circumstances instead of taking responsibility?
-

SKILL MASTERY — THE 20%

- What specific skill does my next level require?
-

- Who has already mastered it that I can model or learn from?
-

- What investment of time, money, or attention am I avoiding?
-

- What metric will tell me I am actually improving?
-

QUIET THE MIND: CREATE SPACE TO THINK

A busy mind is normal. The practice is learning to direct it. Start small. The purpose is not to become empty; it is to become **aware enough to choose your next thought and your next move.**

THE PROGRESSION

- ☐ **Days 1–7:** Sit quietly for 3 minutes.
- ☐ **Days 8–14:** Sit quietly for 5 minutes.
- ☐ **Days 15–21:** Sit quietly for 7 minutes.
- ☐ **Days 22–30:** Sit quietly for 10 minutes.
- **What becomes clearer when I stop reacting?**

- **What problem in my life needs a better question instead of more emotion?**

THE DAILY MASTERY CADENCE

Use this page as your model for each day. The next pages give you a compact 30-day tracker.

MORNING

☐ Guided visualization · executives.systeme.io/bonus

■ Three things I am grateful for:

■ My primary question today:

■ The one action that matters most today:

EVENING

■ Did I keep my word to myself? What happened?

■ Three wins:

■ What did I learn today?

■ What will I do better tomorrow?

30-DAY TRACKER — DAYS 1–5

■ DAY 1

☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

■ DAY 2

☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

■ DAY 3

☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

■ DAY 4

☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

■ DAY 5

☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

30-DAY TRACKER — DAYS 6–10

■ DAY 6☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

■ DAY 7☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

■ DAY 8☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

■ DAY 9☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

■ DAY 10☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

30-DAY TRACKER — DAYS 11–15

■ DAY 11☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

■ DAY 12☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

■ DAY 13☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

■ DAY 14☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

■ DAY 15☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

30-DAY TRACKER — DAYS 16–20

DAY 16☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

DAY 17☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

DAY 18☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

DAY 19☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

DAY 20☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

30-DAY TRACKER — DAYS 21–25

DAY 21☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

DAY 22☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

DAY 23☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

DAY 24☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

DAY 25☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

30-DAY TRACKER — DAYS 26–30

■ DAY 26☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

■ DAY 27☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

■ DAY 28☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

■ DAY 29☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

■ DAY 30☐ DISCIPLINE ☒ VISION ☐ QUIET TIME ☐ 3 WINS

Primary question / focus: _____

Lesson: _____

DAY 30 — THE MASTERY REVIEW

Do not judge the month only by outcomes. **Look for evidence of who you became while producing them.**

■ What changed in the way I think?

■ What changed in the way I behave?

■ What did I learn about myself?

■ Which standard is now permanent?

■ What is the next skill or level I must master?

RE-SCORE YOUR BASELINE

Same nine areas. Same honesty. **Compare where you started with where you finished** — and let the evidence, not the emotion, tell the story.

AREA	DAY 0	DAY 30
Self-discipline		
Better questions		
Goals		
Identity		
Vision		
Mental conditioning		
Fulfillment		
Skill mastery		
Quiet mind		

PROOF BEATS MOTIVATION

Every point that moved is behavioral evidence. Every point that didn't is the next assignment.

THE PIONEER'S COMMITMENT

SOMEBODY IN EVERY FAMILY HAS TO GO FIRST.

The person who goes first does not get a map. **They become the map.**

Your work is bigger than the next goal. When you develop discipline, learn to direct your mind, build real skills, and take responsibility for your life, you create a trail that other people can follow.

That is the movement from survival to mastery. Not perfection. Not arrival. Responsibility, growth, and the willingness to keep climbing.

■ **What has never been done in my family, business, or life that I am willing to go first on?**

■ **Who benefits if I follow through?**

MY COMMITMENT

I will stop waiting for perfect conditions. I will take responsibility for my mindset, develop the skills my next level requires, keep my word to myself, and leave a trail worth following.

Signature:

Date:

FROM SURVIVAL TO MASTERY

The 80/20 Formula for Wealth, Freedom, and Fulfillment

Martin A. Perdomo — The Elite Strategist