

CHAPTER 8 • MARGIN MOVE

The Structural Audit

Ten demands, four letters. The raw material for Part III.

This tool is heavier than the others, because the chapter is. It is also the raw material for everything in Part III, so do it even if — especially if — some part of you would rather not look.

Write down your ten largest *recurring* demands. Not one-off tasks: the standing, repeating obligations that make up the actual weight of your life. The recurring meetings, the standing responsibilities, the roles you hold, the commitments that come around every week or month whether you have capacity for them or not. The big rocks, not the pebbles.

The four letters

- **E — Eliminate.** This could come off the books entirely. It exists mostly through momentum, and the world would absorb its absence. There are always more of these than you think.
- **S — Shrink.** This cannot disappear, but it could be smaller: less often, less involved, a reduced version that still meets the real need at a fraction of the load.
- **H — Hand off.** This genuinely needs doing, but not necessarily by you. It is on your books through the routing effect.
- **K — Keep.** Genuinely yours, genuinely necessary, genuinely load-bearing in a life you actually want. Real Keeps exist — but notice how badly you want to mark everything K.

#	MY TEN LARGEST RECURRING DEMANDS	E / S / H / K	IF NOT K — FIRST STEP
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			

Tally: Eliminate Shrink Hand off Keep

Do not act on any of it yet. Part III is where the marks become moves. For now, make the marks and sit with the shape of what you find.

Two discoveries come up again and again. First, that people have been carrying one or two demands marked E or S or H that they had simply never granted themselves permission to question — things that calcified into "just my life" when they were always, in fact, choices. Second, that the demands they most want to mark K are sometimes the ones quietly costing the most, and the K is protecting not the demand but the identity attached to it: the reliable one, the one who can handle it, the one who does not step down. Notice that gently. It is not a verdict. It is the first honest map of a life that can be redesigned.

What I noticed

One or two lines, written now while it is fresh. Reflection is a deposit — Chapter 7 — and this is the cheapest place in the book to make one.

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