Entrepreneur Insight and Impact Report

Prepared for **DEVIN MARKS** Based on 100 questionnaire statements

AT A GLANCE

You build from conviction and confidence.

You know what you stand for, you believe you can make things happen, and you are curious about new possibilities. That combination gives you energy for opportunity. Your next step is focus: testing an idea with a small, clear step before committing more, and deciding with evidence what deserves your time and money.

YOUR LEADING STRENGTHS

Values Alignment & Integrity
Your business choices reflect principles you can name.

Self-Confidence & Strategic Direction
You believe you can plan for and create results.

Insight & Curiosity
You are drawn to new ideas and possibilities.

YOUR GROWTH EDGES

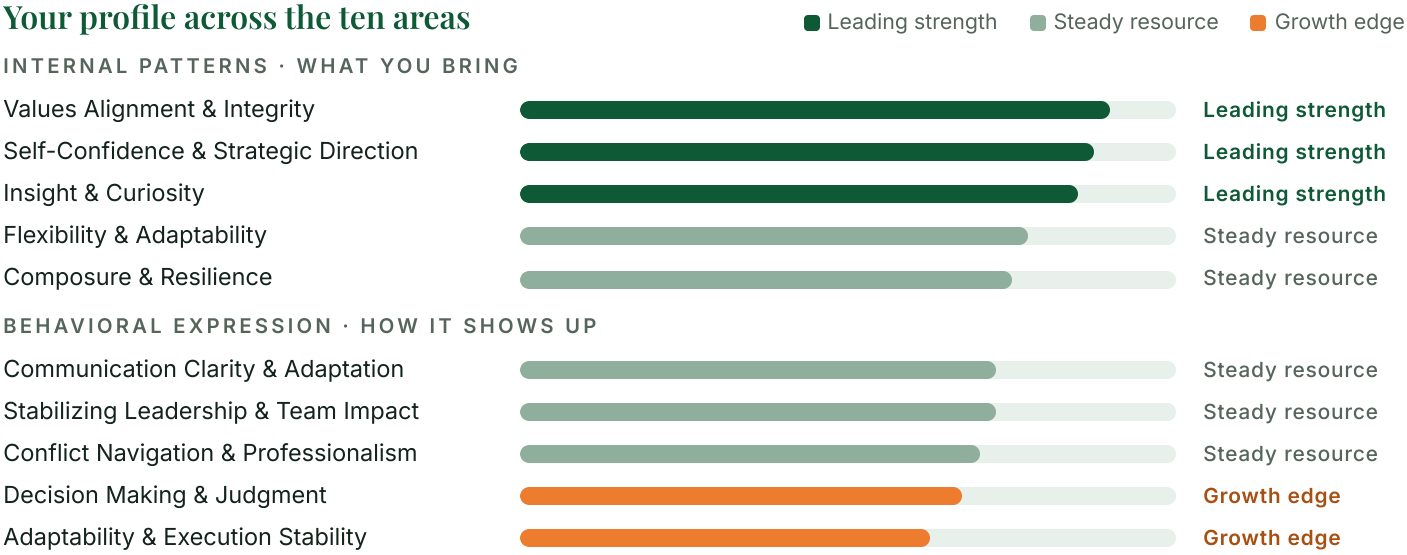
Adaptability & Execution Stability
Keeping a test small and on track before scaling up.

Decision Making & Judgment
Deciding with evidence what deserves further investment.

YOUR 90 DAY DEVELOPMENT FOCUS

Investigate one worthwhile business opportunity, test a bounded next step, and decide what deserves further investment.

Your profile across the ten areas



✓ **Answer check passed.** Your answers vary enough across the statements to give a meaningful picture.

Bars show how strongly you endorsed each area, compared with your own other answers. They are not a test score, a rating, or a comparison with other people.

HOW YOUR AREAS WORK TOGETHER

Your strengths are the way into your growth edges.

Your report looks at five Internal Patterns, what you bring, and five Behavioral Expressions, how it shows up. Growth usually comes from connecting a strength you already have with an action others can see.

WHAT YOU BRING · INTERNAL PATTERNS



Stronger agreement overall

HOW IT SHOWS UP · BEHAVIORAL EXPRESSION



More mixed answers

Your pattern: your drive and vision are strong. Turning them into tested, focused decisions is where your 90 day plan focuses.

1

SELF-CONFIDENCE → EXECUTION STABILITY

Confidence becomes a bounded test.

Set a limit on time, money, and scope before you start. A small test lets your confidence produce evidence instead of a big bet.

2

CURIOSITY → DECISION MAKING

Interest becomes evidence.

Before investing, write down what you need to learn and how you will know. Let what you find decide the next step.

3

VALUES → DECISION MAKING

Principles guide what to say no to.

Use what matters most to you as a filter. An opportunity that does not fit your values may not deserve your next dollar or hour.

HOW TO READ THE LABELS IN THIS REPORT

Leading strength
The areas you endorsed most strongly. Build on these first.

Steady resource
Reliable parts of how you work that support your plan.

Growth edge
Where your answers were most mixed. The best place to practice.

Labels compare your own answers with each other. They describe where to focus, not how you compare with anyone else.

INTERNAL PATTERNS · WHAT YOU BRING

Self-Confidence & Strategic Direction

LEADING STRENGTH

WHAT THIS MEANS FOR YOU

How much you trust your ability to plan, take initiative, and move toward a long range goal.

"I can clearly describe where I want my business to be in three years."

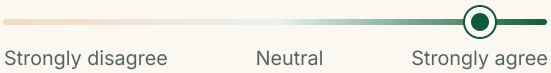
Your answer: Strongly agree

YOUR ANSWERS IN THIS AREA



Agree 5 · Strongly agree 5

WHERE THIS AREA SITS FOR YOU



PEOPLE WITH A SIMILAR PATTERN OFTEN

- Start projects with energy and optimism
- See a path where others see obstacles
- Set ambitious goals for themselves
- Commit resources before an idea has been tested
- Take on several opportunities at once

HOW OTHERS MAY EXPERIENCE YOU

Others likely see you as confident and motivated, which can inspire partners and customers. If you move quickly, they may wonder what evidence supports the plan.

WHERE IT HELPS YOU

Your confidence helps you start, persist, and recover when an idea meets resistance.

WHERE IT CAN HOLD YOU BACK

Confidence can carry an idea further than the evidence supports, so time and money go in before the test is done.

TRY THIS WEEK

For one idea, write **the question to answer, the limit you will spend, and the date you will decide**. Stick to all three.

REFLECT

Which recent opportunity received more of your time than the evidence justified?

Does this sound like you? ☐ Sounds like me ☐ Partly ☐ Not quite Mark one and bring it to your debrief.

YOUR DIVIDEND · THE NEXT 90 DAYS

Your dividend: the return on your insight

Insight pays off when it changes what you do. Here is what you put in, what you can expect to change, and how you will see the return.

YOUR GAP TO CLOSE



Your goal for the next 90 days: bring **how it shows up** closer to **what you bring**.

What you invest

- 15 minutes a week
- One opportunity to investigate
- One bounded test with a budget and a date
- Regular progress reviews

→

What changes

- Decisions based on what you learned
- Time and money spent where it counts
- Clear reasons to continue, change, or stop

→

How you will know

- Your test results and decision record
- Feedback from a customer, mentor, or partner
- Your own day 90 reflection on what changed

★ **Clarity Over Judgment. Insight That Drives Growth. Understanding That Inspires Action.** This report is designed to do more than describe you. It gives you a practical way to turn what you already have into results others can see.