

Innate Skills Exercise

Leverage the top seven innate skills described earlier in this chapter for a self-assessment about how you are showing up for your best professional relationships. List your advisors down the left side of the table, and the innate skills across the top. Add skills that we haven't thought of and remove any of ours that don't resonate. Rate yourself on a scale of 1 to 5, with 5 as the highest, regarding how fully and consistently you are bringing the skill into the relationship.

Here's an example. When I meet with my attorney, I feel a little deflated. There is a level of intensity that syphons some of my attention span. In the hours and days that follow these meetings, I realize that I forgot to notice or articulate important factors or perspectives.

	<i>Too-good-to-be true</i>	<i>Blank trust versus conditional trust</i>	<i>Experience becomes wisdom</i>	<i>Sense of good people</i>	<i>The far side of honesty</i>	<i>Uncommon connection</i>	<i>Common sense</i>
Alex, the Attorney	5	4	3	2	5	3	4
Ivan, the Investment Advisor	5	3	5	4	2	2	2
Sally, the Certified Public Accountant	1	3	5	3	5	2	5



What matters most? After the heavy lifting from these exercises, sit quietly for a few minutes. Hold space for the correlation between effort and outcome. You have more agency and influence on these dynamics than the traditional, decades-long trajectory might tell you. Take a pause and pride yourself for cultivating your courage.

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