

# THE SUCCESS AND SANITY QUIZ

**Introduction:** The Success and Sanity Quiz is an important first step in helping you achieve your personal and professional goals. The quiz is a snapshot of your current goals versus your reality. It provides an overview of “what you have” versus “what you want.”

In some cases your goals may exceed your reality, in other cases your reality may meet or exceed your goals. The quiz will help highlight this very clearly for you. Your results are based on what’s important to you, not what’s important to anyone else. Your goals and your priorities determine your results.

The quiz is also designed to help you turn emotions into tangible targets. For example, if you are feeling frustrated at work, but don’t know why, it’s hard to develop an action plan to reduce your frustration. However, if the quiz helps you discover that your frustration is related to some unmet financial goals, then you have a tangible target to go after.

The quiz is divided into two parts. **Part I** provides a general overview of your success and sanity. **Part II** explores specific components of your success and sanity.

## **PART I** Examines your **OVERALL** success and sanity.

**Directions:** Complete Steps A through C below. Descriptions for the values 0 and 10 are provided as a guide to illustrate the meaning of the scale's endpoints.

### **OVERALL SUCCESS**

- A.** On the 0 to 10 scale presented below, **CIRCLE** the number that best represents your **CURRENT LEVEL** of success.  
0 = I have not achieved any of my career goals.  
10 = I have achieved all of my career goals.

0 . . . . 1 . . . . 2 . . . . 3 . . . . 4 . . . . 5 . . . . 6 . . . . 7 . . . . 8 . . . . 9 . . . . 10

- B.** On the same 0 to 10 scale, go back and place a **SQUARE** around the number that best represents your **GOALS** for success.
- C.** Your **GAP Score** is the difference between the number in the **CIRCLE** and the number in the **SQUARE**.

**My Gap Score for OVERALL SUCCESS** =

Gap Scores can range from -10 to +10. The direction (+ or -) is important. Check the box below for the direction of your Gap score.

- The number I selected in the square is larger than the number I selected in the circle.

▶ This is a negative gap. A negative gap indicates that you want greater success than you currently have. It represents unmet goals.

- The number I selected in the circle is larger than the number I selected in the square.

▶ This is a positive gap. A positive gap indicates that your current success exceeds your goals. It represents a surplus of success.

- The number I selected in the circle is the same as the number I selected in the square.

▶ This is no gap. A gap score of zero indicates that you currently have the success you desire. It represents consistency between your goals and your reality.

## OVERALL SANITY

- A.** On the 0 to 10 scale presented below, CIRCLE the number that best represents your CURRENT LEVEL of sanity.

0 = I have no sanity. I am completely unable to enjoy my life.

10 = I have total sanity. I am completely able to enjoy my life.

0 . . . . 1 . . . . 2 . . . . 3 . . . . 4 . . . . 5 . . . . 6 . . . . 7 . . . . 8 . . . . 9 . . . . 10

- B.** On the same 0 to 10 scale, go back and place a SQUARE around the number that best represents your sanity GOALS.

- C.** The Gap Score is the difference between the number in the CIRCLE and the number in the SQUARE. Calculate your Gap Score.

**My Gap Score for OVERALL SANITY =**

Gap Scores can range from -10 to +10. The direction (+ or -) is important. Check the box below for the direction of your Gap score.

- The number I selected in the square is larger than the number I selected in the circle.
- ▶ This is a negative gap. A negative gap indicates that you want greater sanity than you currently have. It represents unmet goals.
- The number I selected in the circle is larger than the number I selected in the square.
- ▶ This is a positive gap. A positive gap indicates that your current sanity exceeds your goals. It represents a surplus of sanity.
- The number I selected in the circle is the same as the number I selected in the square.
- ▶ This is no gap. A gap score of zero indicates that you currently have the sanity you desire. It represents consistency between your goals and your reality.

- Remember to indicate whether it's a positive or negative gap.

**PART II** Examines four specific components of your success and four specific components of your sanity.

**FOUR COMPONENTS OF SUCCESS**

**Directions:** Answer questions 1 through 4 below. For each of the questions with a 0 to 10 rating scale, use the following guidelines:

0 = It does not match at all.  
10 = It's a complete match.

**1a.** How closely does your current **JOB POSITION** match what you are ideally looking for in a job position? Job position includes everything from your actual job title to your day-to-day job responsibilities.

0 . . . . 1 . . . . 2 . . . . 3 . . . . 4 . . . . 5 . . . . 6 . . . . 7 . . . . 8 . . . . 9 . . . . 10

**1b.** When you think about your success, how important is your **JOB POSITION**? **Check one box.**

- Very Important
- Somewhat Important
- Not Very Important

**2a.** How closely does your current **ORGANIZATION** match what you are ideally looking for in an organization? Organization includes everything from the company culture, to your colleagues, to your boss, to the overall organization and industry.

0 . . . . 1 . . . . 2 . . . . 3 . . . . 4 . . . . 5 . . . . 6 . . . . 7 . . . . 8 . . . . 9 . . . . 10

**2b.** When you think about your success, how important is the overall **ORGANIZATION**? **Check one box.**

- Very Important
- Somewhat Important
- Not Very Important

**3a.** How closely does your current **FINANCIAL COMPENSATION PACKAGE** match what you are ideally looking for in a financial compensation package? Financial compensation includes everything from salary, to bonuses, to 401k matching, to vacation time and medical benefits.

0 . . . . 1 . . . . 2 . . . . 3 . . . . 4 . . . . 5 . . . . 6 . . . . 7 . . . . 8 . . . . 9 . . . . 10

**3b.** When you think about your success, how important is your FINANCIAL COMPENSATION PACKAGE? **Check one box.**

- Very Important
- Somewhat Important
- Not Very Important

**4a.** How closely do your current PROFESSIONAL REWARDS match what you are ideally looking for in professional rewards? Professional rewards include everything from respect and recognition for your talents, to leadership opportunities, pathways to promotion, intellectual challenge and job stability.

0 . . . . 1 . . . . 2 . . . . 3 . . . . 4 . . . . 5 . . . . 6 . . . . 7 . . . . 8 . . . . 9 . . . . 10

**4b.** When you think about your success, how important are your PROFESSIONAL REWARDS? **Check one box.**

- Very Important
- Somewhat Important
- Not Very Important

## FOUR COMPONENTS OF SANITY

**Introduction:** This part of the quiz examines four specific components of sanity.

**5a.** How closely does the amount of TIME you currently have outside of work match with the amount of time you ideally would like to have? Time includes everything from spending time on relationships as well as time for hobbies, interests and volunteer activities.

0 . . . . 1 . . . . 2 . . . . 3 . . . . 4 . . . . 5 . . . . 6 . . . . 7 . . . . 8 . . . . 9 . . . . 10

**5b.** When you think about your sanity, how important is TIME to you?

**Check one box.**

- Very Important
- Somewhat Important
- Not Very Important

0 = It does not match at all.  
10 = It's a complete match.

**6a.** How closely does the amount of ENERGY you currently have match with the amount of energy you ideally would like to have? Energy includes both mental and physical energy.

0 . . . . 1 . . . . 2 . . . . 3 . . . . 4 . . . . 5 . . . . 6 . . . . 7 . . . . 8 . . . . 9 . . . . 10

**6b.** When you think about your sanity, how important is ENERGY to you? **Check one box.**

- Very Important
- Somewhat Important
- Not Very Important

**7a.** How closely do your current FINANCIAL RESOURCES match with your ideal financial resources? Financial resources include having the money to pay your bills as well as having the financial means to do things you enjoy.

0 . . . . 1 . . . . 2 . . . . 3 . . . . 4 . . . . 5 . . . . 6 . . . . 7 . . . . 8 . . . . 9 . . . . 10

**7b.** When you think about your sanity, how important are FINANCIAL RESOURCES to you? **Check one box.**

- Very Important
- Somewhat Important
- Not Very Important

**8a.** How closely do the RELATIONSHIPS you currently have in your life match the relationships you ideally would like to have? Relationships can include everything from a spouse, to a partner, to children, to friends, to family, to pets.

0 . . . . 1 . . . . 2 . . . . 3 . . . . 4 . . . . 5 . . . . 6 . . . . 7 . . . . 8 . . . . 9 . . . . 10

**8b.** When you think about your sanity, how important are RELATIONSHIPS to you? **Check one box.**

- Very Important
- Somewhat Important
- Not Very Important

## EVALUATION OF YOUR SUCCESS & SANITY

To interpret your answers from the previous pages, it's important to look at where you have significant gaps in where you *are* compared to what you *want* (points of pain) and where you have high scores on components that are very important to you (areas of advantage).

### POINTS OF PAIN

Points of pain occur when something that is very important to you is not going well. They are the areas of biggest disconnect between what you want, and what you have. Since points of pain tend to cause women significant stress, they should be among the first areas to focus on in any coaching program.

### AREAS OF ADVANTAGE

Areas of advantage occur when something that is important to you is going well. They are the areas of greatest consistency between what you want and what you have. These are the areas of surplus for you and you should celebrate them, enjoy them, nurture them and leverage them.

## EVALUATION GRID:

Use the table below to list the components of both Success and Sanity that you checked as Very Important on Part II of this quiz. Next, record your score for each component that you've listed. Finally, evaluate whether the component is causing you PAIN, providing you an ADVANTAGE, or is NEUTRAL based on the following scoring: 0-4 = PAIN 5-7 = NEUTRAL 8-10 = ADVANTAGE

Very Important Component	Score	Pain, Neutral, Advantage
Example: Professional Rewards	4	Pain