

Are You A High Voltage Communicator?

Instructions: Read each statement; then using your best judgment circle the number that indicates how well the statement describes you. (1 = very well, 2 = somewhat, and 3 = very little). Next total the scores you selected to describe yourself for all questions in each section. Finally, enter your totals in the space provided at the end of each section.

| Personhood | | | |
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| Score | | | Statement |
| 1 | 2 | 3 | I am non judgmental, accepting of others' styles although they may be different than mine. |
| 1 | 2 | 3 | My inner critic doesn't control my life. I can forgive myself for past transgressions. I am not overly hard on myself when I make mistakes. |
| 1 | 2 | 3 | I devote significant time for self-discovery and self-awareness (activities could include therapy, personal coaching, meditation, journaling, and spending periods of time alone). |
| 1 | 2 | 3 | I speak out even when it's uncomfortable. I am able to hold my ground and not cave in to public approval. |
| 1 | 2 | 3 | I have friends I feel <i>really</i> know me and hold me accountable. (Give yourself one point if you have three or more friends, two points for one to two friends, and three points for no friends.) |
| | | | Personhood total score |
| Purpose | | | |
| 1 | 2 | 3 | I am using my strengths in some way to help others. |
| 1 | 2 | 3 | I can clearly articulate my personal mission or |

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| | | | philosophy in two minutes or less. |
| 1 | 2 | 3 | My friends can articulate my personal mission clearly and succinctly. (Give yourself one point if you have three or more friends who could do so, two points for one to two friends, and three points for no friends.) |

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| 1 | 2 | 3 | I am in the “flow.” I lose track of time for long periods of time. I am struck by the coincidences in my life. People, places, and events seem to line up magically at times. Put another way, I am living synchronistically. |
| 1 | 2 | 3 | If I died tomorrow, I would have few regrets. |

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| | | | Purpose total score |
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| | Persona | | |
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| 1 | 2 | 3 | I seek peer and target audience feedback about how I am perceived. |
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| 1 | 2 | 3 | I can define my “dream” reputation. |
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| 1 | 2 | 3 | I can deliver a succinct description of what I do, how I do it differently, and the benefit it provides—all within ninety seconds. |
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| 1 | 2 | 3 | I am sought after by others for counsel, wisdom, perspective, and creative thought in one or more areas of expertise. I have been featured in the media, published an article, or given a speech in the past six months. |
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| 1 | 2 | 3 | I have an annual personal marketing plan and review it quarterly. |
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| | | | Persona total score |
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| | Presence | | |
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| 1 | 2 | 3 | I look people in the eyes <i>and</i> notice their eye color. |
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| 1 | 2 | 3 | I am aware of my intentions before beginning an important task or communication. |
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| 1 | 2 | 3 | I am a good listener. I listen to understand before trying to be understood. I listen for the feelings and emotions behind others' words. I am able to reserve judgment even if the ideas and opinions are different than my own. |
| 1 | 2 | 3 | I know how others would rank my likeability, credibility, and authority. |
| 1 | 2 | 3 | I am a good presenter and look for opportunities to present. |
| | | | Presence total score |

The lower your score in each section of this exercise, the more closely aligned you are with the four principles of high voltage communications. What quadrants, or areas within each quadrant, do you see that could be improved?

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