

THE SURGICAL INVESTOR WORKBOOK

A Companion for Physicians on the Path to Freedom



Based on the book by

Vasu Kakarlapudi, MD, MBA

surgicalinvestor.com

WELCOME

Welcome to the companion workbook for *The Surgical Investor* by **Dr. Vasu Kakarlapudi**. This workbook is designed to help you apply the principles and strategies outlined in the book to your own life and financial journey.

Through a series of self-guided exercises and reflective questions, you will develop a personalized roadmap to becoming what Dr. Kakarlapudi calls a Surgical Investor, a physician who applies surgical precision to building financial freedom, personal fulfillment, and a lasting legacy.

THE PHILOSOPHY BEHIND THIS WORKBOOK

Reasons come first. You need a WHY powerful enough to fuel the HOW.

Make it non-negotiable. When your reasons are compelling enough, you stop negotiating with yourself and start executing.

Choose your focus. Decide what to pour your energy into with surgical precision.

Define the narrative. The story you attach to your circumstances shapes your outcomes.

Build a Precision Action Plan. A plan without execution is just a wish.

Each chapter corresponds to key concepts in *The Surgical Investor*, providing opportunities for deeper engagement with the material. Whether you have read the entire book or want to apply its lessons directly to your life, this workbook will help you transform ideas into action.

One final note: be ruthlessly honest with yourself throughout these exercises. Self-deception only delays progress. The physicians who get the most from this workbook are the ones who treat it like a diagnostic tool, not a test to pass, but a mirror to learn from.

“A plan without execution is just a wish.”

- The Surgical Investor

CHAPTER 1:

MONEY AS A TOOL, NOT A MASTER

“Money is a reflection of who we are, magnifying our existing values and tendencies, much like how a scalpel in a surgeon’s hand can either heal or harm.”

- The Surgical Investor

Many physicians find themselves trapped on a lifestyle hamster wheel, earning more yet feeling no more satisfied as expenses rise proportionally with income. Dr. Kakarlapudi challenges the false narrative that financial prosperity and excellent patient care are mutually exclusive. Financial freedom can enhance your ability to serve patients by allowing you to practice medicine by choice rather than necessity.

The first step is understanding your relationship with money. Before you can change the trajectory, you must understand the beliefs driving your current behavior.

ACTIVITY 1: IDENTIFY YOUR MONEY BELIEFS

Check the statements that feel true or mostly true to you:

- Money is primarily a measure of success and achievement
- Having more money is always better, regardless of what it costs to get it
- The primary purpose of money is security
- I often feel I don’t have “enough” money, regardless of my income
- I sometimes feel guilty about wanting more money
- I believe financial prosperity and excellent patient care are in conflict
- I primarily see money as what it can buy me
- I worry that financial independence might dull my drive to work hard

Reflect: Why might these beliefs be limiting you, especially if you treat them as absolute truth?

ACTIVITY 2: REFRAME YOUR BELIEFS

For each belief you checked above, challenge yourself to write a new perspective that positions money as a tool for time, freedom, and impact.

EXAMPLES

Old belief: Money is primarily a measure of success and achievement.

New perspective: Money is a tool that creates freedom to pursue meaningful work and spend quality time with those I care about.

Old belief: I worry that financial independence might dull my drive to work hard.

New perspective: Financial independence does not reduce my drive. It redirects my energy toward the work that matters most, practiced with purpose instead of obligation.

Old belief: _____

New perspective: _____

Old belief: _____

New perspective: _____

ACTIVITY 3: ARE YOU EXPERIENCING TRUE FREEDOM?

True wealth is not defined by your bank account. It is defined by your ability to live a life aligned with your values, priorities, and purpose. Rate each statement on a scale of 1 to 5 (1 = Strongly Disagree, 5 = Strongly Agree).

A. TIME FREEDOM

I control the majority of how I spend my time.

I can say no to professional obligations without guilt or financial fear.

I have time each week for rest, creativity, and relationships.

Subtotal: ____ / 15

B. FINANCIAL FREEDOM

My income covers my needs, supports my future, and allows for generosity.

I have multiple income streams that reduce my dependence on one job.

I could take 3 months off without a financial crisis.

Subtotal: ____ / 15

C. RELATIONSHIP SATISFACTION

I regularly spend meaningful time with people who energize me.

I feel emotionally supported by friends, family, or a partner.

My career does not interfere with my personal relationships.

Subtotal: ____ / 15

ACTIVITY 3: ARE YOU EXPERIENCING TRUE FREEDOM?

D. WORK LIFE ALIGNMENT

My work feels purposeful and aligned with my values.

I practice medicine by choice, not obligation.

I have the option to reduce my clinical load if I choose.

Subtotal: ____ / 15

E. EMOTIONAL WELL BEING

I can handle stress without it spilling into every area of life.

I feel optimistic about the future, even during challenging seasons.

I have built routines that protect my mental, emotional, and physical health.

Subtotal: ____ / 15

INTERPRET YOUR SCORE

60 to 75: High freedom. Your systems are working. Stay intentional.

45 to 59: Doing well, but more balance or intention could enhance your well being.

30 to 44: Feeling the strain. This is your wake up call to reassess and recalibrate.

Below 30: Time for a significant reset. The good news? You now have tools to build a better path.

Total Score: ____ / 75

My lowest scoring category: _____

ACTION REFLECTION

What specific factor contributes to your lowest score?

What would it take to improve that area by just one point in the next 30 days?

Complete this statement: Freedom for me looks like...

YOUR NEXT STEPS

1. Schedule a 30 minute "money values" conversation with your spouse or trusted friend this week.
2. Take one concrete action this month based on how you want to use money as a tool.
3. Before your next major purchase, pause and ask: "Is this money working as my tool, or am I on the hamster wheel?"

CHAPTER 2:

THE CASHFLOW QUADRANT TRANSITION

Robert Kiyosaki's Cashflow Quadrant breaks all income into four categories.

Most physicians operate on the left side, either as high paid employees (E) or self-employed professionals (S). The real leverage, scalability, and freedom lie on the right side: Business Owner (B) and Investor (I).

You don't have to leave medicine.

But you need to create income sources that are not tied to your time or clinical work. That is the shift from "have to" to "get to."



Quadrant	Definition	Mindset
E (Employee)	You trade time for a salary.	I work for money.
S (Self Employed)	You own your job. Success depends on you.	If I don't work, I don't earn.
B (Business Owner)	Systems and teams generate income.	People and systems work for me.
I (Investor)	Your money earns income through assets.	My money works for me.

ACTIVITY 1: INCOME MAPPING

Break down your current income by quadrant. Your percentages should total 100%. Then envision where you want them **to be in 5 years**.

Quadrant	Your Current %	5 Year Target %
E (Employee)	____%	____%
S (Self Employed)	____%	____%
B (Business Owner)	____%	____%
I (Investor)	____%	____%
TOTAL	100%	100%

Which quadrant are you most dependent on right now, and where do you feel drawn to grow?

ACTIVITY 2: BUILD YOUR TRANSITION PLAN

B (BUSINESS OWNER) QUADRANT

What business could you build or buy that operates without you?

What is the first action step you can take?

I (INVESTOR) QUADRANT

What investments align with your goals and expertise?

What is the first step you can take to move forward?

TIME VS. LEVERAGE

E Quadrant: You leverage Time

S Quadrant: You leverage Skill

B Quadrant: You leverage People + Systems

I Quadrant: You leverage Capital

The more you shift from time and skill to systems and capital, the more freedom you reclaim.

YOUR NEXT STEPS

1. Calculate your E + S percentage today. Write it down. Watch it decrease over the next 5 years.
2. Schedule that coffee meeting or call with the person you identified in Activity 2. Do it this month.
3. Set up one automated investment contribution this quarter, even \$500 per month to the I quadrant counts.
4. Set a quarterly calendar reminder to track your quadrant percentages and measure progress.

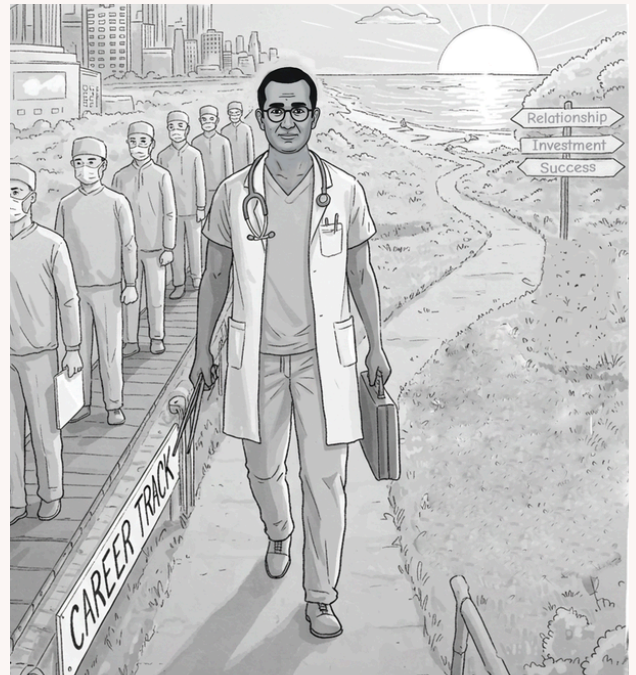
CHAPTER 3: BEYOND THE WHITE COAT

“You cannot beat him at being him, but you can beat him at being you.”

- The Surgical Investor

One of the most powerful, and most overlooked, barriers to financial freedom is identity. For most of your adult life, you have been defined by your profession. Medical school, residency, fellowship, and practice have shaped not just what you do, but who you believe you are.

Dr. Kakarlapudi describes this transformation: the shift from “I am a surgeon” to “I am a surgeon AND an investor AND a leader AND a legacy builder.”



This is not about abandoning medicine. It is about expanding your identity so that your financial future is not chained to a single source of income or a single definition of self.

ACTIVITY 1: IDENTITY AUDIT

How do you introduce yourself at a dinner party? Write the sentence you typically use:

ACTIVITY 1: IDENTITY AUDIT

Now write a new introduction that reflects the full scope of who you are becoming:

ACTIVITY 2: THE IDENTITY EXPANSION MAP

List the roles you currently hold and the roles you want to grow into. Be specific.

Roles I Hold Today	Roles I Am Growing Into

Which new role excites you most, and what is one thing you can do this month to step into it?

ACTIVITY 3: BURN THE BOATS

When your reasons are strong enough, the shift from “I’d like to” to “I will” happens naturally. This exercise helps you identify the moment where change becomes non-negotiable.

What will your life look like in 10 years if nothing changes?

What are you no longer willing to sacrifice (time, health, family, passion)?

Write your “I WILL” statement, the reason so compelling it makes retreat impossible:

EXAMPLES OF A POWERFUL WHY

"To live out my full potential."

"To work at my highest and best capacity."

"To be fully present for my children during the years that matter most."

"To give back to my community from a position of strength, not exhaustion."

REMEMBER

Reasons come first. When your purpose is clear, the path forward becomes obvious. A plan without execution is just a wish. This workbook only works if you do.

YOUR NEXT STEPS

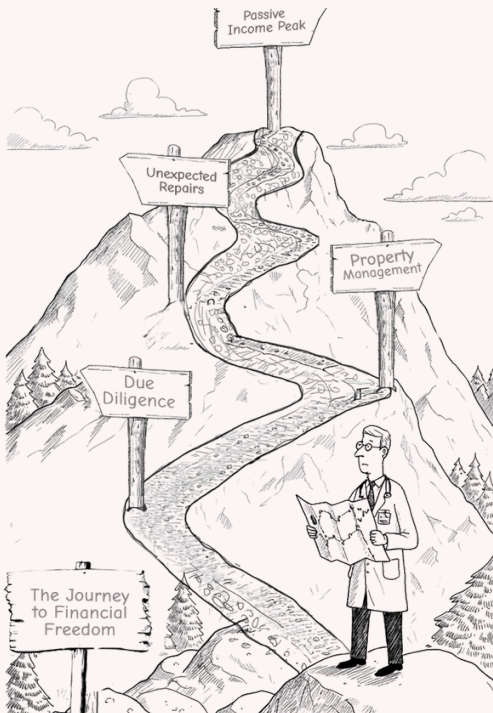
1. Practice your new introduction with one person this week.
2. Post your "I WILL" statement somewhere you will see it daily.
3. Identify one "old identity" belief that is holding you back and consciously challenge it for 30 days.

CHAPTER 4:

THE REAL ROI, VISION BOARD

“Real ROI isn’t just Return on Investment. It’s Return on Intention.”

- Dr. Vasu Kakarlapudi



Financial freedom is not the end goal. It is the means to live a life aligned with your deepest values. While most investors chase percentages, Surgical Investors define why they want freedom in the first place.

Dr. Kakarlapudi’s own version of freedom, working 28 hours a week with 13 weeks off, allows him to be more present for his family, more energized in his practice, and more intentional in how he invests his time.

ACTIVITY 3: BURN THE BOATS

When your reasons are strong enough, the shift from “I’d like to” to “I will” happens naturally. This exercise helps you identify the moment where change becomes non-negotiable.

EXAMPLE

Dr. Kakarlapudi allocates 28 hours per week to medicine, 13 weeks per year to travel and family time, and dedicated morning hours to health, meditation, and lifelong learning.

ACTIVITY 1: FREEDOM ALLOCATION AUDIT

Category	Your %
Practicing Medicine (by choice)	___%
Time with Family and Friends	___%
Physical Health and Fitness	___%
Travel and Experiences	___%
Hobbies and Creative Outlets	___%
Community, Faith, or Service	___%
Lifelong Learning and Growth	___%
Strategic Investing and Mentorship	___%
Other: _____	___%
TOTAL	100%

Which categories are currently getting the least of your time, and what would need to change?

ACTIVITY 2: YOUR “BEYOND MONEY” FULFILLMENT LIST

List five non-financial rewards you hope to gain from financial freedom. These are your True ROI goals.

1. _____
2. _____
3. _____
4. _____
5. _____

Circle the one that matters most. Now write a one sentence affirmation tying your financial goals to that vision:

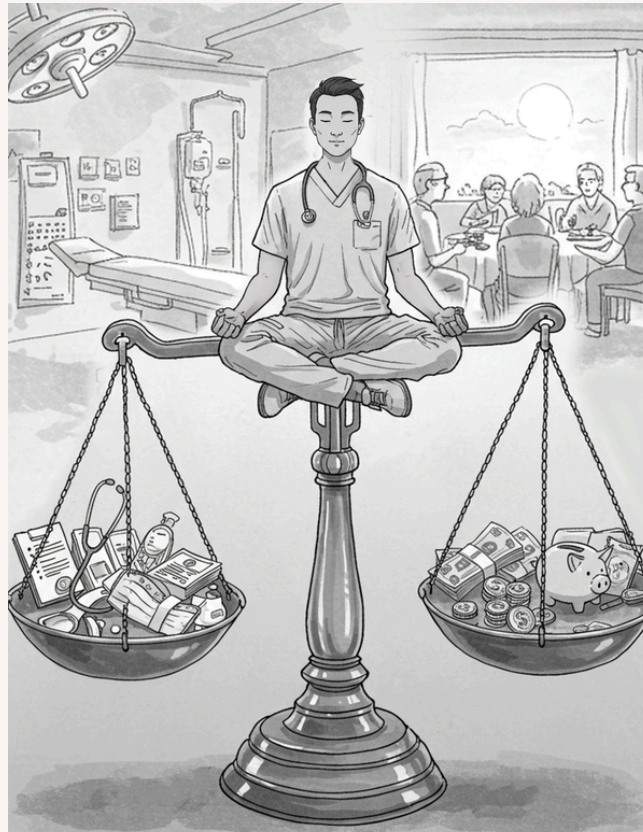
YOUR NEXT STEPS

1. Show your Freedom Allocation to your spouse or close colleague. Ask: “What needs to change for this to be real?”
2. Block one “freedom activity” from your ideal allocation onto next week’s calendar. Make it non-negotiable.
3. Calculate your “freedom number,” the annual passive income needed to practice medicine at your ideal percentage.

CHAPTER 5: DESIGN YOUR FREEDOM, THE ODYSSEY PLAN

“You live out the life you design. If you don’t design it, someone else will.”

Bill Burnett and Dave Evans



As a surgeon, you are trained to follow a linear path: med school, residency, practice, retirement. But what if there is more than one right path forward?

The Odyssey Plan, borrowed from Stanford’s Life Design Lab, helps you create three equally valid visions of your next 5 years. By exploring multiple futures, you gain clarity, reduce anxiety about choosing wrong, and identify concrete next steps.

THE ODYSSEY PLAN

ODYSSEY 1: THE PATH YOU ARE ON

Your current trajectory if nothing changes.

Title: _____

What does your daily life look like in 5 years on this path?

How do you feel about your relationships, energy, and time?

ODYSSEY 2: THE DIVERSIFIED SURGEON INVESTOR

Integrating financial independence through passive investing.

Title: _____

How much of your income comes from passive sources? How many patients do you see by choice?

What are you building beyond medicine, and what trade-offs does it require?

ODYSSEY 3: THE “IF MONEY WERE NO OBJECT” LIFE

Your boldest, most values aligned version of life.

Title: _____

EXAMPLE TITLES

“The Healing Philanthropist”

“The Surgeon Who Surfs”

“Medicine on My Terms”

What are you doing with your time, energy, and expertise?

What is the legacy you are building?

COMPARE YOUR THREE VISIONS

	Odyssey 1	Odyssey 2	Odyssey 3
Excitement (1 to 10)			
Achievability (1 to 10)			
Fulfillment Impact			

Which version excites you most, and what steps can you take in the next 6 to 12 months to make it more realistic?

YOUR NEXT STEPS

1. Complete all three Odysseys. Schedule 60 uninterrupted minutes this week.
2. Share Odyssey 2 or 3 with one trusted person and ask: "What do you see that I might be missing?"
3. Circle one tangible element from your preferred Odyssey and schedule it in the next 30 days as a prototype.
4. Set a 6 month reminder to revisit this exercise. Your answers will evolve.

CHAPTER 6:

THE INVESTOR'S DUE DILIGENCE FRAMEWORK

“Real ROI isn't just Return on Investment. It's Return on Intention.”

- The Surgical Investor



In real estate, what you don't ask can cost you more than what you invest. As a physician, you are trained to follow protocols, checklists, and diagnostic frameworks. They reduce errors and improve outcomes. The same principle applies to investing.

Use this framework every time you evaluate a deal. Rate each major section using the traffic light system: **Green (Strong)**, **Yellow (Caution)**, or **Red (Deal Breaker)**.

SECTION 1: MARKET EVALUATION

Macro Market

G Y R
● ● ●

Is the MSA experiencing consistent population growth from net domestic migration?

● ● ●

Is there strong economic diversity (multiple thriving industries)?

● ● ●

Is the region business friendly (low taxes, landlord friendly laws)?

SECTION 1: MARKET EVALUATION

Sub Market

- Is the neighborhood desirable (schools, medical centers, amenities)?
- Is there evidence of high demand and constrained supply?
- Are there barriers to entry (zoning, limited land, restrictive permitting)?

Section Rating:

SECTION 2: ASSET LEVEL ANALYSIS

- Does the property offer value add potential (renovations, operational efficiencies)?
- Will the asset provide predictable cash flow from day one?
- Is there occupancy stability over the past 3 to 5 years?

Section Rating:

SECTION 3: FINANCIAL STRUCTURING

- Does the financing strategy (rate, term, LTV) match the business plan?
- Have risks been clearly identified (interest rate exposure, refinance timing)?
- Are adequate reserves in place (capex, operating, interest)?

Section Rating:

SECTION 4: SPONSOR AND TEAM EVALUATION

- Do you trust the sponsor to act with integrity, transparency, and competence?
- Do they have a proven track record with similar deals in similar markets?
- Are they co-investing significant capital alongside investors?

Section Rating:

ACTIVITY: PRACTICE ON A REAL DEAL

Choose one investment opportunity you are currently evaluating or have recently reviewed. Walk it through the full checklist above, then reflect:

Which area scored lowest (most yellow or red flags)?

What specific information do you still need? What questions will you ask the sponsor?

Based on this analysis, is this deal a YES, NOT YET, or NO?

YOUR NEXT STEPS

1. Practice the Due Diligence Framework on one real deal this month.
2. Research three MSAs in the next 30 days: population growth, major employers, business climate.
3. Ask one sponsor 3 to 5 hard questions from Section 4 this week. Their response tells you everything.
4. Write your top 5 personal deal breakers, the non-negotiables that would make you walk away.

CHAPTER 7:

THE MIND'S MATRIX

“The victim mindset dilutes the human potential. By not accepting personal responsibility for our circumstances, we greatly reduce our power to change them.”

- Steve Maraboli



Dr. Kakarlapudi draws on Napoleon Hill's *Outwitting the Devil* to introduce a concept that resonates deeply with high achievers: drifters, individuals controlled by fear and a victim mindset. The devil in this framework is not external. It is the inner voice of hesitation, self-doubt, and imposter syndrome that keeps you playing small.

The challenges we face, whether in surgery or a property deal, often stem from our own mental roadblocks. As Dr. Kakarlapudi writes, whenever fear, hesitation, or nervousness come up, it is almost like the devil trying to keep you right where you are. And if it is a game, you can win this game.

Financial success starts in the mind. Earl Nightingale emphasized that 80% of success is about mindset, while only 20% is about the mechanics. Your strategy is just part of the equation. The larger chunk is in the mind.

ACTIVITY 1: IDENTIFY YOUR INNER DEVIL

What fears or limiting beliefs have held you back from taking financial action? Be specific and honest.

Fear or Limiting Belief	How It Has Held Me Back

ACTIVITY 2: FROM DRIFTER TO CREATOR

For each fear you listed, write the objective facts (not feelings) and the action a “creator” would take. Dr. Kakarlapudi used this exact approach when he worried about performing complex surgery independently. He looked at the facts, recognized his training and experience, and moved forward.

Fear	The Objective Facts	The Creator's Response

ACTIVITY 3: OVERCOMING IMPOSTER SYNDROME

Imposter syndrome tells you that your success is luck, that you don't belong, or that you will be "found out." For physicians entering the investing world, this voice can be deafening. Answer these questions to reclaim your confidence.

List 3 professional accomplishments that required real skill, not luck:

What transferable skills from medicine make you well suited to evaluate investments? (Think: long term thinking, working under pressure, systematic analysis, calculated risk.)

Write a statement of fact about your capability that you can return to when doubt creeps in:

THE KEY TO SUCCESS

Recognize your fears and confront them.

Shift your mindset from victim to victor.

Realize your immense potential and embrace the identity of a creator.

YOUR NEXT STEPS

1. Choose one fear from Activity 1 and take one small action to confront it this week.
2. When imposter syndrome surfaces, read your statement of fact from Activity 3 aloud.
3. Listen to or read *Outwitting the Devil* by Napoleon Hill this month.

CHAPTER 8:

BUILDING RESILIENCE

“It is remarkable how much long-term advantage people like us have gotten by trying to be consistently not stupid, instead of trying to be very intelligent.”

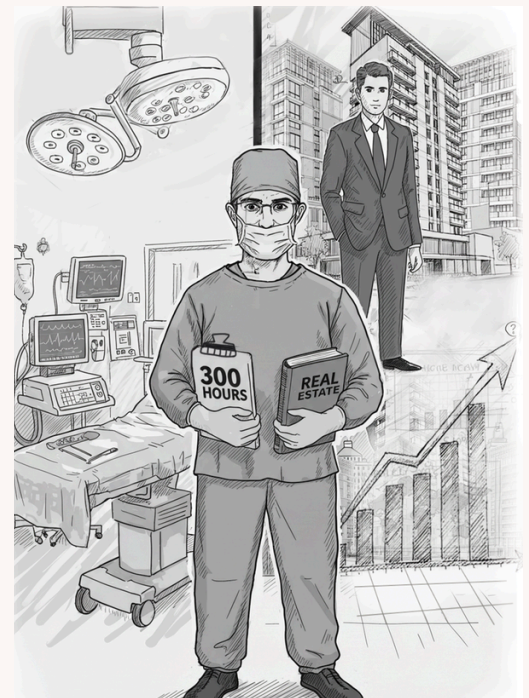
- Charlie Munger

Every investor, no matter how experienced, will face setbacks. The difference between those who build lasting wealth and those who give up is not intelligence. It is resilience.

REAL WORLD EXAMPLE

Dr. Kakarlapudi invested in a tech product called Galo that promised to be the next big thing. The company went bankrupt. The lesson: emotional attachment to an idea blinded him to the risks. He now applies the same methodical, calculated approach he uses in the OR to every investment decision. That costly mistake became the foundation for his entire due diligence philosophy.

The lesson is not to avoid all risk. It is to embrace “boring” investing: reliable, methodical, and calculated, for the majority of your portfolio. Just like in the operating room, strip away the emotions, look at the facts, and make decisions that set you up for success.



ACTIVITY 1: YOUR SETBACK INVENTORY

List 2 to 3 financial or professional setbacks you have experienced. For each one, identify the lesson learned and how it made you stronger.

Setback	What I Learned	How It Made Me Stronger

ACTIVITY 2: EMOTION VS. ANALYSIS

Think about a recent financial decision. Walk through this checklist honestly:

- Was this decision driven by excitement, fear, or pressure rather than data?
- Did I follow a systematic evaluation process before committing?
- Did I consult a trusted advisor or mentor before acting?
- Would I make the same decision if I removed all emotion?

What is one guardrail you can put in place to protect yourself from emotion driven decisions in the future?

ACTIVITY 3: BUILD YOUR RESILIENCE PROTOCOL

When a deal goes sideways or an investment underperforms, what will you do? Design your response in advance so you act with clarity, not panic.

Step 1: My first action when something goes wrong (for example, review the facts, call my advisor):

Step 2: How I will assess whether to hold, adjust, or exit:

Step 3: How I will capture the lesson so I do not repeat the mistake:

REMEMBER

The most successful investors are not the ones who never fail. They are the ones who fail forward.

Stick with what is tried, tested, and true for the majority of your portfolio. It may be as exciting as watching paint dry, but it is a proven path to building significant wealth.

YOUR NEXT STEPS

1. Write your Resilience Protocol and keep it accessible for when you need it.
2. Identify one emotion driven financial decision from your past and journal about what you would do differently.
3. The next time an exciting opportunity arises, pause for 48 hours before committing. Use the Due Diligence Framework.

CHAPTER 9:

THE SURGICAL WHEEL OF WEALTH

“I firmly believe that I was put on this Earth with a specific skill set, and I am continually enhancing those skills.”

- Dr. Vasu Kakarlapudi

This is Dr. Kakarlapudi's signature framework for achieving work life integration, which he considers levels above merely achieving work life balance. The Surgical Wheel of Wealth has five spokes, and like any wheel, it only rolls smoothly when all spokes are strong. If one is weak, the whole wheel wobbles.

The five spokes represent the essential dimensions of a fulfilling, integrated life. This is not about perfection in every area. It is about awareness, intentional progress, and the understanding that neglecting any single spoke will eventually undermine the others.

THE FIVE SPOKES

- 1. Health and Vitality.** Physical and mental well being as the foundation for everything.
- 2. Relationships and Connection.** Deep, meaningful bonds with family, friends, and community.
- 3. Professional Mastery.** Excellence in your craft, practiced with purpose and joy.
- 4. Financial Freedom.** Income and assets that work for you, creating choice and security.
- 5. Legacy and Contribution.** The lasting impact you make beyond yourself.

ACTIVITY 1: RATE YOUR WHEEL

Rate each spoke on a scale of 1 to 10. Be honest. This is a diagnostic, not a performance review.

Spoke	Rating (1 to 10)	One Word to Describe This Area
Health and Vitality		
Relationships and Connection		
Professional Mastery		
Financial Freedom		
Legacy and Contribution		

Total: ____ / 50

Your wheel only rolls as smoothly as its weakest spoke. Which one needs attention first?

ACTIVITY 2: INTEGRATION ACTION PLAN

For your two lowest scoring spokes, define one specific action you will take in the next 30 days. Remember: a plan without execution is just a wish.

Weakest Spoke: _____

List 3 professional accomplishments that required real skill, not luck:

Second Weakest: _____

Specific action I will take in the next 30 days:

ACTIVITY 3: FROM BALANCE TO INTEGRATION

Dr. Kakarlapudi makes an important distinction: work life balance implies a trade-off, as if one side must lose for the other to gain. Work life integration means designing a life where all five spokes reinforce each other.

EXAMPLES OF INTEGRATION

- A morning walk with your spouse strengthens both Health and Relationships.
- Teaching a medical student about investing strengthens both Professional Mastery and Legacy.

ACTIVITY 3: FROM BALANCE TO INTEGRATION

How could improving your health directly improve your professional performance?

How could financial freedom deepen your relationships?

How could professional mastery enhance your legacy?

YOUR NEXT STEPS

1. Retake the Wheel of Wealth assessment every 90 days. Track your progress over time.
2. Share your weakest spoke with an accountability partner and ask them to check in monthly.
3. Design one weekly practice that strengthens two spokes simultaneously.

CHAPTER 10:

GRATITUDE AND ABUNDANCE PRACTICE

“Gratitude is the soil where fulfillment grows, and from fulfillment, smart decisions follow.”

- Dr. Vasu Kakarlapudi



Dr. Kakarlapudi defines gratitude as not only being thankful for what he receives, but also showing appreciation for what is given and returning kindness to others as often as possible. Drawing from *The Gap and the Gain* by Dan Sullivan and Benjamin Hardy, this chapter challenges the habit of measuring success by how far you still have to go (the Gap) instead of how far you have come (the Gain).

This is not optional self-help. It is strategic. Gratitude sharpens focus, increases resilience, and helps you operate from strength rather than scarcity.

ACTIVITY 1: INVENTORY YOUR WEALTH BEYOND THE NUMBERS

List 10 forms of wealth you currently hold. Consider all dimensions: relational, emotional, intellectual, physical, spiritual, and professional.

EXAMPLES

A loving spouse who supports your vision. The smile on your daughter's face when you walk through the door. The joy after saving a patient's life. The laughs on a boys' ski trip. Staring at the stars at Yosemite. A colleague who challenges you to grow. The freedom to read a book on a Tuesday afternoon.

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

ACTIVITY 2: CELEBRATE OVERLOOKED WINS

What professional or financial milestones from the past 12 months have you under-celebrated?

Achievement	How I Will Celebrate It

ACTIVITY 3: DESIGN YOUR DAILY GRATITUDE RITUAL

Choose or create a practice that fits your life. Consistency matters more than complexity.

- Morning Coffee Reflection. Journal 3 gratitudes during your first cup.
- Commute Appreciation. Speak 3 gratitudes aloud during your drive.
- Post-Rounds Pause. Note one meaningful patient interaction.
- Family Dinner Check-In. Share one daily gratitude at the table.
- End of Day Journal. Note 3 good things before bed.
- Sunday Investment Review. Reflect on weekly financial or growth wins.
- Text Partner Practice. Exchange one daily gratitude with a peer or spouse.

My chosen ritual, time of day, and how I will stay consistent:

YOUR NEXT STEPS

1. Start your chosen gratitude ritual tomorrow morning. Set the reminder now. Commit to 7 days.
2. Celebrate one overlooked win from Activity 2 this week.
3. Choose 3 items from your wealth inventory and express specific gratitude to the people who made them possible.

CHAPTER 11:

LIVING LIFE ON YOUR TERMS DIAGNOSTIC

This diagnostic measures one critical question: How dependent are you on trading your time for money? The more your lifestyle depends on passive income sources, the more freedom you have to design your days, practice medicine by choice, and pursue what matters most.

Be brutally honest. This is not about where you wish you were. It is about accurately assessing where you are right now.

QUESTION 1: INCOME SOURCES

- 1 point: Entirely from your day job (most active)
- 2 points: Mostly from your day job, with little income from other sources
- 3 points: A balanced mix of your day job and income from investments or side projects
- 4 points: Mostly from investments or businesses, with little input from your day job
- 5 points: Entirely from investments or businesses (most passive)

Points: _____

QUESTION 2: PASSIVE INCOME ACTIVITY

How often do you engage in activities that could generate passive income?

- 1 = Rarely or never
- 2 = Occasionally
- 3 = A few hours weekly
- 4 = Significant weekly focus
- 5 = My main focus

Points: _____

QUESTION 2: PASSIVE INCOME ACTIVITY

How often do you engage in activities that could generate passive income?

- 1 = Rarely or never
- 2 = Occasionally
- 3 = A few hours weekly
- 4 = Significant weekly focus
- 5 = My main focus

Points: _____

QUESTION 3: ASSET GENERATED INCOME

To what extent do your financial assets generate income without your direct daily involvement?

- 1 = Not at all
- 2 = Negligible
- 3 = Moderate
- 4 = Significant
- 5 = Fully covers lifestyle

Points: _____

QUESTION 4: DELEGATION

How much of your time is spent on tasks you could delegate or outsource?

- 1 = All of it
- 2 = Most
- 3 = Half
- 4 = A small part
- 5 = None, others manage it

Points: _____

QUESTION 5: FINANCIAL RUNWAY

If you stopped working today, how long could you sustain your current lifestyle?

1 = Less than a month

2 = A few months

3 = Up to 6 months

4 = 1 to 2 years

5 = Indefinitely

Points: _____

YOUR SCORE

Total: _____ / 25

Score	Where You Stand	Recommended Focus
5 to 10	Mostly reliant on active income	Diversify income sources. Visit aptainvest.com/getstarted
11 to 15	Some passive income, room for growth	Increase passive streams. Visit aptainvest.com/webinar
16 to 20	Balancing active and passive well	Tip the scale further. Visit aptainvest.com/firststeps
21 to 25	Predominantly passive income	Optimize and expand. Continue compounding your legacy.

My lowest scoring question and one action to improve it in the next 90 days:

YOUR NEXT STEPS

1. Visit the recommended resource for your score this week.
2. Set a 6 month calendar reminder to retake this diagnostic.
3. Share your results with your spouse, partner, or mentor.
4. Identify one new income stream to explore this quarter.

CHAPTER 12:

THE SURGEON INVESTOR TYPE QUIZ

“Investing isn’t about beating others at their game. It is about controlling yourself at your own game.”

- Benjamin Graham



PASSIVE INVESTOR



SEMI-PASSIVE INVESTOR



TRANSITIONAL INVESTOR



ACTIVE INVESTOR

This quiz helps you identify what investor type you are, or want to be. Whether you are exploring investments as a means to diversify your portfolio passively or considering a more active role, this will help you discern which strategy aligns with your aspirations, lifestyle, and professional commitments.

QUESTION 1: TIME COMMITMENT

How much time are you willing to dedicate to learning about investing each week?

- 1 = Less than an hour
- 2 = 1 to 2 hours
- 3 = 3 to 5 hours
- 4 = 5 to 10 hours
- 5 = More than 10 hours

Points: _____

QUESTION 2: OPERATIONAL COMFORT

How do you feel about dealing with the day to day operations of investing?

- 1 = Overwhelmed
- 2 = Slightly uneasy
- 3 = Neutral
- 4 = Curious and excited
- 5 = Completely confident

Points: _____

QUESTION 3: PRIMARY MOTIVATION

What is your primary motivation for investing in real estate?

- 1 = Purely passive income
- 2 = Supplementing income
- 3 = Growing wealth with moderate involvement
- 4 = Financial freedom with active role
- 5 = Career transition

Points: _____

QUESTION 4: RISK TOLERANCE

How comfortable are you with taking financial risks?

- 1 = Very uncomfortable
- 2 = Somewhat uncomfortable
- 3 = Neutral
- 4 = Comfortable
- 5 = Very comfortable

Points: _____

QUESTION 5: LEARNING PREFERENCE

How do you prefer to learn about investments?

- 1 = Summarized expert reports
- 2 = Occasional seminars
- 3 = Mixed self study and interactive
- 4 = Workshops and hands on
- 5 = Deep courses, books, and practice

Points: _____

YOUR INVESTOR TYPE

Total: _____ / 25

Score	Your Type	What This Means
5 to 10	Passive Investor	Put your capital to work without day to day management. Focus on finding the right syndication partner.
11 to 15	Semi-Passive Investor	Invest with limited personal involvement. Find a partner willing to mentor and guide you.
16 to 20	Transitional Investor	Open to a hands on approach while balancing your medical career. Start by learning the fundamentals.
21 to 25	Active Investor	Strongly interested in deep involvement. This could become a significant wealth building path or career shift.

Does this result surprise you? Why or why not?

What is one step you can take this month to lean into your investor type?

YOUR NEXT STEPS

- 1.** Combine this result with your Diagnostic score from Chapter 11 to create a clear picture of where you are and where you want to go.
- 2.** If you scored as a Passive or Semi-Passive Investor, research one syndication partner this month.
- 3.** If you scored as Transitional or Active, identify one educational resource to begin your 10,000 hour journey.

CHAPTER 13:

CHOOSING A PATH FORWARD

“Success lies in the relentless execution of the basics.”

- Leonardo da Vinci

After completing the Diagnostic and Investor Type Quiz, you should have a clearer picture of how you want to attain the financial means to live life on your terms. Dr. Kakarlapudi outlines three investment roadmaps. Use your assessment results to determine which fits you best.

PATH 1: DO IT YOURSELF

Best for: Transitional or Active Investor types who want hands on control and are willing to invest the time to develop mastery. Knowing that real mastery requires approximately 10,000 hours, map out what that path looks like for you.

If I pursue a DIY path, my first 3 steps would be:

PATH 2: PARTNER WITH SOMEONE

Best for: Passive or Semi-Passive Investor types who want the benefits of investing without the operational demands. Identify the investment type you want and find a partner in that domain who shares your values.

If I partner with someone, the qualities I need in that partner are:

PATH 3: COMBINATION

Best for: Those who want the best of both worlds, passive income through partnerships while actively learning and building toward greater involvement over time.

If I pursue a combination approach, I would start by:

YOUR DECISION

WHICH PATH WILL YOU CHOOSE?

My chosen path: _____

My investor type (from Chapter 12): _____

My diagnostic score (from Chapter 11): _____

My #1 reason this path is right for me: _____

YOUR DECISION

A plan without execution is just a wish. This is where you commit to specific, time bound actions that move you from knowing to doing.

Action	Deadline	Accountability Partner
Example: Research 3 MSAs and create a one page summary for each	Mar 2015	My spouse

YOUR NEXT STEPS

1. Choose your path and write it down. Say it out loud to someone who will hold you accountable.
2. Complete the Precision Action Plan table above with at least 3 concrete actions and deadlines.
3. Schedule your first action within the next 7 days. Not someday. This week.
4. Visit aptainvest.com/getstarted if you want to explore partnering with a proven team.

CHAPTER 14:

YOUR JOURNEY AS A SURGICAL INVESTOR

Congratulations!! on completing The Surgical Investor companion workbook. Through these exercises, you have taken meaningful steps toward redefining your relationship with money, expanding your identity, confronting the mental barriers that hold you back, and designing a life where you practice medicine because you get to, not because you have to.

KEY TAKEAWAYS

- 1.** Money is a mirror for your values. When guided with intention, it becomes a tool for crafting the life you desire.
- 2.** Your identity must expand beyond the white coat. You are a surgeon AND an investor AND a leader AND a legacy builder.
- 3.** The Cashflow Quadrant shift (E/S to B/I) is essential. Move to the right side to unlock time and autonomy.
- 4.** Mindset determines outcomes. Overcome imposter syndrome and the inner devil by choosing to be a creator, not a drifter.
- 5.** Resilience is built, not born. Every setback is data for your next success.
- 6.** The Surgical Wheel of Wealth keeps all five dimensions of your life in alignment.
- 7.** Gratitude and abundance thinking create the emotional clarity needed for long term success.
- 8.** Clarity of purpose drives execution. The stronger your reasons, the clearer the path.

YOUR COMMITMENT STATEMENT

Write a one sentence commitment that affirms your next chapter as a Surgical Investor.

Example: I commit to creating sustainable income streams that allow me to serve my patients with presence and purpose, on my terms.

My Commitment:

LEGACY VISION: WHO ARE YOU BECOMING?

In one sentence, describe the legacy you want your financial freedom to create:

“Wealth is not the goal. Freedom is. And through freedom, we reclaim our humanity, first for ourselves, then for others.”

- Dr. Vasu Kakarlapudi

Becoming a Surgical Investor is not a finish line. It is a lifelong practice of intentional growth, reflection, and action. Revisit these exercises regularly. Celebrate your progress. Adjust your course. Renew your vision.

You have the tools. You have the vision. Now build the life you were always meant to live, on your terms.

For additional resources, visit surgicalinvestor.com