**GET THE DRIVE**

**WORKBOOK**

**Worksheets included in this document:**

**My North Star**

**Where Am I Now?**

**My Strengths & Weaknesses**

**What Has Been Stopping Me**

**What To Offer Companies**

**MY NORTH STAR**

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| --- |
| *Write Your North Star Here….* |

**Why I must absolutely achieve this:**

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| --- |
| *Your Reasons Here….* |

**Where I am now:**

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| --- |
| *Your Current Situation / Position….* |

**WHERE AM I?**

On the North Star download you can write out a brief snapshot of where you are now (at the bottom of the page) but I have put this document up so you can let rep and get it all out.

In this section write out the true story of what’s going on, things like:

1. What you are racing (if anything)
2. What you have to offer
3. Who is helping you
4. Your past / current results
5. Your money situation
6. Your life situation
7. Just give yourself the real reflection of where you stand in motorsport right now and your position within in.

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**MY CURRENT STRENGTHS & WEAKNESSES**

As I stand here today, on (date), here are what I consider to be my strengths and weaknesses.

The main things that will either help me or hinder my progress for getting the drive.

**Instructions**

Here are the instructions for filling this form out correctly.

1. **Let’s focus on two areas!**

You will see that there are two sections, My Skills and My Knowledge. These are the two areas we will focus on. Feel free to change them if you prefer.

1. **Starting with ‘My Skills’, fill out the strengths and weaknesses you have in that area.**

These could be your people skills, mental skills, sales skills, creating confidence, public speaking, the skill of being motivated or working effectively, spotting business opportunities, persuasive skills, etc.

Think of the important skills that you need if you want to become a champion off-track?

1. **Then decide whether to Dedicate or Delegate**

It is good to know your strengths because you will know where you can spend most of your time and how to position yourself within your campaign.

But it is also important to know what you are not so good at, at this moment. From there you need to decide whether you are going to DEDICATE your personal time to getting better in this area or if you are going to DELEGATE that area out to someone else. Someone who is very good in that area.

So look at your weaknesses now, and decide what you are going to do with each of them, which ones are you going to Dedicate to improving now, and which ones are you going to get someone else to do or help you with.

1. **Repeat steps 2 and 3 for ‘My Knowledge’**

Knowledge is obviously what you don’t know yet. Do you know the people that can help you, do you know how to put a proposal together, how to set up that website that will help you promote your benefits, how to get the demographics needed, how to pitch to someone, how to market online or even where to start?

You will find that knowledge and skills are very linked, you need to know how before you have the skill, but in treating these as separate areas you probe your mind to come up with different aspects that will be holding you back in some way.

**MY SKILLS**

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| --- | --- |
| **STRENGTHS**  **1 –**  **2 –**  **3 –**  **4 –**  **5 –** | **WEAKNESSES**  **1 –**  **2 –**  **3 –**  **4 –**  **5 –** |

**DEDICATE**

Weaknesses that I am going to Dedicate myself to improving.

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**DELEGATE**

Weaknesses that I am going to Delegate out and get someone else to help me with or do for me.

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**MY KNOWLEDGE**

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| --- | --- |
| **STRENGTHS**  **1 –**  **2 –**  **3 –**  **4 –**  **5 –** | **WEAKNESSES**  **1 –**  **2 –**  **3 –**  **4 –**  **5 –** |

**DEDICATE**

Weaknesses that I am going to Dedicate myself to improving.

|  |
| --- |
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**DELEGATE**

Weaknesses that I am going to Delegate out and get someone else help me with or do for me.

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**WHAT HAS BEEN STOPPING ME?**

For you to improve your position you don’t just need to know where you are, you also need to understand why.

How did you get to where you are right now?

Ok some things are out of your control, but again this is all part of the Get Clear process, if you want to improve a certain situation then you need to know what has created the current one, or what is holding you there.

To make this simple write out some truths in these 3 areas:

1. Things that were/are out of your control (maybe something happened that wasn’t your doing)
2. External things that are in your control (no money, no connections, no results, etc)
3. Internal things that are in your control (certain skills, knowledge, emotions, outlook, attitude, etc)

This is just to help you see the things that could be holding you back and so you can start to improve them. Add more than 3 things if you want to.

1. Something out of your control

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1. Something external that you can control / change

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1. Something internal that you can control / change

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Once done take a look at these and realise that if you overcome and/or change these areas, that you will progress and you will get closer to getting that drive.

Smile, this is you moving forwards!

**WHAT TO OFFER COMPANIES**

What are the things you can offer companies within these 4 areas?

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| --- | --- |
| **CHAMPIONSHIP**  **1 –**  **2 –**  **3 –**  **4 –**  **5 –**  **6 –** | **TEAM**  **1 –**  **2 –**  **3 –**  **4 –**  **5 –**  **6 –** |
| **ME**  **1 –**  **2 –**  **3 –**  **4 –**  **5 –**  **6 –** | **THE SPORT**  **1 –**  **2 –**  **3 –**  **4 –**  **5 –**  **6 –** |