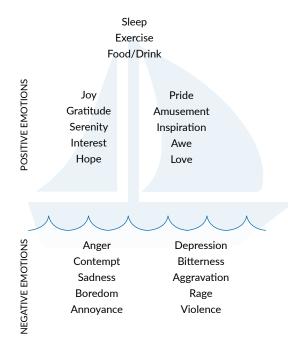
## **ENERGY AUDIT**

The purpose of the Energy Audit Tool is to help you generate as much positive energy as possible each and every week. This tool leans on Dr. Barbara Frederickson's fantastic metaphor of a sailboat. The sail is your positive energy... the wind that powers the boat. The rudder on the bottom of the boat is your negative energy - or realism - that drags in the water and keeps you grounded, helping you steer the boat.

We extend her metaphor by suggesting that the three most important components of energy; sleep, exercise and food/drink make up the mast of your sailboat. Without those three core inputs, the mast of your sailboat will be short and weak. Attached to the mast are the sails, and the sails capture the energy you generate through your actions. Finally, the rudder represents the tough stuff...actions you must do or actions you choose to do that deplete your energy.



Across each one of the nine categories, identify actions you took this past week which either generated positive energy or that depleted energy.

Actions that Generate (+)	Energy Sources	Actions that Deplete (-)
Got 8 hours 5 nights in a row	1. SLEEP	
	2. EXERCISE	Worked out only once
Ate salad for lunch 3 times	3. FOOD/DRINK	Drank too much alcohol 2 nights
	4. MEDITATION	
Watched documentary on nature	5. MEDIA	Doom scrolled for 1 hour per day
Got to Inbox 0 in email	6. ORGANIZE	
	7. SOCIAL	Saw no friends this week
	8. WORK	Argued unproductively with manager
Walked outside for breaks all week	9. PLAY	

Use the worksheet on the back to focus on the positive actions you took this past week. For one of the nine categories, identify one thing you will do more of this coming week and one new action you can take.

Finally, look 'below the water line' and identify one thing you will do less of this coming week and one new action you can take to turn a negative into a positive.

Week-by-week, use this tool to monitor and adjust your actions across the nine categories. When you look at a week and see lots of positive actions that generated energy, reward yourself. When you see the opposite, identify specific actions you can take next week to get a better outcome.



## SALES TOOLKIT



## **ENERGY AUDIT**

Actions that Generate (+)	Energy Sources	Actions that Deplete (-)
	1. SLEEP	
	2. EXERCISE	
	3. FOOD/DRINK	
	4. MEDITATION	
	5. MEDIA	
	6. ORGANIZE	
	7. SOCIAL	
	8. WORK	
	9. PLAY	

