

PEAK AND PIVOT CONSULTING

The Second Act Inventory

A short exercise for finding what you already have to offer —
before you decide what comes next.

Leave at the top. Build what's next.

Phil D. May · Peak and Pivot Consulting · Cayucos, CA

Before you begin

In *See You at the Top*, Zig Ziglar described an exercise: a square made up of smaller squares hidden inside it. Most people look at it and see one square. Look closer, and there are nineteen.

That's this exercise. You've spent years thinking of yourself as one thing — "advisor," "the job," the title on your card. This inventory is how you find the other eighteen squares: the skills, relationships, and talents you already have, that you've never once thought to count.

There's no wrong answer here. Don't organize your thoughts or judge them as you go — just get everything down. We'll sort through it together later.

01

Hard skills

What are you actually good at, day to day — not your title, the underlying skill? Reading people under pressure. Explaining complicated things simply. Staying calm when someone else is panicking.

02

Relationship capital

Who trusts you? Who would take your call today, no matter what you were calling about?

03

Identity assets

What are you, besides your job title? Veteran. Parent. Writer. The person everyone in town already knows.

The unmonetized talent

What have people thanked you for, or paid you for informally, that you've never once thought of as a business?

Once this is filled out, don't file it away. Read back through it in a week — you'll likely notice something you undersold the first time. That's normal. Most people do.

Want help working through it?

This inventory is the first step of Peak and Pivot's 90-day program. If you'd like to talk it through, I'd welcome the conversation.

peakandpivotconsulting.com