

EXERCISE 6: DECISION- MAKING FRAMEWORK

Your Personal Business Filter

Before saying YES to any opportunity, you will ask:

1. Mission Alignment Score (1-10):

Minimum threshold for consideration: _____

2. Revenue Potential:

Minimum /hour-to-consider: _____

3. Energy Rating (-3 to +3):

Minimum energy level to accept: _____

4. Systematization Potential:

Can this be systematized/delegated if low energy but high revenue? Y/N

5. 80/20 Movement:

Does this move me closer to 80% time in Sweet Spot activities? Y/N

My Decision Criteria Summary:

I will only say YES to opportunities that score:

- **Mission Alignment:** _____ or higher
- **Revenue Potential:** \$_____ per hour or higher
- **Energy Rating:** _____ or higher
- **OR can be systematized within _____ days**