

EXERCISE - THE ASSESSMENT

Objective: To perpetuate your alliances through intentional recognition and conclude your partnerships with honor, by performing a **closing ritual** that transforms each departure into an opportunity for referral.

STEP 1 - THE 5:1 RATIO DIAGNOSIS

Choose an important partner (client, colleague, collaborator).

The Summary: Over the past month, what has been your ratio of positive to negative interactions?

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The "OVER-DELIVERED" Action: Write a specific message of appreciation. Don't say "Thank you for everything." Say: "I really appreciated how you handled [Specific Fact] last week; it demonstrated great integrity."

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Commitment: Send this message as soon as this exercise is finished.

STEP 2 - THE ALIGNMENT AUDIT

Think back to Module 1 (Your 3 core values).

Consistency: Is there a relationship in your current life that constantly forces you to betray your values or break your integrity?

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The Truth: If you were 100% transparent with yourself, would you say that this relationship should be nurtured or that it should end?

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The Cost: What price are you paying (stress, time, reputation) by remaining in this status quo?

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STEP 3 - SCRIPTING THE NOBLE EXIT

Imagine that you have to end a collaboration (even if this is not currently the case, practice the muscle of the noble ending).

1. **Clarity (Facts):** "I have analyzed our objectives and I find that our paths are no longer aligned on [Specific point]."
2. **Kindness (Appreciation):** "I want to thank you for [A past success]."
3. **The Transition Offer (How to help):** "To ensure that you are not penalized, I propose [Concrete action to help next]."
4. **The Legacy:** What is the last impression you want to leave on this person?