The First Move

Your courage got you this far, and writing the numbers down is what turns it into a leaving date.

Answer seven questions in numbers and dates, then follow the rule at the end.

THE MONEY

- [ ] **What does the first year have to cover, per month?** Household spending, business costs, tax, and a buffer, in one number.
- [ ] **How many months can you cover that number without the salary?** Cash and savings only. Leave retirement accounts and the house out of it.

THE PROOF

- [ ] **What can you sell before you need the salary?** Name the thing, the price, and the first three people who could buy it this month. If the answer is ‘a business’, keep narrowing until it has a price.
- [ ] **Who has already paid you for something like it?** One name is enough. Paid is not the same as encouraged.
- [ ] **What is the smallest version you could run while still employed, and what would it prove in 90 days?** One offer, one page, one channel, and a date for the answer.

THE EXIT AND THE DEADLINE

- [ ] **If it goes badly, what is the exit, and what does it cost?** The job you would go back to, what it pays, how long that search takes at your level, and who you would call first.
- [ ] **What would have to be true for waiting to be right, and by what date would you know?** Waiting only counts with a condition and a deadline.

YOUR FIRST MOVE

- [ ] **If the months of cash cover twelve months of that number, and one person has already paid you,** pick a leaving month and put it in the diary.
- [ ] **If either is missing, keep the salary for now.** Sell one thing to one person this month, then answer the seven again with real numbers. Waiting with a date is a plan. Waiting without one is the thing you are tired of.

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