

The Raw Audit Assessment

Worksheet edition | Jessi Love

10 questions. No right answers. Just the truth.

This assessment will show you exactly where armor and avoidance are creating friction in your leadership right now.

HOW TO USE THIS WORKSHEET

Answer all ten questions. Check one box per question. Answer the way you actually operate, not the way you would like to operate. Nobody else sees this page.

When you are finished, turn to the scoring grid and tally your six columns. The column with the highest total is your result. If two columns tie, read both.

You can also take this assessment online and have your full result emailed to you. See the last page.

THE TEN QUESTIONS

Check one box per question.

1. When something goes sideways in your business, your first instinct is to:

- ☐ A. Jump straight into fixing mode — there's no time to process
- ☐ B. Push harder and stay productive so you don't have to sit with it
- ☐ C. Detach and get the job done — feelings can wait
- ☐ D. Know you should pause, but the armor kicks in before you can
- ☐ E. Catch yourself reacting, name it, then mostly respond well — with some slipping
- ☐ F. Pause, isolate the spike, and respond from facts instead of fear

2. Someone gives you direct, useful feedback that stings. What actually happens inside you?

- ☐ A. Instant defense — I'm already building my counter-argument
- ☐ B. I take it, file it away, and keep going. Feeling it comes later... or never
- ☐ C. I hear the words but I'm not really connected to the emotion underneath
- ☐ D. I feel it fully — and I know what it's triggering — but it still runs me for a bit
- ☐ E. I feel it, catch myself, audit it, and mostly use it — occasionally still react
- ☐ F. I feel it, name what part of my identity feels threatened, and let it inform me

3. If someone asked your team how you show up under pressure, they'd honestly say:

- ☐ A. They go full fire-drill — everything becomes urgent
- ☐ B. They lock in and grind. Almost robotic, but they get results
- ☐ C. They seem fine. Weirdly fine. You can't tell what they're actually thinking
- ☐ D. They hold it together on the outside but something's clearly running them
- ☐ E. Pretty solid — sometimes slips into old patterns but usually self-corrects
- ☐ F. Grounded. They acknowledge what's hard and still make clear-headed decisions

4. When you hit a major win — a big deal closes, a goal lands — you feel:

- ☐ A. Already onto the next thing before the moment registers
- ☐ B. Relief more than joy — and then pressure to maintain it
- ☐ C. Proud on paper, but emotionally disconnected from the actual moment
- ☐ D. You feel it — but there's always a 'yes, but...' underneath
- ☐ E. Present for most of it, sometimes catch yourself performing the celebration
- ☐ F. Genuinely present, embodied, and clear about what it actually means

5. The hardest conversation you keep avoiding. What's really stopping you?

- ☐ A. If I open that door, I lose control of the narrative
- ☐ B. I'll deal with it when the work slows down. It always slows down eventually
- ☐ C. Honestly? I'm not sure I'd know what I actually feel in the middle of it
- ☐ D. I know exactly what I feel. The armor just doesn't let me say it out loud
- ☐ E. I know I need to have it. I'm building up to it — not there yet
- ☐ F. I have it. Hard conversations are where real leadership actually lives

6. When your business mirrors back something uncomfortable about you personally, you:

- ☐ A. Blame the market, the team, the timing — anything external
- ☐ B. See it intellectually but stay too busy to sit with what it means
- ☐ C. Notice it vaguely but it doesn't land emotionally — it feels abstract
- ☐ D. Feel the truth of it and then immediately protect the image anyway
- ☐ E. Sit with it, do some version of the audit, and work on it — imperfectly
- ☐ F. Use it as data. That reflection is exactly what you're looking for

7. Your internal voice when things are hard sounds most like:

- ☐ A. 'Don't let them see it. Handle it. Keep moving.'
- ☐ B. 'Just stay productive. Output solves everything.'
- ☐ C. 'I'm fine. This is fine. Everything is fine.' (eye twitch)
- ☐ D. 'I see exactly what's happening here... and I still can't stop reacting.'
- ☐ E. 'Pause. Audit. Respond from reality.' — and you mostly pull it off
- ☐ F. 'What is actually true right now?' — that question grounds you every time

8. What does 'being strong' mean to you, if you're being completely honest?

- ☐ A. Never letting anyone see the cracks. Control the story first
- ☐ B. Outlasting everyone. Endurance is how you win
- ☐ C. Staying functional no matter what. Emotion is a liability
- ☐ D. Knowing the armor is there and choosing to carry it anyway — for now
- ☐ E. Showing up honestly even when it's uncomfortable — most of the time
- ☐ F. Having the courage to tell the truth while you're still feeling everything

9. When someone sees through your performance — catches you in the gap between your image and your reality — your gut response is:

- ☐ A. Lock it down immediately. Damage control. Reframe the narrative
- ☐ B. Get back to work. Results will silence the noise
- ☐ C. A strange blankness — like there's nothing behind the curtain to be caught
- ☐ D. Raw vulnerability — but the armor slams back down before you can use it
- ☐ E. Uncomfortable — but you lean into it more often than you run from it now
- ☐ F. Relief. That gap closing IS the work. You welcome it

10. What brings you back to yourself when pressure makes you want to abandon your process?

- ☐ A. Nothing — I just keep moving until the pressure passes
- ☐ B. Hitting a wall big enough that I can't ignore it anymore
- ☐ C. I'm not sure I know what 'back to myself' even means yet
- ☐ D. I know my anchor exists — I just don't reach for it consistently
- ☐ E. A story, a person, a practice — it works more than it doesn't
- ☐ F. A specific anchor I return to deliberately — it's non-negotiable

SCORING GRID

Go question by question. Find the box you checked, circle it in the grid below, and carry the points into the total row. Most rows score one box. A few score two.

Question	HR	PP	ED	AD	TI	RL
Q1	A = 3	B = 3	C = 3	D = 3	E = 3	F = 3
Q2	A = 3	B = 3	C = 3	D = 3	E = 3	F = 3
Q3	A = 3	B = 3	C = 3	D = 3	E = 3	F = 3
Q4	B = 3	A = 3	A = 1 B = 1 C = 3	D = 3	E = 3	F = 3
Q5	A = 3	B = 3	C = 3	D = 3	E = 3	F = 3
Q6	A = 3	B = 3	C = 3	D = 3	E = 3	F = 3
Q7	A = 3 C = 1	A = 1 B = 3	C = 3	D = 3	E = 3	F = 3
Q8	A = 3	B = 3	C = 3	D = 3	E = 3	F = 3
Q9	A = 3	B = 3	C = 3	D = 3	E = 3	F = 3
Q10	A = 3 B = 1	A = 1 B = 3	C = 3	D = 3	E = 3	F = 3
TOTAL						

HR	Highly Reactive	AD	Armor-Driven
PP	Performance-Protected	TI	Truth-Aware but Inconsistent
ED	Emotionally Disconnected	RL	Reality-Based Leader

MY RESULT

Highest column above. Read that result on the following pages.

YOUR RESULTS

Six possible results. Read the one that matches your highest column.

HR **HIGHLY REACTIVE**

You move fast and you don't stop.

The spike hits and you're already in motion before you've had a chance to name what's actually happening. Your armor is your speed — it keeps you ahead of the emotion so the emotion can't catch you.

The cost: you're solving tactical problems while the real truth runs underneath, untouched.

YOUR RAW AUDIT

The reaction is the data. The next time you feel the spike, give yourself 60 seconds before you move. That pause isn't weakness — it's the audit beginning.

THE TRUTH UNDERNEATH

Your speed is a gift. But right now it's also a bypass. What would you build if you led from the truth instead of the reaction?

Endurance ignores reality. Resilience responds to it. That difference? That's the whole game.

PP **PERFORMANCE-PROTECTED**

You are exceptionally good at what you do.

And that competence has quietly become your armor. You perform your way through everything — hard conversations, emotional weight, unresolved truth. It works, until it doesn't.

I lost 70% of my biggest career memories operating in this mode. Output is not the same as presence.

YOUR RAW AUDIT

Ask yourself: what is staying productive actually helping me avoid right now? The 10/90 rule applies here — the problem might be 10%, but the avoidance is taking up 90% of your energy.

THE TRUTH UNDERNEATH

The next win — pause long enough to actually feel it. Not perform it. Feel it.

You cannot out-strategize a lack of self-awareness.

ED **EMOTIONALLY DISCONNECTED**

You are functional. Highly functional.

And you have learned, somewhere along the way, to run on logic, output, and control while keeping the emotional layer at arm's length. You may not even recognize your own armor because it doesn't feel like armor — it feels like clarity.

But there's a version of your life you're not fully present for.

YOUR RAW AUDIT

The disconnect isn't a flaw — it was protection. Start small: after something significant happens today, ask yourself one question: 'What do I actually feel right now?' Not what you think. What you feel.

THE TRUTH UNDERNEATH

You built a version of success that looks impressive from the outside. The audit asks: does it feel like yours from the inside?

Reality over optics. That's where we start.

AD ARMOR-DRIVEN

You are one of the most self-aware people in the room — and also one of the most defended.

You can name the armor. You can see the pattern. You know the audit. And the armor still wins sometimes, because dropping it means risking something you're not quite ready to risk yet.

That's not failure. That's where the real work lives.

YOUR RAW AUDIT

You don't need more insight — you have that. What you need is the next honest conversation you've been postponing. That conversation is the armor dropping.

THE TRUTH UNDERNEATH

You are truth-aware. The gap between knowing it and leading from it is closing.

The strongest leaders I've ever met are not the ones who feel nothing. They're the ones who can tell the truth while they're feeling everything.

TI TRUTH-AWARE BUT INCONSISTENT

You've done real work. You know the process. You have an anchor.

Under pressure, the old patterns still flare — not because you've failed, but because rewiring under load is the hardest part of this work.

You are not starting over. You are strengthening.

YOUR RAW AUDIT

When you slip, run the audit on the slip itself. What triggered it? What was being protected? That level of granularity is what moves you from inconsistent to deeply rooted.

THE TRUTH UNDERNEATH

You are not almost there. You are already in it. The inconsistency is not the problem — it's the training ground.

Keep auditing. Keep anchoring. Keep going.

RL REALITY-BASED LEADER

You have done the internal work. Not perfectly — but honestly.

You audit in real time. You lead from truth more than reaction. You can feel the spike, name the armor, and still respond with clarity.

This is not a destination — it's a practice you protect. And you know what it costs to abandon it.

YOUR RAW AUDIT

The risk at this stage is complacency — assuming the armor is gone because it's quiet. Stay curious about what you're still protecting.

THE TRUTH UNDERNEATH

The strongest leaders are not the ones who feel nothing. They are the ones who can tell the truth while they are feeling everything.

That's you. Keep going.

WHAT YOU DO WITH IT

The result is not the point. What you do with the honesty is.

What is the one hard thing this result named that I already knew?

Where is that showing up in my business right now?

What is the next honest conversation I have been postponing?

TAKE IT ONLINE

Take The Raw Audit Assessment online and your full result lands in your inbox within minutes.

www.jessilove.co

You cannot out-strategize a lack of self-awareness.

Reality over optics. That is where it starts.