

  
**THE  
KNOWING-  
BEING GAP  
ASSESSMENT**

**THE FOURTH  
GENERATION FORMULA**



**KABLE RECORD**

# THE KNOWING-BEING GAP ASSESSMENT

## FROM THE FOURTH GENERATION FORMULA

*"Living beats knowing every time. The kid in the suit applying for minimum wage understands what took me until 40 to live."*

## ARE YOU DRESSED FOR THE JOB YOU HAVE OR THE ONE YOU WANT?

There's always a gap between who you've been and who you're becoming. Being in the gap is what causes growth. This assessment shows you where you need to close the distance between knowing and being.

# PART 1: THE KNOWING INVENTORY

**Check all the principles you KNOW are true:**

- Dress for where you're going, not where you are
- Character matters more than talent
- Start before you're ready
- Systems create freedom
- Connection beats efficiency
- Struggle produces strength
- Build bigger than yourself
- Transfer capability, not just assets

**Knowledge Score: \_\_\_\_\_ out of 8**

## PART 2: THE BEING AUDIT

**Now check only the ones you actually LIVE:**

- I dress/present myself for my future role daily
- I choose character even when it costs me
- I start projects before feeling ready
- I have documented systems for repeated tasks
- I prioritize relationships over productivity
- I actively choose productive struggles
- I build solutions bigger than my needs
- I teach others HOW, not just WHAT

**Being Score: \_\_\_\_\_ out of 8**

**YOUR GAP SCORE: \_\_\_\_\_ (Knowledge - Being)**

## PART 3: THE SPECIFIC GAPS

For each area, identify your knowing-being gap:

### APPEARANCE/PRESENCE

I know I should: \_\_\_\_\_ But I actually:

\_\_\_\_\_ The gap costs me: \_\_\_\_\_

### WORK ETHIC

I know I should: \_\_\_\_\_ But I actually:

\_\_\_\_\_ The gap costs me: \_\_\_\_\_

### RELATIONSHIPS

I know I should: \_\_\_\_\_ But I actually:

\_\_\_\_\_ The gap costs me: \_\_\_\_\_

### MONEY/VALUE

I know I should: \_\_\_\_\_ But I actually:

\_\_\_\_\_ The gap costs me: \_\_\_\_\_

## PART 4: THE EMBODIMENT PLAN

Choose your biggest gap from above.

THE GAP: \_\_\_\_\_

What would "being" look like? List 3 specific daily actions:

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What's one thing I could do TODAY to start embodying this?

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**What would change if I closed this gap?**

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## **PART 5: THE TRANSFORMATION TRACKER**

### **Week 1 - Small Steps**

- Did one small action daily
- Noticed when I reverted to old patterns
- Told someone about my commitment

### **Week 2 - Building Momentum**

- Increased my daily actions
- Caught myself before reverting
- Saw first small results

### **Week 3 - New Normal**

- Actions becoming automatic
- Others noticing changes
- Starting to feel natural

### **Week 4 - Embodiment**

- This is who I am now
- Can't imagine going back
- Ready for next gap

## **THE THREE LEVELS OF CHANGE**

**Level 1: COSTUME** (Surface) "I'll dress better for important meetings"

*Changes nothing fundamental*

**Level 2: HABIT** (Behavior) "I'll dress professionally every day" *Changes*

*actions but not identity*

**Level 3: IDENTITY** (Being) "I am someone who presents professionally"

*Changes everything*

**Which level are you operating at?**

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## YOUR 30-DAY EMBODIMENT CHALLENGE

**I commit to closing this gap:** \_\_\_\_\_

**For the next 30 days, I will:**

**Morning Declaration:** "I am someone who \_\_\_\_\_"

**Daily Actions:**

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**Evening Check-in:** "Did I live this today? Yes / No"

**Accountability Partner:** \_\_\_\_\_

## THE TRUTH ABOUT GAPS

Everyone has knowing-being gaps. The difference between those who succeed and those who don't?

**Successful people:**

- Acknowledge their gaps
- Take daily action to close them
- Measure being, not just knowing

**Everyone else:**

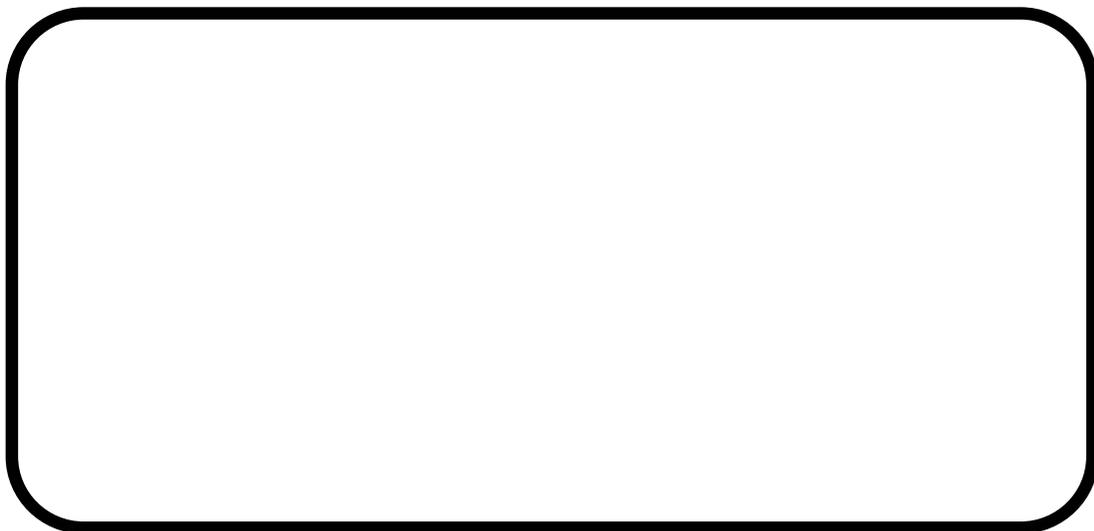
- Pretends gaps don't exist
- Values knowledge over embodiment
- Stays comfortable in the gap

# YOUR ASSIGNMENT

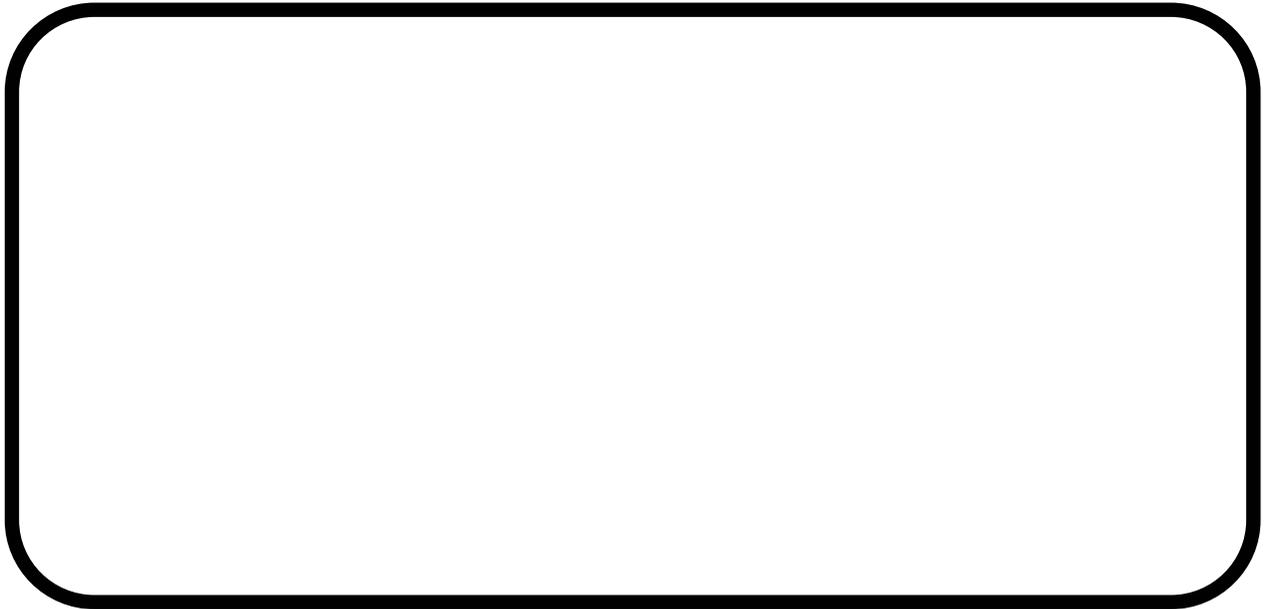
**IDENTIFY** your biggest gap

A large, empty rounded rectangular box with a thick black border, intended for the user to identify their biggest gap.

**COMMIT** to one daily action

A large, empty rounded rectangular box with a thick black border, intended for the user to commit to one daily action.

**TRACK** for 30 days



Remember: The goal isn't to know more. It's to close the gap between what you know and who you are.

**The formula is simple:** Knowing + Daily Action + Time = Being

**Which gap will you close first?**

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