

EXPLOITATION PATTERN RECOGNITION

Name the patterns that have been costing you – so you can interrupt them.

This is data, not judgment. Answer honestly; the clearer you name a pattern, the easier it is to change.

Your Money Story

Where did you learn what money means? Before you can change a pattern, you have to see where it came from.

Write the story you inherited about money, worth, and earning.

The Undercharging Audit

Tick every statement that has been true for you in the last 12 months.

- I discounted my rate before the client even asked
- I did work outside the agreed scope without charging for it
- I kept a client I'd outgrown because I feared losing the income
- I avoided raising my rates because I didn't want to seem greedy
- I agreed to a timeline I knew was unrealistic
- I gave away strategy or advice for free that should have been packaged
- I felt guilty sending an invoice
- I let an unpaid invoice slide rather than follow up

Best Client vs. Most Draining Client

Describe your best client – the one you'd clone.

Describe your most draining client – the one who cost you the most.

What is the real difference between them? (It's rarely the money.)

Overflow or Wound?

For each area, mark whether your current choice comes from overflow (a grounded, abundant place) or from a wound (fear, scarcity, needing to prove yourself).

My pricing	<input type="checkbox"/> Overflow	<input type="checkbox"/> Wound	<input type="checkbox"/> Unsure
My availability and response time	<input type="checkbox"/> Overflow	<input type="checkbox"/> Wound	<input type="checkbox"/> Unsure
The scope I agree to	<input type="checkbox"/> Overflow	<input type="checkbox"/> Wound	<input type="checkbox"/> Unsure
The clients I accept	<input type="checkbox"/> Overflow	<input type="checkbox"/> Wound	<input type="checkbox"/> Unsure
How I handle boundary violations	<input type="checkbox"/> Overflow	<input type="checkbox"/> Wound	<input type="checkbox"/> Unsure

The Stewardship Check

You are managing what you've been entrusted with – your gifts, time, capacity, and story. Where are you stewarding it well, and where are you letting other people's urgency spend it for you?

Pattern Summary

Complete: The pattern I most need to interrupt is...

The first place I'll practice a new response is...

