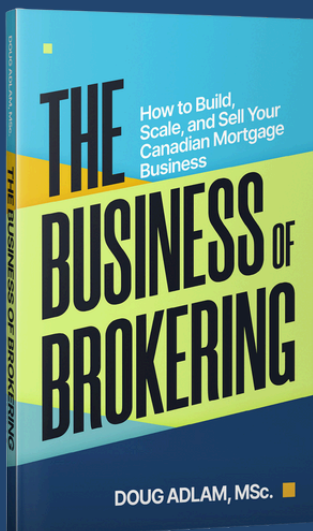


## *Chapter 16 – Worksheet*

# **The Exit Shift** *From Operator to Architect*



*Purpose: To explore how you would re-allocate your time —across business, family, friends, and community—once you’ve stepped out of day-to-day sales.*



# 1. Burnout Awareness

Reflect on your current state. Check the signs you've noticed:

- ☐ Constant fatigue
- ☐ Loss of passion
- ☐ Feeling stuck
- ☐ Overwhelm
- ☐ Irritability

What early warning signs should you watch for in yourself?

# 2. Three Days Post-Delegation Reflection

Imagine fully delegating your operations. After three days, how would you feel?

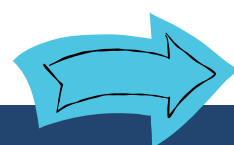
👉 Energized / Relieved / Anxious / Free / Other:

What activities or ideas might fill the new space in your mind?

# 3. Exit as a Strategic Lever

Exit doesn't mean retirement—it means more options. List potential ways you might reallocate your time after stepping back:

- Strategic leadership: \_\_\_\_\_
- Personal growth (speaking, writing, coaching): \_\_\_\_\_
- Family/friends/community: \_\_\_\_\_
- New ventures: \_\_\_\_\_



## 4. From Founder to Builder

Shift your mindset from operator to architect. Answer the following:

- How much did the business (not me) close this month?

\_\_\_\_\_

- Are my systems being executed consistently (Yes/No)

\_\_\_\_\_

- Can my team operate independently without me?

(Yes/No) \_\_\_\_\_

- Is my Brand solely focused on me? (Yes/No)

\_\_\_\_\_

## 5. Action Plan – The Exit Shift

List three actions you can take in the next 90 days to move from operator to architect:



1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

✓ Takeaway: Exit isn't about quitting. It's about creating freedom and choice. Build systems, empower people, and design a business that can thrive without your constant involvement.