



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.