

# The Gap And The Gain

Building your progress and happiness on how your brain works.

Name	Date	Now	Next

Mindsets	1	2	3	4	5	6	7	8	9	10	11	12	Score Now	Score Next
1 <b>Measurement Creates Progress</b>	You feel that your life has been a neverending failure to live up to the vision of who you should have been.			You've always been up and down, feeling periods of great progress and then feeling like you're off track, not knowing why either one happens.			You've built your whole personal and business life on achieving those goals that tell everyone you're a success.			You totally accept that the only progress you can achieve is the progress you measure.				
2 <b>Ideals Can't Be Achieved</b>	You realize as you get older that your failure to achieve your biggest ideals keeps getting bigger and more painful.			You know that your mind plays tricks on you, making you excited about a bigger and better future, and then revealing that you've failed.			You've always made sure to explain your success in terms of the most important ideals that other people believe in.			You continually make your personal ideals more powerful in order to identify more powerful goals.				
3 <b>Only Measure Backward</b>	You're continually disappointed that no matter how much success you seem to have, it never matches your expectations.			You experience great achievement when you're responding to a big challenge, but then you're disappointed afterward.			Your measurements in every situation are always based on comparing your progress against other people's highest standards.			Your sense of where you are right now is entirely based on where you started.				
4 <b>Stay Out Of The Gap</b>	You're becoming more resentful and pessimistic because none of your business and financial success ever makes you happy.			You've always believed it when others told you that you could achieve your highest ideals, but it never seems like there's a way of doing so.			You know that it's more important to outwardly look like you're successful and happy than it is to actually experience those things.			You realize that all unhappiness in your life comes from mistakenly measuring where you are against any kind of ideal.				
5 <b>Always Expanding Your Gain</b>	You always measure where you are against where you thought you would be, and it never seems that you're making any progress.			You know you've been more successful than a lot of people, but you don't know if you'll have the energy to keep growing.			You've never found that there is any value in looking backward because it only reminds you of less successful times.			You love that what you previously thought was an embarrassing weakness can now be one of your biggest strengths.				
6 <b>Constant Goal Creation</b>	You no longer believe in setting new goals because your past achievements haven't made you feel any better about yourself.			You believe in setting bigger goals for yourself, but lately you feel that you're totally missing the secret of doing this correctly.			You realize that the time for setting and achieving your most important goals was at the beginning of your career — not in the future.			You realize that continually expanding your goals into the future is the basis for creating measurable progress.				
7 <b>Happiness Is The By-Product</b>	You think back to everything you thought should have made you happy and realize that none of it has ever given you any satisfaction.			Your experience of feeling happy is always unpredictable, and things that have worked in the past never seem to be repeatable.			You realize that happiness is more and more a matter of being respected and admired for your successful reputation.			You understand that happiness is simply the automatic and predictable result of increasingly staying out of The Gap — and in The Gain.				
8 <b>Three Wins Every Day</b>	You realize, more and more, that every day seems to be just another disappointing repetition of all your previous days' disappointments.			You have great days when you achieve a lot and then a lot of days when you don't achieve very much, so there's no consistency.			You've mastered a formula for daily success that only requires you to do certain things every day and ignore everything else.			You reinforce a lifetime habit of measuring three "wins" at the end of today and visualizing three new ones for tomorrow.				
<b>Your Total Score</b>														