

Mindset Starter Kit

Three sheets. Twenty minutes. A clear picture of where you're stuck, one door out, and a tool for the next time your brain lies to you.

WHAT'S INSIDE

- 1 Mindset Self-Assessment**
Fifteen quick statements across five areas of life. Find out where you're already growth-minded — and where a fixed mindset has been quietly running things.
- 2 The Power of Yet**
Turn five "I can't" statements into "I can't yet" — then into one small step you'll take this week.
- 3 Thought Record**
The classic CBT tool, explained in plain English. Catch a negative thought, put it on trial, and write down what's actually true.

PRINT IT

Letter size, black and white friendly. Print all three or just the one you need today.

SCORE IT

Every sheet asks the same question at the top and the bottom. The gap between those two numbers is the work happening.

DO THE ONE THING

Each sheet ends with one action for the next 24 hours. Thinking changes nothing. That one action does.

Every sheet includes a filled-in example on the page after it, so you never stare at a blank box. Use the examples as a nudge, not a template — your answers will be messier, and that's the point.

Mindset Self-Assessment

Most people aren't "fixed" or "growth" across the board. You're probably open in some areas and quietly stuck in others. This sheet shows you where.

Right now, how much do I believe I can change the parts of my life I'm unhappy with?

1 = not at all · 10 = completely

1 2 3 4 5 6 7 8 9 10

Rate each statement: 1 strongly disagree → 5 strongly agree Add each area up (3–15).

Work & Career

Total _____

I'm either good at my job or I'm not — effort doesn't change that much.

1 2 3 4 5

When someone outperforms me, it proves they're simply more talented.

1 2 3 4 5

I avoid tasks where I might look like I don't know what I'm doing.

1 2 3 4 5

Money

Total _____

Some people are just good with money. I'm not one of them.

1 2 3 4 5

My financial situation is mostly out of my hands.

1 2 3 4 5

I'd rather not look at my numbers than face what they say.

1 2 3 4 5

Relationships

Total _____

People don't really change.

1 2 3 4 5

If a relationship takes work, it's probably the wrong one.

1 2 3 4 5

When there's conflict, somebody has to be the bad guy.

1 2 3 4 5

Health & Energy

Total _____

I've always been this way physically — that's just who I am.

1 2 3 4 5

If I can't do it perfectly, there's no point starting.

1 2 3 4 5

Small habits won't really move the needle for my body.

1 2 3 4 5

Learning & Skills

Total _____

I'm just not a math / tech / creative person.

1 2 3 4 5

If I have to work hard at something, I'm not naturally good at it.

1 2 3 4 5

Failing at something new is a sign I should stop.

1 2 3 4 5

Read your map

3–6 Growth

7–10 Mixed

11–15 Fixed

Highest totals = where a fixed mindset is quietly running things. That's not a verdict. It's your starting line.

The two areas I'll work on first:



WHY THIS WORKS

Carol Dweck's research found mindset is domain-specific — you can believe talent is fixed in math and fully trainable in sport. Scoring by life area stops the all-or-nothing verdict ("I'm a fixed-mindset person") and points you at the one belief worth testing first.

After finishing this sheet, how much do I believe I can change those areas?

Same scale. Notice any shift.

1 2 3 4 5 6 7 8 9 10

The one thing I'll do in the next 24 hours:

FILLED-IN EXAMPLE

Mindset Self-Assessment

Most people aren't "fixed" or "growth" across the board. You're probably open in some areas and quietly stuck in others. This sheet shows you where.

Right now, how much do I believe I can change the parts of my life I'm unhappy with?

1 = not at all · 10 = completely

1 2 3 4 5 6 7 8 9 10

Rate each statement: 1 strongly disagree → 5 strongly agree Add each area up (3–15).

Work & Career

Total 10

I'm either good at my job or I'm not — effort doesn't change that much.

1 2 3 4 5

When someone outperforms me, it proves they're simply more talented.

1 2 3 4 5

I avoid tasks where I might look like I don't know what I'm doing.

1 2 3 4 5

Money

Total 14

Some people are just good with money. I'm not one of them.

1 2 3 4 5

My financial situation is mostly out of my hands.

1 2 3 4 5

I'd rather not look at my numbers than face what they say.

1 2 3 4 5

Relationships

Total 5

People don't really change.

1 2 3 4 5

If a relationship takes work, it's probably the wrong one.

1 2 3 4 5

When there's conflict, somebody has to be the bad guy.

1 2 3 4 5

Health & Energy

Total 10

I've always been this way physically — that's just who I am.

1 2 3 4 5

If I can't do it perfectly, there's no point starting.

1 2 3 4 5

Small habits won't really move the needle for my body.

1 2 3 4 5

Learning & Skills

Total 7

I'm just not a math / tech / creative person.

1 2 3 4 5

If I have to work hard at something, I'm not naturally good at it.

1 2 3 4 5

Failing at something new is a sign I should stop.

1 2 3 4 5

Read your map

3–6 Growth

7–10 Mixed

11–15 Fixed

Highest totals = where a fixed mindset is quietly running things. That's not a verdict. It's your starting line.

The two areas I'll work on first:

Money (14)

Health (10)



WHY THIS WORKS

Carol Dweck's research found mindset is domain-specific — you can believe talent is fixed in math and fully trainable in sport. Scoring by life area stops the all-or-nothing verdict ("I'm a fixed-mindset person") and points you at the one belief worth testing first.

After finishing this sheet, how much do I believe I can change those areas?

Same scale. Notice any shift.

1 2 3 4 5 6 7 8 9 10

The one thing I'll do in the next 24 hours:

Find one person I know who was bad with money and got good at it. Ask them how.

The Power of Yet

"I can't do this" is a full stop. "I can't do this **yet**" is a doorway. Write down the things you've been telling yourself you can't do — then walk through the door.

Right now, how stuck do I feel about the things on this list?

1 = free and moving · 10 = completely stuck

① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩

1 · I CAN'T...

Be specific. Say it the way you say it in your head.

2 · ...YET. WHAT WOULD I NEED TO LEARN OR PRACTICE?

Skills, information, reps, help from someone.

3 · ONE STEP I'LL TAKE THIS WEEK

Small enough that you can't talk yourself out of it.

I can't	...yet.	
I can't	...yet.	
I can't	...yet.	
I can't	...yet.	
I can't	...yet.	

Circle the row that scares you most.

That's the one that matters. The fear is usually pointing at something you actually want.

The row I circled:



WHY THIS WORKS

Adding "yet" converts a trait statement ("I can't") into a timeline statement ("I haven't learned this so far"). Your brain treats those completely differently: the first ends the search for a way forward, the second starts it. Column 3 turns the belief into behavior, and behavior is what changes belief.

After filling this in, how stuck do I feel?

Same scale. Even one point counts.

① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩

The one thing I'll do in the next 24 hours:

FILLED-IN EXAMPLE

The Power of Yet

"I can't do this" is a full stop. "I can't do this **yet**" is a doorway. Write down the things you've been telling yourself you can't do — then walk through the door.

Right now, how stuck do I feel about the things on this list?

1 = free and moving · 10 = completely stuck

1 2 3 4 5 6 7 8 9 10

1 · I CAN'T...	2 · ...YET. WHAT WOULD I NEED TO LEARN OR PRACTICE?	3 · ONE STEP I'LL TAKE THIS WEEK
Be specific. Say it the way you say it in your head.	Skills, information, reps, help from someone.	Small enough that you can't talk yourself out of it.
I can't <i>take good product photos</i>	<i>...yet. Lighting + a plain backdrop. Watch two tutorials, then shoot 20 test photos of one item.</i>	<i>Buy a white poster board and shoot 20 test photos on Saturday.</i>
I can't <i>speak up in meetings</i>	<i>...yet. Practice saying one prepared point out loud before the meeting starts.</i>	<i>Write one point on a sticky note before Tuesday's meeting and say it in the first 10 minutes.</i>
I can't <i>stick to a budget</i>	<i>...yet. A system I actually check — not a spreadsheet I'm scared of.</i>	<i>Open the numbers for 10 minutes on Sunday with coffee. Just look. No fixing.</i>
I can't <i>run a mile without stopping</i>	<i>...yet. Build up slowly — run/walk intervals for 4 weeks.</i>	<i>Run 1 minute, walk 2 minutes, 6 rounds. Wednesday morning.</i>
I can't	<i>...yet.</i>	

Circle the row that scares you most.

That's the one that matters. The fear is usually pointing at something you actually want.

The row I circled:

#2 — speaking up in meetings



WHY THIS WORKS

Adding "yet" converts a trait statement ("I can't") into a timeline statement ("I haven't learned this so far"). Your brain treats those completely differently: the first ends the search for a way forward, the second starts it. Column 3 turns the belief into behavior, and behavior is what changes belief.

After filling this in, how stuck do I feel?

Same scale. Even one point counts.

1 2 3 4 5 6 7 8 9 10

The one thing I'll do in the next 24 hours:

Sticky note with one point for Tuesday's meeting — write it tonight.

Thought Record

You can't stop a negative thought from showing up — but you can stop taking it at its word. Put one on trial.

Right now, how much do I believe my negative thoughts?

1 = I question them easily · 10 = I believe every word

1 2 3 4 5 6 7 8 9 10

1 · The situation

What happened? Where, when, who? Just the facts a camera would record.

2 · The feeling

One or two words. Then rate how strong it is.

How strong, 0–100%? _____

3 · The automatic thought

What went through your mind? Write it exactly — the harsh version.

4 · Which thinking traps is it using?

Tick any that fit. Most thoughts use two or three.

- ☐ **All-or-nothing** — it's perfect or it's a failure
- ☐ **Fortune telling** — I know how this ends
- ☐ **Overgeneralizing** — this always / never happens
- ☐ **Discounting the positive** — that doesn't count
- ☐ **Emotional reasoning** — I feel it, so it's true

- ☐ **Mind reading** — I know what they think of me
- ☐ **Catastrophizing** — this will be a disaster
- ☐ **Labeling** — I'm an idiot / a failure
- ☐ **Should statements** — I should have / must
- ☐ **Personalizing** — it's all my fault

5 · Evidence the thought is TRUE

Facts only. Feelings aren't evidence.

6 · Evidence the thought is NOT true

What would a fair witness point out?

7 · A balanced thought

Not positive — accurate. What's true when you hold both columns?

Feeling now, 0–100%? _____



WHY THIS WORKS

This is cognitive restructuring, the core tool of CBT and one of the most-tested techniques in psychology. Writing a thought down moves it out of the emotional fast lane and into the part of your brain that can weigh evidence — and the before/after rating proves, on paper, that the thought, not the situation, was driving the feeling.

After this sheet, how much do I believe that thought?

Same scale.

1 2 3 4 5 6 7 8 9 10

The one thing I'll do in the next 24 hours:

FILLED-IN EXAMPLE

Thought Record

You can't stop a negative thought from showing up — but you can stop taking it at its word. Put one on trial.

Right now, how much do I believe my negative thoughts?

1 = I question them easily · 10 = I believe every word

1 2 3 4 5 6 7 8 9 10

1 • The situation

What happened? Where, when, who? Just the facts a camera would record.

Listed 12 items Sunday night. Monday morning: zero sales, one lowball offer for \$8 on a \$40 item.

2 • The feeling

One or two words. Then rate how strong it is.

How strong, 0–100%? 85%

Discouraged. Kind of embarrassed.

3 • The automatic thought

What went through your mind? Write it exactly — the harsh version.

"I'm wasting my time. Nobody wants this stuff."

I'm not cut out for this and everyone can see it."

4 • Which thinking traps is it using?

Tick any that fit. Most thoughts use two or three.

☐ **All-or-nothing** — it's perfect or it's a failure

☒ **Fortune telling** — I know how this ends

☒ **Overgeneralizing** — this always / never happens

☐ **Discounting the positive** — that doesn't count

☐ **Emotional reasoning** — I feel it, so it's true

☒ **Mind reading** — I know what they think of me

☐ **Catastrophizing** — this will be a disaster

☒ **Labeling** — I'm an idiot / a failure

☐ **Should statements** — I should have / must

☐ **Personalizing** — it's all my fault

5 • Evidence the thought is TRUE

Facts only. Feelings aren't evidence.

No sales in 14 hours.

One lowball offer.

6 • Evidence the thought is NOT true

What would a fair witness point out?

My average time to sell is 9 days, not 14 hours.

I sold 31 items last month. Lowballers hit every listing.

"Everyone can see it" — nobody is even watching.

7 • A balanced thought

Not positive — accurate. What's true when you hold both columns?

Feeling now, 0–100%? 35%

It's been 14 hours, not 14 days. My track record says these will sell.

Slow Mondays are normal, and one lowball offer isn't a review of me.

?

WHY THIS WORKS

This is cognitive restructuring, the core tool of CBT and one of the most-tested techniques in psychology. Writing a thought down moves it out of the emotional fast lane and into the part of your brain that can weigh evidence — and the before/after rating proves, on paper, that the thought, not the situation, was driving the feeling.

After this sheet, how much do I believe that thought?

Same scale.

1 2 3 4 5 6 7 8 9 10

The one thing I'll do in the next 24 hours:

Relist the two oldest items with better photos. Ignore the lowballer.