LoftyBiz 091 — Advice Ladder Worksheet

From “Who You Learn From Matters: Advice, Mentors and Peers.” Write the ten people you talk to most about your business, place each on the advice ladder, then choose one person to ask, one book to study and one idea to put into practice.

These are examples, not promises. The people and businesses are illustrative. Figures are for general business education, not financial or legal advice. Results vary. Your numbers will be different. loftybiz.net

Part 1. People audit

List the ten people you speak to most about business. Next to each name, write what they have built, then mark their ladder level (1–7).

#	Name	What have they built?	Ladder (1–7)
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			

Part 2. The seven-level advice ladder

A loud voice at the bottom counts for less than a quiet one at the top. Change the weight of the advice, not the relationship.

Level	Who this is	How much weight to give
1. No experience	Opinions from people who have never done this.	Lowest
2. Read about it	People who have only read or watched content on the topic.	Low
3. Tried it once	People who have made one attempt.	Low to medium
4. Done it for years	People with practice, even if at a different size.	Medium
5. Done it at your size	People who have faced a decision like yours, at a similar scale.	High
6. Done it bigger	People who have built something larger than you have.	High
7. Bigger, and also failed and learned	People who have grown larger and also recovered from a mistake.	Highest

Part 3. Five-question filter for friends

Before taking advice from someone close, ask yourself these five questions. This does not mean dropping friends. It means listening to them as friends, not as advisers.

Question	Your notes

Have they done this?	
Do they want me to win?	
Do they gain anything from my choice?	
Are they speaking from fear, or from facts?	
Would I trade results with them?	

Part 4. This week's plan

Choose one person ahead of you to ask for an hour, one book to study slowly, and one idea to put into practice before the month ends. Keep the plan in Systex (our own product) at loftybiz.net.

This week	Write it here
One person ahead of me to ask for an hour	
One book to study slowly	
One idea to put into practice this month	
Date I will review this plan	

Worked examples in the video (illustrative only): Ayesha, a print and packaging shop in Faisalabad, found that only two of ten advisers had run a company bigger than hers, rented a second machine for six months, then bought her own; sales went from about $240,000 to about $290,000 in eighteen months, without a big loan. Rangi, a plumbing company in Rotorua with six plumbers, put twelve ideas into practice in a year and saw average job value rise by about 15%. These are examples, not promises.

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