**09 - Personal Recovery Definition and Associated Actions**

This document offers an example of the team member’s statement of goals and personal recovery. (**11 - Individual Member’s Goals)** As each person on the team gains clarity about his/her personal targets, those targets are incorporated into the **measurable, focused, effective action** section, below. Each person can share these objectives and targets with team members, such that each person can help other team members to be held accountable for his/her own goals.

Each person is challenged to identify his/her own underearning behaviors, i.e., “sink-holes,” wherein he/she might fall victim to their own character defects. Also, each person is asked to acknowledge, with gratitude, his/her own assets, and visionfor a life that is abundantly prosperous, happy, joyous and free. As we share this information with team members, they can then hold us accountable for our recovery and vision. Moreover, team members give us kudos for our successes, which encourage and propel us to move forward.

Finally, upon assessing the exact numbers associated with our recovery and success, we combine that information into a **Personal Recovery Definition and Associated Actions** (see below), which includes our monthly income targets and actions leading us to a sober and prosperous life.

**Personal Recovery Definition**:

Example:

Managing my resources—time, money, talents, relationships, health—in a manner that produces enough income to sustainably live a solvent and dignified life. Given my current expenses, this figure is $7150 per month. My path to this goal is as follows:

To recover from underearning one day at a time, I am maintaining a weekly schedule that includes adequate time for meditation (30 minutes per day), scheduling and time management (15 minutes per day / 5 days per week), working or looking for work (35 hours per week), sleep (8 hours per day), exercise (5 hours per week), leisure (vacation schedule + 4 hours per week), 12 step programs (1-2 hours per day), organizing/clearing clutter (15 minutes per day), and household maintenance (5 hours per week). My bottom line sufficiency rate is $59.58/hr based on generating enough income to cover expenses, reserves, debt repayment, taxes, vacation, sick days, and benefits. My work time includes at least 30 hours each week being paid to work at (or above) my sufficiency rate and 5 hours continuing to look for work at (or above) my sufficiency rate.

Continuing to look for work/new business is critical. This is a demonstration of my willingness to stay in the PRESENT and turn my will over to my Higher Power. I must have no fewer than 2 meaningful conversations each week with prospects either within my existing accounts or for my overall consulting business, and at least two of these conversations each month must be to build my business.

My “pay-time” is constituted by at least 7 hours daily either working or looking for work as defined by the following activities:

* Working on client projects
* Identifying new prospects (phone calls, internet searches)
* Appointments with referral sources
* Networking events
* Phone calls to qualify prospects
* Appointments with prospects (lunches or events at their offices)
* Visiting prospects’ offices

Activities that are not “pay-time” should be avoided during “pay-hours” until business is profitable enough to relieve me of other responsibilities.

**My Personal Recovery Definition**:

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**Measurable, focused, effective action**

Examples:

20 outbound calls per day

1 hour of business development time

2 income generating conversations per day

Send resume to 5 companies per week until I’ve gotten a new job

Post rental property in 4 places

**My daily focused effective action - what I commit to do this week**

1.

2.

3.

4.

**Underearning behaviors** (see my step #4 character defects - e.g.)

Examples:

Being attached to results/ acting desperate

Being defensive/negative/resentful with business colleagues

Not working on income generating activities during the business day

Surfing the internet or talking on the phone (i.e., non-work or business related) during work time

**My personal underearning behaviors - what I am committed to avoid**

1.

2.

3.

4.