



PEOPLE IN MOTION

Know What You've Got

*A short guide to auditing what
you actually have before you
spend it.*

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BEFORE WE START

You've got a direction now, or something close to one. The next question isn't what to do about it. It's what you're actually working with.

Most people skip straight from choosing a direction to chasing it, without ever stopping to check what's already in their hands. That's how you end up buying a course for a skill you already have, or waiting for permission you didn't need, or overlooking the one relationship that could have opened the door months ago.

This isn't about confidence. It's about accuracy. You can't plan a route without knowing your starting point, and most people have never honestly looked at theirs.

Two people can want the same destination and need completely different next steps, because they're starting from completely different places. Skip the audit and you end up following advice built for someone else's starting point, wondering why it isn't working for yours.

Know what you've got. Then move.



CHAPTER ONE

Why most people skip this step

Taking stock feels slow. It doesn't look like progress, so it gets skipped in favour of things that do. Another class. Another plan. Another burst of effort aimed in roughly the right direction and hoped into place.

Effort feels like movement even when it's badly aimed. That's the trap. Buying a new tool feels like doing something. Counting the tools you already own doesn't, even though it's usually the faster route to actually using one.

An honest audit takes an afternoon. Most people never give it the afternoon, and spend years paying for that afternoon instead, a little at a time, in effort spent rebuilding what they already had.



CHAPTER TWO

Not enough usually means not aimed

Ask someone why they haven't started and the answer is nearly always a shortage. Not enough time. Not enough money. Not enough experience.

Sometimes that's true. Often it isn't. What's missing is aim. The two hours a week that exist but go to something else. The savings that exist but sit earmarked for a version of the future that isn't the one being chased. The experience that exists, just filed under the wrong heading, because it came from a job that didn't look like the destination.

Before believing the shortage, check the aim. A surprising amount of what people think they lack is sitting in a drawer they haven't opened in years.



CHAPTER THREE

What actually counts as an asset

Most people's mental inventory stops at money and job title. That's a small fraction of what's actually available.

Skills count, including the ones that feel too ordinary to mention. Time counts, even the scattered, unglamorous hour here and there. Money counts, whatever the amount. Relationships count, especially the ones that haven't been asked for anything yet. Experience counts, including the failed attempts, because failed attempts are data nobody else paid for. Habits count. Environment counts, the actual physical and social space someone operates in day to day. Opportunities count, including the ones sitting half open, waiting on nothing but a reply.

Eight categories. Most people have only ever properly counted two of them.



CHAPTER FOUR

The honest inventory

The method is duller than it sounds, which is exactly why it works.

Take each of the eight categories and write down what's there. Not what should be there. Not what would look good written down. What's true right now, this week, in your actual life.

Nobody else has to see the list. That's what makes it honest. Most inventories fail because they're written for an imagined audience, polished before they're even finished, and end up measuring the wrong thing entirely.

Ten minutes a category is enough to start. The list will be rough. Rough and honest beats tidy and false every time.



CHAPTER FIVE

Habits and environment are assets too

Skills and money get counted because they're obvious. Habits and environment get missed because they're invisible, which makes them easy to underrate and expensive to ignore.

A habit is a small asset that compounds without asking for attention twice. So is a bad one, quietly working against the same direction. Environment does the same work sideways. The people nearby, the room someone works in, the defaults built into an ordinary day, all of it either pulls towards the destination or drags against it, whether or not anyone's decided to notice.

Neither shows up on a bank statement. Both show up in the outcome eventually.



CHAPTER SIX

What you've got that you don't rate

Some assets get left off the list simply because the person doing the counting has stopped seeing them as assets.

The failed business gets filed under embarrassment instead of experience. The years spent in the wrong job get filed under wasted time instead of a working knowledge of exactly what to avoid. The relationship that hasn't been asked for anything gets filed under private life instead of opportunity, because asking feels like an imposition.

None of that is wasted. It's just misfiled. Part of an honest inventory is going back through the categories a second time, specifically looking for the things that got quietly written off the first time round.

A useful question for the second pass. What would you tell a friend to count, if it were their list instead of yours. People are consistently more generous auditing someone else's assets than their own, which says more about the audit than about the assets.



CHAPTER SEVEN

Measured against the goal, not in general

An inventory without a direction to measure it against is just a list. The two only become useful together.

A skill that's valuable for one direction can be dead weight for another. Money saved for one destination might be exactly wrong for a different one. This is where the earlier work on direction earns its keep. Once there's a real destination, the same eight categories get measured against it specifically, and the picture changes. Some things that looked impressive turn out to be irrelevant. Some things that looked ordinary turn out to matter more than anything else on the list.

Go back through the inventory with the destination in hand. Ask what actually serves it, and put everything else aside for now.



CHAPTER EIGHT

What's missing, and what that tells you

Every honest inventory turns up gaps. That's not a failure of the exercise. That's the exercise working.

A gap isn't automatically a problem to solve alone. Sometimes it means learning the missing piece. Sometimes it means borrowing it, through someone who already has it. Sometimes it means routing round it entirely, choosing a path to the same destination that doesn't need what's missing. Treating every gap as something that must be personally filled is how people spend years training for a skill the plan never actually required.

Name the gap first. Decide how to handle it second. The two steps get skipped together more often than either gets skipped alone.



CHAPTER NINE

Do the audit, this week

Grab a notebook, a notes app, the back of an envelope. Doesn't matter which.

Take the eight categories. Skills, time, money, relationships, experience, habits, environment, opportunities. Give each one ten honest minutes.

Write what's actually there, not what should be. Include what you've been discounting. Include the failures.

Hold the list against the direction you're actually walking towards. Mark what serves it.

Name one gap. Decide today whether you'll learn it, borrow it, or walk round it.

That's the whole audit. Rough, honest, and finished in an afternoon most people never give it.



ONE MORE THING

Nobody starts with everything they need. The people who move well aren't the ones with the fullest inventory. They're the ones who actually looked at theirs, instead of guessing at it from a distance and calling the guess a reason to wait.

You've probably got more than you think, and less than you assume in at least one place that matters. Only an honest look tells you which is which.

The audit only costs an afternoon. Guessing costs years.



**Everything that grows, moves.
Make your move.**

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