

Week 13: Make the case, and the day-90 re-score

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

This week's moves

Move 1

20 min · ☐ Written

Write the one-page case, today. Three parts, pulled from your file: the scope you already operate at, what it's produced, and the target you're aiming at. Script 1.

Move 2

20 min · ☐ Said / Sent

Put it in front of the right person. Have the conversation in a 1:1, or send the email if there isn't one coming soon (script 2 spoken, script 3 email). If the answer is "not yet," use script 5 to turn it into a roadmap.

Move 3

15 min · ☐ Scheduled and scored

Set up the standing system, and take your day-90 score. Put two recurring events on your calendar: a monthly file update and a quarterly version of this conversation (script 4). Then take the same four-statement score and set all four columns side by side.

The one-page case template

PART	
The scope I already operate at	
What it's produced	
The target I'm aiming at	
What I'd need to see	

Script cards (cut along the dashed lines)

1. The one-page case

"Scope I'm operating at: [the outcomes you own]. What it's produced: [two or three results]. Where I'm headed: [your target]. What I'd like to understand: what you'd need to see from me to get there." Four lines, evidence underneath.

2. The growth conversation

"I want to grow into [target]. I'm not asking for a decision today. I'd like to understand what that looks like to you, and where you see me against it." Then stop, listen, and take notes.

3. The growth email (when there's no 1:1 soon)

Subject: "Time to talk about my growth." Body: "I'd like to put time on the calendar to talk about my path toward [target]. To make it useful, here's a short summary of what I've been owning lately: [three lines]. What would you want to see from me to get there?"

4. The standing habit

Two recurring calendar events: "Update my How-I-lead file" (monthly, 15 min) and "Growth check-in" (quarterly). The case stays current without you ever scrambling to rebuild it.

5. The "not yet" turn

If the answer is not now: "Understood. What are the two things that would most change that, and can we check in on them in [timeframe]?" A no becomes a roadmap and a follow-up date.

Self-score: Day 90

Score each statement from 1 (not true) to 5 (true). Mark one box per row.

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| 1. I can say, in one sentence, what I bring and exactly what I'm aiming at in the next 90 days. (<i>Clarity</i>) | 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ |
| 2. The people who decide on my next step can name the value of my work. (<i>Visibility</i>) | 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ |
| 3. Someone with real influence has seen my work and would put my name forward. (<i>Relationships</i>) | 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ |
| 4. I can point to evidence that I already operate at the level I'm aiming for. (<i>Leadership Momentum</i>) | 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ |

Re-entry note

However many weeks you finished, write the one-page case anyway (move 1). Even a rough one changes how you see your own work, and it's the piece that keeps paying after the program ends. Your final page is next.