

NEW KNOWLEDGE CHECK: THE FIVE PRINCIPLES

Test whether you can identify the five anchors and the role ACTION plays through the system.

1. Which list contains the Five Principles?

- A. Reset, Destination, Roadmap, Repetition, Documentation
- B. Mindset, Marketing, Money, Media, Management
- C. Build, Launch, Sell, Scale, Exit
- D. Vision, Content, Ads, Funnels, Community

2. What is ACTION in the Business Planner system?

- A. A sixth Principle
- B. Something that runs through all five Principles
- C. Only part of Repetition
- D. Only what happens after Launch

3. Which Principle is about interrupting old patterns before repeating them?

- A. Destination
- B. Roadmap
- C. Reset
- D. Documentation

4. Which Principle turns plans, reps, results and feedback into evidence?

- A. Reset
- B. Documentation
- C. Destination
- D. Repetition

ANSWER KEY

1-A 2-B 3-C 4-B

NEW KNOWLEDGE CHECK: VISION, GOALS & FOCUS

Vision keeps the picture visible. Goals make the destination deliberate. Focus protects it from constant switching.

1. What is the purpose of a vision board in this system?

- A. To guarantee the future
- B. To replace the business plan
- C. To keep the desired picture visible
- D. To predict exact revenue

2. What should follow writing the primary goal each day?

- A. Choose the most important action that supports it
- B. Search for a new opportunity
- C. Rewrite the entire roadmap
- D. Wait until motivation appears

3. What does Focus mean here?

- A. Working on many opportunities intensely
- B. Refusing to change destinations every time a new opportunity appears
- C. Never changing a tactic
- D. Ignoring all feedback

4. A useful idea does not support the current milestone. What should happen?

- A. Build it immediately
- B. Delete it forever
- C. Park it for later
- D. Change the destination

ANSWER KEY

1-C 2-A 3-B 4-C

NEW KNOWLEDGE CHECK: CONTENT & LAUNCH

Content should earn attention, deliver something useful and create a relevant path to the next action.

1. Which sequence best describes the content path?

- A. Hook -> Value -> Proof/Story -> Invite -> Measure
- B. Logo -> Website -> Ads -> Followers -> Viral
- C. Post -> Hope -> Delete -> Restart -> Repeat
- D. Price -> Discount -> Trend -> Hashtag -> Scale

2. Which is NOT one of the four content jobs taught here?

- A. Teach
- B. Prove
- C. Connect
- D. Guarantee

3. What is the job of a hook?

- A. Close every sale
- B. Earn the right person's next second of attention
- C. Explain the whole product
- D. Make every post viral

4. Why should content include an appropriate invitation sometimes?

- A. Because every post must sell
- B. To create a clear next step from attention to action
- C. To increase word count
- D. Because all platforms require it

ANSWER KEY

1-A 2-D 3-B 4-B

NEW KNOWLEDGE CHECK: REPETITION & 100 PIECES

The benchmark creates enough volume to practice and gather evidence. It is not a promise that a certain post will succeed.

1. What does the 100-piece benchmark represent?

- A. A guaranteed point of success
- B. A V1 practice and evidence benchmark
- C. A rule to ignore obvious problems
- D. A requirement for every type of business

2. What should happen when an obvious content problem appears before piece 100?

- A. Ignore it
- B. Stop the business
- C. Fix it and keep gathering reps
- D. Change niches immediately

3. Which statement best describes Repetition?

- A. Repeat the exact same mistake forever
- B. Do the right actions again, read feedback and improve the next rep
- C. Wait until you know everything
- D. Only publish social media

4. Why are reps broader than content?

- A. Every business has repeated actions that build skill, customers or evidence
- B. Content is never useful
- C. Only service businesses need reps
- D. Repetition applies only before launch

ANSWER KEY

1-B 2-C 3-B 4-A

NEW KNOWLEDGE CHECK: DOCUMENTATION

Documentation creates a record that can be reviewed instead of relying only on memory, mood or isolated outcomes.

1. Which is the Documentation Loop?

- A. Plan -> Do -> Record -> Review -> Adjust
- B. Think -> Wait -> Buy -> Hope -> Restart
- C. Build -> Hide -> Perfect -> Launch -> Quit
- D. Post -> Sell -> Scale -> Exit -> Repeat

2. Why track both inputs and outputs?

- A. To create more paperwork
- B. To see actions as well as the results they may be producing
- C. Because revenue does not matter
- D. To avoid customer feedback

3. If outputs are low and inputs are also low, what is one reasonable interpretation?

- A. The destination is definitely wrong
- B. There may not be enough repetitions yet
- C. The business must be abandoned
- D. The price must always be cut

4. What should the weekly evidence review produce?

- A. A complete reinvention every week
- B. One or two evidence-based adjustments
- C. Only a revenue total
- D. A new business idea

ANSWER KEY

1-A 2-B 3-B 4-B