



Welcome to Basecamp

Establishing Your Baseline

Why This Session Matters

For 100X Sherpas, beginning with clarity on your current reality and environment is crucial to being well prepared for the journey ahead. That's what Basecamp is for. Here, we are assessing your strengths, weaknesses, resources, and environment in order to plan the best route forward. For today's exercise, the 70:30 tool will help you do just that, as well as understand the impact of those factors on your energy levels. Then you can be intentional to lead yourself in a way that allows you to bring your best at every stage of the journey ahead. So use the 70:30 tool here, along with the tools in the next few sessions, to establish a Baseline for yourself. Then re-assess at regular intervals to make sure you keep up your energy and stay on track.

Your 100 Exercise

Answer the following questions about the 70:30 tool to help you establish your Baseline:

- **Evaluate Your 70:30:** Where are you right now - is your 70:30 in-balance? Why or why not?
- **Getting to Your 70:30 Balance:** What three things do you need to change in order to move closer to 70:30?

The 70:30 Principle

Helps us always bring our best by intentionally managing our strengths, challenges and energy.



Key Points

Knowing our strengths and challenges empowers us to bring our best in every situation, even if it's difficult.

- We all have natural strengths and challenges.
- We typically find the most peace, fulfillment, and productivity when we are able to spend 70% time focused on strengths, and the other 30% of our time doing things that are more difficult, draining, and not natural to us. The 70% brings us energy to do the 30%.
- 100% / 0% is not healthy either because it doesn't stretch or challenge us to grow. That's abdication.
- Yes, we can learn and even excel in jobs that are not in our natural strength...but it will drain us more than others for whom it's a natural strength.



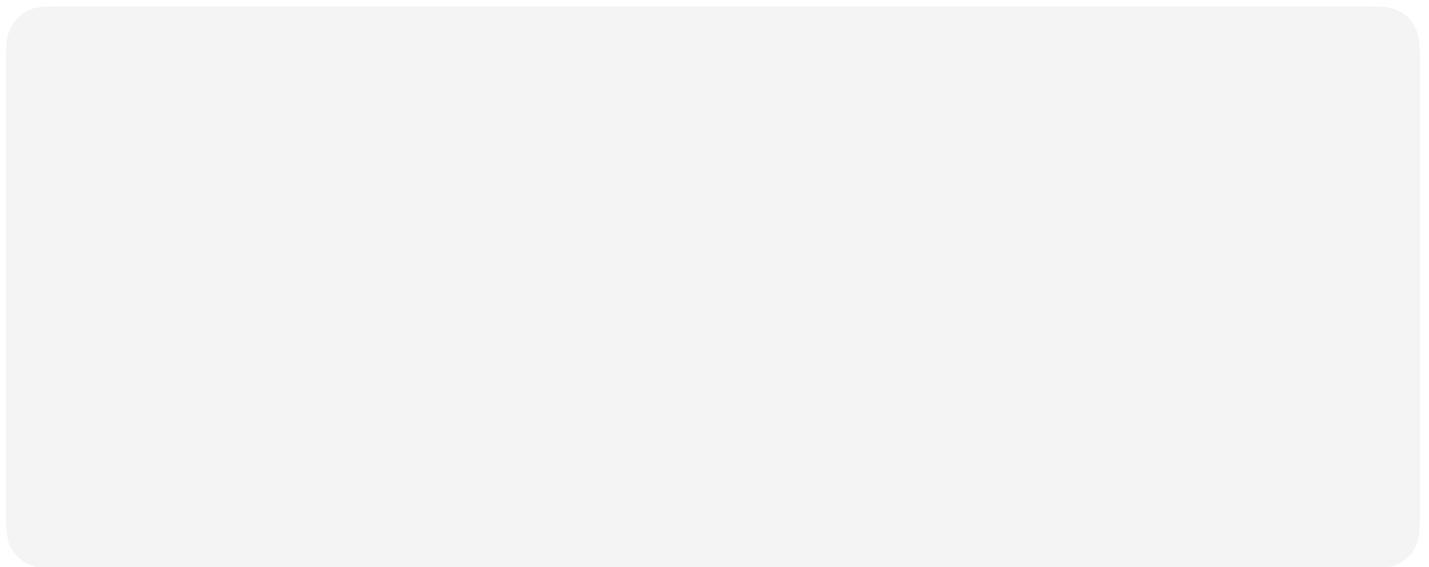
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Your X Challenge

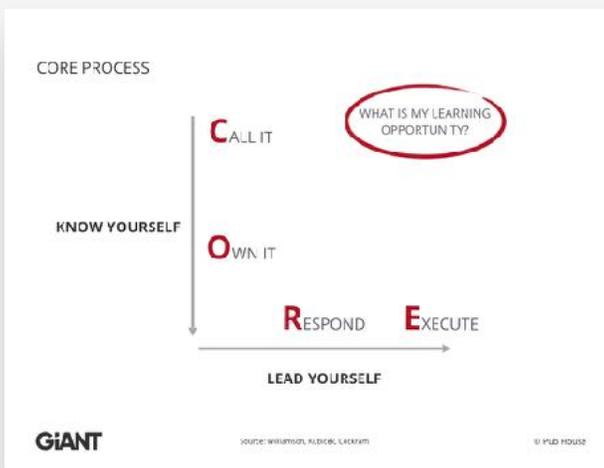
Teach your team or a family member the 70:30 principle. Be vulnerable and honest as you discuss the following:

- **Share Your 70:30:** Share with them where you think you are right now, including what parts of your day are draining (your 30%) and what parts of your day give you energy (your 70%). It's important for you and those around you to understand what types of things "make you come alive" and what does not.
- **Ask Them About Their 70:30:** Ask them where they think they are right now in terms of their own 70:30. Use thought provoking questions like, "What brings you life? What is draining to you?" Be sure to discuss what specific activities bring them life (their 70%) and what activities are draining (their 30%).
- **Bonus:** Listen to the Liberator Podcast Episode #55 and read Chp 1 of the 100X Leader book to go deeper.



The CORE Process

Choose a learning opportunity from today's session (like an insight, challenge, etc). Then use the CORE process to break it down and develop an action plan for growth.



Your Learning Opportunity

Call It:

Own It:

Respond:

Execute: