

Week 12: Build the evidence the case runs on

Everything for the week on one page: your moves, worksheet, scripts.

This week's moves

Move 1

15 min · ☐ Written

Start the file, today. Open a note titled "How I lead." Add three entries: a decision that turned out right, a problem you took off someone's plate, a time you changed an outcome. Script 1.

Move 2

15 min · ☐ Written

Add the hard one. Write one entry where something went wrong and you handled it well: a call under pressure, a mistake you caught, a tense conversation you didn't avoid. Script 2.

Move 3

10 min · ☐ Said

Use one, out loud. Once this week, in a meeting or a 1:1, reference one thing from the file when it fits. Script 3.

The "How I lead" file starter

ENTRY	WHAT HAPPENED, AND WHAT IT PRODUCED
A decision that turned out right	
A problem I took off someone's plate	
A time I changed an outcome	

The hard one

One entry where something went wrong and you handled it well: a call under pressure, a mistake you caught, a tense conversation you didn't avoid.

Script cards (cut along the dashed lines)

1. The file entry

"[Situation in one line]. I decided or I did [the move]. Result: [what happened]." Keep it to three lines. The point is to have it, not to write well.

2. The pressure entry

"When [thing went wrong], I [the call you made]. It [outcome]." Record the judgment, not only the win. Judgment under pressure is exactly what the next level wants to see.

3. Speaking from the file

"I've handled something like this. When [situation], I [decision], and [result]. I'd lean the same way here." Calm, factual, no preamble.

4. The doubt reset (for you, not to send)

Before a meeting that has you tight, open the file and read three entries. You walk in with evidence in your hand instead of a feeling in your stomach. That's the whole trick, and it only works if you actually open the file. So open it.

Re-entry note

Behind? This is the week to do. Start the file (move 1) even if you do nothing else; it's what next week's case is built from.

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