

THE ARCHITECT SERIES • VOLUME III • THE LEVERAGE LADDER

THE OWNER'S KIT

*Every instrument the book installs, in climb order. Print this.
Fill it in by hand.*

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A1 THE LEVERAGE INDEX SCORESHEET

Q1 MIX ____ · Q2 PRICE ____ · Q3 PIPELINE ____ · Q4 TERRAIN ____ · Q5 FORGE ____ · Q6
SHIPPING ____ · Q7 ASK ____ · Q8 ENGINE ____ · Q9 LEDGER ____ · Q10 STOP ____

TOTAL: ____ /100 · E-ANSWERS: ____ · BAND: _____

RE-TESTS (from ledgers only): DAY 30 ____ · DAY 90 ____ · Q ____ · Q ____ · Q ____

RUNG ODOMETER: RENTED ____ % · SOLD ____ % · SYSTEMIZED ____ % · OWNED ____ %

A2 THE INCOME EXTRACTION SHEET

WINDOW: _____ → _____ (90 days; 180 if irregular)

For every deposit: AMOUNT · SOURCE · THE STOP-TEST (would it arrive if I stopped?) · COLUMN
[R / S / SY / O]

TOTALS: R _____ · S _____ · SY _____ · O _____ → PERCENTAGES, LARGEST FIRST:
_____ / _____ / _____ / _____

SEED CRYSTAL (any non-rented line, circled): _____

A3 THE LADDER BLUEPRINT TEMPLATE (ONE PAGE)

VERSION _____ DATE _____

THE VALUE LINE (copied by hand): SOMEONE IS BETTER OFF · THE PRICE IS TRUE · IT SURVIVES DAYLIGHT

01 RUNG ODOMETER: _____ / _____ / _____ / _____

02 12-MONTH LEVERAGE REQUIREMENT (decomposes to weekly behavior I control):

03 CLIMB BASELINES (each with MV): SKILL BLOCKS __/wk (MV __) · SHIP __ per __ (MV _____) · AUTOMATION _____ % (MV: never pauses)

04 STANDARDS — TERRAIN: _____ · PRICE (number + date): _____ · LOOP (bridge): _____
· SHIPPING (cadence): _____ · CAPITAL (%): _____

05 CONSEQUENCES (as repairs): _____

06 INSPECTION — LEDGER REVIEW (day/time, ink): _____ · BLUEPRINT AUDIT (quarterly):
_____ · INDEX (30/90/Q): _____

07 FIRST ACTION (tonight, permission-free): _____

PATCH LOG (date · patch): _____ ESTATE (clipped, Ch 15): []

A4 THE OFFER TEMPLATE

PROMISE (their noun, not my verbs): " _____ "

MECHANISM (one paragraph, plain speech): _____

PROOF (daylight-strength, honestly framed): 1) _____ 2) _____ 3) _____

PRICE — flinch number: _____ · fraud number: _____ · CHOSEN (inside the band): _____

ACTION A STRANGER CAN TAKE TONIGHT: _____

VALUE LINE PASSED: BETTER OFF [] · TRUE [] · DAYLIGHT [] READ ALOUD, NO CAVEAT

SPIRAL: []

A5 THE RATE LADDER SCRIPTS (DELIVER VERBATIM; BLANKS ARE YOURS, THE SPINE IS NOT)

THE RATE LETTER (CLIENTS)

"Hi _____ — a scheduled update to my rates. Starting [DATE], my rate for [OUTCOME] is [NUMBER]. All current projects finish at current rates, and I'm holding [N] slots at the existing rate for booked work before [DATE]. Since we started working together, [PROOF ONE] and [PROOF TWO]. I'd love to keep building with you — just reply and I'll reserve your slot."

No apology, no essay, no justification paragraph. The proof argues; you announce.

THE RAISE SCRIPT (EMPLOYED)

"I'd like to schedule thirty minutes to discuss my compensation. To make it efficient, here's the context in advance: over the last [PERIOD] I shipped [ARTIFACT ONE — outcome attached], [ARTIFACT TWO], and [ARTIFACT THREE]. Market data for this work at this level is [MEDIAN, from three named sources]. I'm asking for [NUMBER]. Happy to walk through any of it."

Artifacts, market data, a number — in that order. You are not requesting appreciation; you are presenting a re-pricing, with receipts. If the answer is no, the script's final line is: "Understood — what specifically would need to be true for a yes in [90 days]?" Write down the answer verbatim. It is either a syllabus or an exit signal, and both are data.

THE SCOPE DEFENSE (EVERYONE)

"That's outside this engagement — happy to quote it separately."

Eleven words, warm tone, full stop. A rate that expands its scope for free is a rate cut wearing politeness. This sentence protects every step you will ever climb.

A6 THE LEDGER REVIEW CARD *(READ ALOUD AT MINUTE ZERO) + ASK*
LOG

0–5 NUMBERS FIRST — ship-count vs. cadence · blocks held · pipeline
(inquiries/conversations/proposals) · revenue by rung · automation executed · streak.

5–10 BREACHES BY LAYER — “which layer failed?”, never “why am I like this”; route each to its chapter.

10–15 ONE PATCH — exactly one; written on the Blueprint, dated.

15–20 THE WEEKLY ASK — one ask SENT (not composed) before the review closes.

ASK LOG: WK __ TO _____ FOR _____ SENT [] ANSWERED _____ · (× 52)

STANDING RULES: numbers before narrative · one patch only · the MV review (5 min + 1 ask, standing) runs in chaos weeks especially.

A7 THE PLAYBOOK EXTRACTION TEMPLATE

UNIT (recurring, procedural — the 70%, never the judgment core): _____

PASS 1 — performed once, narrated aloud, captured raw. []

PASS 2 — rewritten for a stranger: every input named · every decision given a rule · every “you’ll know it” converted to a checkable criterion. []

THE 80% TEST — run by a stranger (or by you, feigning amnesia): call-gaps found _____ · closed _____ . []

DESTINATION: PERSON (first-thirty onboarding dated _____) / TOOL (built _____) /
PRODUCT (priced _____, on terrain [])

FIRST RUN WITHOUT MY HANDS: _____ · QUALITY (honest %): _____ · GAPS LOGGED
INTO PLAYBOOK: _____

RECLAIMED HOURS/WK: _____ → SCHEDULED TOWARD: _____

A8 THE ASSET LEDGER · THE MATRIX · THE TREE

THE ASSET LEDGER (the page that cannot empty): N° · WHAT · ACQUIRED (date) · PAID THIS QUARTER · CUMULATIVE. Line one is entered the night the engine starts, however small.

N°1	IF <i>The Income Extraction stalls on “complicated” deposits</i>	THEN Classify by the stop-test; complications are usually rented income in costume.
N°2	IF <i>An ownership statement wants a villain</i>	THEN Re-scope the grievance into a structure and rewrite.
N°3	IF <i>The terrain surface won’t publish</i>	THEN Post the MV version — one sentence, one contact link; existence precedes elegance.
N°4	IF <i>The converted surface reads like a résumé</i>	THEN Rewrite line one to “I help ___ get ___”; history is for recruiters.
N°5	IF <i>The Price Archaeology’s market points come back low</i>	THEN Check the reference class — hourly boards price rented hours, not outcomes.
N°6	IF <i>The gap tempts you to triple your price by Friday</i>	THEN Date the urge in the margin; it reports to the Rate Ladder’s schedule, not to your adrenaline.
N°7	IF <i>The bridge reward dies by week two</i>	THEN It was outcome-linked; rebuild it on pure behavior counts.
N°8	IF <i>Overtime keeps outbidding build-hours even bridged</i>	THEN The block is unstaged — sixty-second start or it loses.
N°9	IF <i>Something has been 80% done for months</i>	THEN Ship the 80% to its smallest safe audience this week; feedback outvalues the missing fifth.
N°10	IF <i>The Blueprint’s requirement won’t decompose</i>	THEN It is a market wish; convert it to the behavior that would earn it.
N°11	IF <i>The Delta Test ties</i>	THEN Choose the shortest hours-to-threshold; speed of receipt beats size of ceiling on the first climb.
N°12	IF <i>Blocks dissolve into watching and reading</i>	THEN Every block ends with output or it counts as consumption.

№13	IF <i>The offer's price triggers the caveat spiral aloud</i>	THEN It left the band on the fraud side; step down to the largest number you can say plainly and schedule the difference.
№14	IF <i>Week-three silence tempts a channel switch</i>	THEN Read the retirement list aloud and ship the MV unit; the switch is the flinch driving.
№15	IF <i>Every circuit unit is an ask</i>	THEN Restore four serves per ask; the Value Line applies to attention too.
№16	IF <i>The Weekly Ask keeps ending "composed but unsent"</i>	THEN Shrink the ask until sending beats drafting; one-line follow-ups count.
№17	IF <i>A handed-off unit disappoints</i>	THEN Log the gaps into the playbook instead of repossessing; repossession converts a system back into a concert.
№18	IF <i>The engine keeps getting "temporarily" paused</i>	THEN Halve the percentage and weld it; permanence outranks size by an order of magnitude.

THE FIRST-FAILURE DECISION TREE — the climb failed this week. Answer in order; stop at the first yes.

Q1	Did it fail because nothing was staged?	→ Ch 6. Stage tonight, sixty-second start.
Q2	Did it fail because the payout gap won the evening?	→ Ch 5. Rebuild the bridge; it pays Friday.
Q3	Did it fail because the price flinch spoke?	→ Ch 4 / A5. The script exists; deliver it in writing if the voice won't.
Q4	Did it fail because nothing shipped?	→ Ch 10–11. Shrink the unit until Friday can't lose.
Q5	Did it fail because your hours were the system?	→ Ch 13. Extract the unit that broke you this week.
Q6	Did you never actually ask?	→ Ch 12, final segment. The toll is one send. Pay it now, then resume.

Q7

None of the above?

→ It waited for the review. File it, patch once, resume.
That is the system working.