

The Seven Diagnostic Questions

When results do not come, diagnose specifically. A lack of results after thirty-three days is information, not a verdict. Answer each question honestly, then decide whether to persist, pivot, or pause.

QUESTION	YES	NO	WHAT I WILL CHANGE
1. Did I actually do the Moves?			
2. Did I reach enough people?			
3. Did I ask clearly, with a price?			
4. Did I ask the right people?			
5. Do people want the offer?			
6. Is there a skill gap?			
7. Is the timeline realistic?			

MY DECISION

☐ Persist ☐ Pivot ☐ Pause Because:
