

**THE
INTEGRITY
AUDIT
WORKSHEET**

**THE FOURTH
GENERATION FORMULA**



KABLE RECORD

THE INTEGRITY AUDIT WORKSHEET

FROM THE FOURTH GENERATION FORMULA

"Character is who you are when no one is watching—and when it costs you something real."

THE \$4,900 QUESTION: WHAT'S YOUR PRICE?

My parents could have kept \$4,900 in "found" money. The bank said it was untraceable. Instead, they gave it back and changed our family forever. This audit helps you find where you're solid—and where you have work to do.

PART 1: THE INTEGRITY INVENTORY

Rate yourself honestly (1 = Never, 5 = Always):

1. I keep my word even when:

It costs me money:

1	2	3	4	5
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No one would know if I didn't:

1	2	3	4	5
---	---	---	---	---

The other person doesn't deserve it:

1	2	3	4	5
---	---	---	---	---

It becomes inconvenient:

1	2	3	4	5
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2. When I make mistakes, I:

It costs me money:

1	2	3	4	5
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No one would know if I didn't:

1	2	3	4	5
---	---	---	---	---

The other person doesn't deserve it:

1	2	3	4	5
---	---	---	---	---

It becomes inconvenient:

1	2	3	4	5
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3. In my business/work, I:

Deliver what I promise:

1	2	3	4	5
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Charge fair prices:

1	2	3	4	5
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Treat competitors with respect:

1	2	3	4	5
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Put relationships before transactions:

1	2	3	4	5
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Integrity Score: _____ out of 60

PART 2: THE PRICE FINDER

Be brutally honest—what amount would tempt you?

Would you keep "untraceable" money if it was:

PART 2: THE PRICE FINDER

Be brutally honest—what amount would tempt you?

1 Would you keep "untraceable" money if it was:

- \$100
- \$500
- \$1,000
- \$5,000
- \$10,000
- \$50,000+
- No amount—I'd return it all

2 Would you slightly compromise your values for:

- A promotion
- To avoid conflict
- To impress someone important
- To save money
- To save time
- Never—values aren't negotiable

PART 3: THE REAL-WORLD SCENARIOS

What would you actually do?

Scenario 1: You discover your biggest competitor's pricing strategy in an email accidentally sent to you.

- Delete it immediately
- Read it but don't act on it
- Use the information to your advantage
- Forward it to others in your company

Scenario 2: A client overpays you by \$2,000 and doesn't notice.

- Return it immediately
- Wait to see if they notice
- Keep it as a "tip" for good service
- Return it only if asked

Scenario 3: You can blame a costly mistake on someone who just quit.

- Take full responsibility
- Let people assume it was them
- Actively blame the former employee
- Share the blame even though it was yours

PART 4: THE INTEGRITY GAPS

Where are you most vulnerable?

I'm most likely to compromise when:

- Money is tight
- No one is watching
- Everyone else is doing it
- The stakes are high
- I'm angry or hurt
- I can justify it as "not that bad"

My biggest integrity challenge is:

The last time I compromised my values:

YOUR INTEGRITY ACTION PLAN

1. MY NON-NEGOTIABLES List 3 values you will NEVER compromise:

- 1
- 2
- 3

2. MY VULNERABILITY The situation where I'm most likely to compromise:

-
-
-

3. MY ACCOUNTABILITY The person who will call me out when I'm off track:

-
-
-

4. MY NEXT RIGHT DECISION One integrity issue I need to address right now:

-
-
-

THE COMPOUND EFFECT

Remember: Character compounds faster than money ever will.

Every integrity decision is a deposit or withdrawal from your self-trust account. Unlike a bank account, once you're overdrawn on self-trust, the interest rate on getting it back is brutal.

- Building trust with every decision
- Slowly eroding my foundation
- Inconsistent—depends on the day
- Turning it around starting now

TONIGHT'S ASSIGNMENT

Before you sleep tonight, handle that thing you've been avoiding. The conversation, the confession, the correction—whatever it is. Do it before you close your eyes.

Not because anyone's watching, but because you are.

What will you handle tonight?

THE TRUTH

*You already know what the right thing is. You always have.
The question isn't knowledge—it's courage.*

My parents left that bank \$4,900 poorer and infinitely richer. Within a year, they were debt-free. Not because of a windfall, but because character compounds.

What compound effect will you start today?
