

THE MAGNA MINDSET DIAGNOSTIC

Evaluate Your Operating Identity

Your mindset is the operating system behind your performance. This diagnostic gives you a clear snapshot of the identity you're operating from today — Fixed, Transitional, or Growth — and how that identity is shaping your results in sales and in life.

This is not a personality test. It's not a motivational quiz. It's a mirror.

Answer nine questions — one for each principle — and you'll receive a simple, honest profile of your current mindset and the areas where you can strengthen your performance.

What You'll Discover

- The emotional patterns driving your decisions
- Your resilience under pressure
- Your relationship with responsibility
- Your ability to stay present
- Your emotional intelligence baseline
- Your mindset's impact on your sales performance

Why This Matters

Elite performance begins with awareness. You cannot change what you cannot see.

This diagnostic gives you the clarity to begin the transformation.

Start the Diagnostic

Answer nine questions. See your identity. Begin your shift.

THE MAGNA MINDSET DIAGNOSTIC: *Evaluate Your Operating Identity*

Your mindset determines how you think, how you feel, and how you perform. This diagnostic helps you identify which identity you're operating from today — Fixed, Transitional, or Growth.

Answer each question honestly. Rate yourself from **1 to 5**.

1. Principle 1 — Evaluate Your Mindset

When pressure hits, what emotions drive your decisions — clarity, fear, avoidance, confidence, or doubt?

2. Principle 2 — Resistance, Fear, and Failure

How do you respond when resistance shows up? Do you lean in, hesitate, or retreat?

3. Principle 3 — Mental Toughness

How quickly do you recover from setbacks? Minutes, hours, days, or weeks?

4. Principle 4 — Attitude

Do you interpret challenges as obstacles or as instructions?

5. Principle 5 — Emotional Intelligence

Can you identify what you're feeling in real time, or do emotions run in the background without your awareness?

6. Principle 6 — Responsibility

When something goes wrong, is your first instinct ownership or explanation?

7. Principle 7 — The Power of NOW

How often are you fully present — not in the past, not in the future, but here?

8. Principle 8 — Authentic Enthusiasm

Do you express belief, or do you perform emotion?

9. Principle 9 — The Three R's (Saboteurs)

Which emotional saboteur shows up most often — rumination, resistance, or retreat?

Scoring

Add your scores.

Fixed Identity (9–20 points)

You're operating from emotional patterns shaped by past conditioning. You can change this — and the Nine Principles will show you how.

Transitional Identity (21–34 points)

You're in motion. You're becoming aware. This is the most important stage — and the most powerful.

Growth Identity (35–45 points)

You're operating from adaptability, responsibility, emotional clarity, and mental flexibility. Your next step is refinement and consistency.

Your Next Step

If you want to deepen this work, explore the full Nine Principles:

- **The Book** — the complete system
- **The 3-Hour Video Training** — guided application
- **The Questionnaires** — measure your growth

Your identity drives your performance. This diagnostic shows you where you are — and where you can go.