



STANDARDS

Raise Your Standards Worksheet

Goals tell you where you want to go. Standards decide what you'll accept along the way.

A NOTE FROM OUR TEAM

Most of us don't drift because we lack goals. We drift because we quietly lowered the bar a little at a time and stopped noticing. This worksheet is a mirror. Be honest, write it down, and sign it. The version of you that keeps these standards is the one we'd want on our side.

— The Auto Advocate Team

Your life tends to settle at the level of what you consistently tolerate. A standard isn't a wish or a resolution. It's the line you hold on an ordinary Tuesday when nobody's watching. This worksheet helps you audit where your bar sits today, decide where it belongs, look hard at the people around you, and lock in a handful of daily commitments that prove the new standard is real.

1 Where's Your Bar Today?

Rate each area quickly and honestly. Don't think too long; your first answer is usually the true one. Then circle the one area where raising the bar would lift everything else.

AREA	ASK YOURSELF	TODAY (1 = LOW · 5 = HIGH)
Health	Do I treat my body like I expect it to carry me for 40 more years?	1 2 3 4 5
Work	Would I hire me, at my current effort, for the job I want next?	1 2 3 4 5
Money	Does my spending match my priorities, or my impulses?	1 2 3 4 5
Relationships	Do the people closest to me get my best, or my leftovers?	1 2 3 4 5
Character	Do I keep my word, even small promises, even to myself?	1 2 3 4 5

2 The Standards Audit: Current vs. New

For each area, write what you actually accept today (be specific and unflattering), the new standard you're choosing, and the first proof you'll give yourself this week. A clear, specific standard beats a vague one, the same way specific goals tend to beat "do your best" in goal research (Locke & Latham, 2002).

Health
I currently accept _____
My new standard _____
Proof this week _____
<i>Sleep, food, movement, alcohol, screen time at night</i>

Work
I currently accept _____
My new standard _____
Proof this week _____
<i>Start time, follow-up, preparation, learning, finishing what I start</i>

Money

I currently accept _____

My new standard _____

Proof this week _____

*Budget, debt, saving, impulse buys, big purchases made under pressure***Relationships**

I currently accept _____

My new standard _____

Proof this week _____

*Presence, phone at dinner, tone, date nights, calling your parents***Character**

I currently accept _____

My new standard _____

Proof this week _____

Honesty, gossip, keeping my word, owning mistakes, how I treat people who can't help me

Your choice: _____

I currently accept _____

My new standard _____

Proof this week _____

*Faith, home, learning, leadership, giving back***3 The People You Surround Yourself With**

In a 20-year analysis of Framingham Heart Study data, happiness tended to cluster in social networks and appeared to spread: a person whose friend living within a mile became happy was about 25% more likely to become happy too (Fowler & Christakis, 2008). It's observational: a pattern, not proof of cause. Separately, the Harvard Study of Adult Development, running since 1938, found that relationship satisfaction at midlife predicted health at 80 better than cholesterol levels did.

THE 6 PEOPLE I SPEND THE MOST TIME WITH	LIFTS / NEUTRAL / DRAINS	WHAT THEY BRING OUT IN ME	MORE · SAME · LESS
1.	L · N · D		M · S · L
2.	L · N · D		M · S · L
3.	L · N · D		M · S · L
4.	L · N · D		M · S · L
5.	L · N · D		M · S · L
6.	L · N · D		M · S · L

Someone already living my new standard I could learn from _____

A group, team, church, or gym where that standard is normal _____

The person I need to set a boundary with, and what I'll say _____

A WORD ON "DRAINS"

Less time isn't the same as writing someone off. When the person who drains you is family, the answer is usually a boundary, not a door. And sometimes the honest answer is that you've been lowering the bar for the group. Raise yours first.

4 Your Non-Negotiables**I WILL, NO MATTER WHAT**

1. _____
2. _____
3. _____
4. _____

I WILL NO LONGER TOLERATE

1. _____
2. _____
3. _____
4. _____

5 Daily Commitments: Prove It on Ordinary Days

Standards become real through small, repeated actions. Tie each commitment to a specific moment in your day with an if-then plan; research on these plans shows they meaningfully improve follow-through (Gollwitzer & Sheeran, 2006). Then check off the first week.

WHEN (THE CUE)	I WILL (THE COMMITMENT)	M	T	W	T	F	S	S
When my alarm goes off	feet on the floor, no phone for 30 minutes							
Morning:								
Morning:								
During the day:								
During the day:								
Evening:								
Evening:								

Want to track these for a full month? Use **No. L11, The 30-Day Habit Tracker**.

6 Sign It

A standard you won't sign isn't a standard yet. Read your new standards out loud, then sign. Give a copy to someone who will hold you to it.

From today forward, the standard I'm proudest to keep is _____

Signature _____ Date _____ Witness _____

STANDARDS APPLY TO BIG DECISIONS, TOO

Raise the bar on the deals you sign.

A person with standards doesn't accept a payment without seeing the price, or a trade number without seeing the bookouts. The Buyer Brief gives you the research to hold that line: dealer-grade trade valuation, a Carfax, rebate and incentive research, and incentivized rates on the vehicle you want.

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SOURCES

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Locke, E. A. & Latham, G. P. (2002). Building a practically useful theory of goal setting and task motivation. *American Psychologist*, 57(9)
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This worksheet is an educational personal-development tool, not medical, psychological, or financial advice. Research findings describe averages across groups and do not guarantee individual results.