Map Your Wheel

Agent edition: find your patterns, then choose one small change

Your brain is a prediction machine, and every miss costs it energy. Real estate is a road full of potholes, bumps you didn't see coming, so it makes sense to start by counting them. This worksheet has five parts. Do Part 1 over a week, then sit down with a coffee for the rest. Nothing here is a test. You're just looking at your wheel with the lights on.

PART 1 Your Pothole Log

Each day, log the moments that jolted you. A lowball offer, an appraisal gap, a client ghosting, a showing that ran 40 minutes late. Jolt: how hard it hit, 0 to 10.

DAY	I EXPECTED...	WHAT ACTUALLY HAPPENED	JOLT	PILE: P · N · R

At the end of the week, sort each pothole into a pile. Most agents find far fewer random ones than they expected.

P · Predictable
Happens almost every time: the "quick" call that runs long, the Friday 5 p.m. inspection report. *You can plan for these.*

N · Negotiable
Comes from other people: the lender who goes quiet, the client who texts at 10 p.m. *You can ask for a heads-up.*

R · Random
Truly out of the blue: a job loss that kills the financing. *You can't prevent these. You can build in recovery time.*

ONE PREDICTABLE POTHOLE I'LL PLAN FOR, AND HOW

Part 2 · Your hub and your spokes

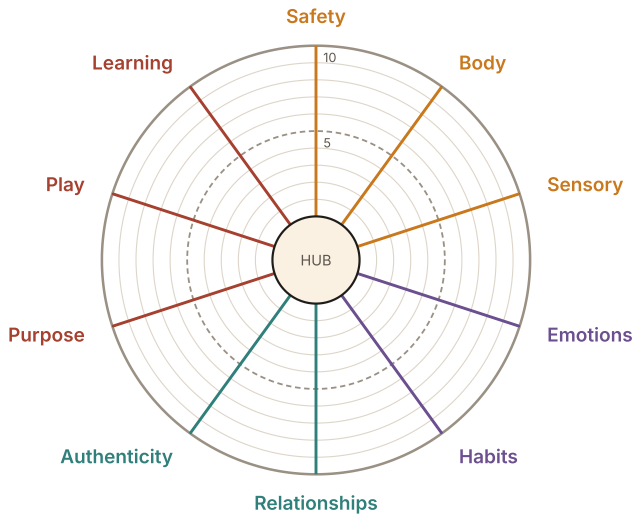
The hub is your state. The spokes are what hold you up.

WHERE DOES YOUR HUB SPEND MOST OF ITS TIME LATELY? CIRCLE ONE OR TWO.

Overdrive · Grind Culture | Underdrive · Withdrawal | False Okay · Flipper's Special | Safe Enough · Move-In Ready

Rate each spoke for the **last three to six months**, not just today: 0 means barely there, 10 means strong. Then plot the scores on the wheel and join the dots.

FOUNDATION		
Safety	Cash reserves, a predictable floor, a brokerage that backs you	☐
Body	Sleep, real meals between showings, movement, energy you can count on	☐
Sensory	Noise, light, hours in the car, screens. How does your workday feel on your senses?	☐
INNER		
Emotions	Can you feel a lost deal without it running your whole week?	☐
Habits	Your systems and CRM, and what you do on autopilot when tired	☐
CONNECTION		
Relationships	People who know you outside the business, and time with them	☐
Authenticity	Can you be honest with clients and still be yourself? Do you sell in a way you respect?	☐
ALIVENESS		
Purpose	Why you do this beyond the check	☐
Play	Something with no goal, no metric and no lead source	☐
Learning	Getting better at something, in or out of the business	☐



0–2	crisis: severely under-supported
3–4	fragile: working, but costly
5–6	patchy but workable
7–8	solid
9–10	thriving, and rare

The dashed ring is 5. Anything at 5 or above is inside tolerance: leave it alone unless it opens a door to something else.

WHICH SPOKES ARE BELOW 5?

IS THERE A NAIL, A HARD FACT YOU CAN'T CHANGE RIGHT NOW, PRESSING ON ANY OF THEM? MARK IT WITH AN X ON THE WHEEL.

WHICH ONE OR TWO SPOKES FEEL MOST WORTH A LITTLE ATTENTION? WHY?

Part 3 · Your duct tape

Quick fixes aren't character flaws. They're doing a job.

Think of the habits you'd like to drop: the midnight listing scroll, the drink after a closing, the drive-through lunch, saying yes to every referral. For each one, **name the job, then find a cheaper way to do it.**

WHEN I FEEL…	I USUALLY…	THE JOB IT DOES FOR ME	A CHEAPER WAY TO DO THAT JOB
Wired after a late counteroffer	*Scroll listings in bed until 1 a.m.*	*Makes me feel in control of the market*	*Ten-minute plan for tomorrow at 6 p.m., phone charges in the kitchen*

PART 4

Your road

A lot of stress isn't in your head. It's in the road you drive every day, and changing the road often lasts longer than changing yourself.

LAYER	WHAT'S LOADING IT RIGHT NOW	ONE CHANGE I COULD MAKE
Sensory Noise, glare, clutter, hours in the car, the ringing phone		
Time Back-to-back showings, no buffers, deadlines stacked on Fridays		
Access Who and what can reach you, and when. Every app that pings is a door.		

Ideas: 15-minute buffers between appointments; contract deadlines on Tuesdays instead of Fridays; a VIP list (clients under contract, lender, title, broker, family) that rings through while everything else is batched to set times; "I return calls within two hours on business days."

Part 5 · One quarter-turn

A wheel gets trued one small adjustment at a time. So do you.

Pick **one keystone spoke**. If Safety or Body is at 0 to 2, start there. Otherwise ask which spoke, if it got a little stronger, would quietly hold up the others.

MY KEYSTONE SPOKE

SCORE NOW (0 TO 10)

WHY THIS ONE?

☐ Relief: it would ease the most daily strain ☐ Leverage: it makes the others easier ☐ Aliveness: it's calling to me

ONE SMALL CHANGE FOR THE NEXT WEEK

THE BARE-MINIMUM VERSION FOR BAD DAYS (THIS COUNTS)

START DATE

CHECK-IN DATE (ONE WEEK LATER)

MY STOPPING RULE: I'LL STOP OR CHANGE THIS IF...

No catch-up debt: miss a day and you simply start again. Nobody owes back days.

The four-move ask

Most changes go better with one person's help. *"This closing week is crushing me. Could you cover my Saturday open house? It would give me one full day to reset. I'll text you Sunday to tell you how it went."*

1 · WHAT'S HEAVY

2 · WHAT WOULD HELP

3 · WHAT IT GETS ME

4 · HOW WE'LL KNOW IT WORKED

WHO I'LL ASK

One-week check-in

AVERAGE WOBBLE CHECK THIS WEEK (0 TO 10, HIGHER IS BUMPIER)

KEYSTONE SPOKE SCORE NOW (HIGHER IS STRONGER)

NEXT WEEK I'LL ☐ Try it again as is ☐ Tune it ☐ True it: it's part of my week now

WHAT HELPED?

WHAT COST TOO MUCH?

WHAT NEEDS TO CHANGE?

WHO OR WHAT WOULD HELP NEXT WEEK?