


Mapping YOUR PATH

A guidebook for the journey
between *who you think you are*
and *who you can be.*



A Workbook
About YOU.

Clarity,
Creativity,
Confidence.

by Margaret Page

Mapping Your Path

A Workbook About You

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*Creating Clarity, Creativity and
Confidence*

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“Twenty years from now
you will be more disappointed
by the things you didn't do
than by the ones you did do.
So throw off the bowlines.
Sail away from the safe harbour.
Catch the trade winds in your sails.
Explore. Dream. Discover.”

– *Mark Twain*

INTRODUCTION

“From now on you’ll be traveling on the road between
who you think you are and who you can be.
The key is to allow yourself to make the journey.”
– from “*The Princess Diaries*”

Welcome to the greatest learning process you will ever undertake: the exploration of yourself on the path to your dream.

Feeling like you’re “on the right path” is crucial to being satisfied with your life. Most of us know this, but when it comes to determining what the “right path” is, many people are unsure.

Your path is a way of being in the world that fulfills you and calls forward your own unique gifts. If you’re *wondering* if you’re on the right path... *you’re not*. How do I know that? Because when you’re on the right path, you know it. It feels absolute and undeniable – it’s just *right*, and no one can convince you otherwise.

If you aren’t feeling that level of clarity and conviction, it’s time to do some investigating.

What makes your heart sing? What makes you so excited that you can’t wait to jump out of bed in the morning?

When presented with these questions, some people get very excited as they tap into their own reservoir of personal inspiration and energy. But others get anxious, frustrated, even depressed by these questions – because they can’t feel their own passion anymore. Maybe they lost faith in the possibility of their dream, or someone talked them out of it. Or they just got swallowed up by the demands of day-to-day life and forgot to keep dreaming.

Each one of us has a specific set of talents, abilities, passions and visions that propel us forward through life. We also each have a unique purpose, and our own personal needs and values that shape our decisions.

And yet, most of the people you meet on the street could not tell you what their specific needs, values and visions are! From that unfocused place, life can be quite confusing, even exhausting.

When you're crystal clear about who you are, what you want, where you're going and what's the next step, you're absolutely unstoppable! You're on your own personal mission – what people call “your path.”

That's the kind of certainty that this book is designed to support. The following pages offer tools and exercises to help you dig into your own depths and identify the things that inspire you, motivate you and define the person you want to become. The insights they lead to are profound, and on the other side of this journey, you'll have the clarity to steer your life in a direction that resonates deeply with you.

People on their path change the world. Are you ready to find *your* way?

This workbook walks you through an 8-step process of self discovery:

1. REMINDER BOOK

Acknowledging your personal power and building momentum

2. CLEAN SWEEP

Investigating the current state of affairs in your life

3. WHEEL OF LIFE

Examining the balance among various important life areas

4. NEEDS

Defining your unique requirements for health and well-being

5. VALUES

Discovering what you consider important in life

6. MISSION

Developing your core purpose and day-to-day contribution

7. GOALS

Choosing what you would like to achieve and create

8. VISION

Focusing on where you see yourself in the future

While each step of this process flows into the next, it is not necessary for you to follow a specific order. If you feel called to do something first, go for it!

But if you feel like avoiding an entire section, it's probably a sign that there's some piece of work that you'd prefer to skip. Tackle it anyway.

As you work through each section, remember: this workbook is about you and your life. No one else will see your answers (unless you choose to share them), nag you to do something, or judge you. So go ahead, be honest. *Completely* honest. That's how you'll get the most valuable insights out of this workbook.

In the end, you'll have a much better understanding of who you are, what you're doing, and why you're doing it. This alone will greatly increase your ability to be happy and achieve great things in life.

Ready to get started?

Exercise #1:

BUILD YOUR “REMINDER BOOK”

“People often say that motivation doesn’t last.
Well, neither does bathing. That’s why we recommend it daily.”

– Zig Ziglar

Even if you are as sharp as Bill Gates, you’d still have your “off days” – times when you really aren’t feeling your power. What do you do when you need a boost of morale and momentum?

To build and maintain your personal sense of power, consider building a “Reminder Book,” an ongoing compilation of things that you’re proud of. It might include lists and/or journaling about your accomplishments... pictures that highlight you at your best... notes and words of appreciation from clients, colleagues, superiors or friends... *anything* that reminds you of your value, capability and contribution.

Whether you use a binder, journal, scrap book or even just a file, a quick look through your personal portfolio of achievement can quickly lift you up, even on your lowest days.

Now, a word of caution: When people start this exercise, they often get in their own way. They tend to invalidate their achievements (“Oh, that’s not big enough to make the list”). *Don’t do that!*

Remember, the purpose of your Reminder Book is to acknowledge and celebrate anything you’re proud of. Go ahead – *brag!* Include anything you feel great about, either personally or professionally.

Having a solid understanding of your gifts and talents is absolutely critical to choosing a path that works for you. Robin Fisher Roffer, author of *Make a Name for Yourself*, notes that reminder books are a great way to develop your own understanding of your professional brand. When you have a collection that highlights what you do best, it becomes much easier to recognize your own value and communicate it to other people.

Let’s keep moving!

Exercise #2:

DO A CLEAN SWEEP

“It isn’t the mountains ahead that wear you out.
It’s the grain of sand in your shoe.”

– *Robert Service*

Life requires us to put our attention in so many places, and it’s inevitable that things will fall by the wayside. Unfortunately, these little things quickly pile up – and then they slow us down.

The Clean Sweep exercise is designed to give you a quick, accurate look into your life as it stands now. It assesses the state of your physical environment, health, emotional balance, financial situation, and relationships.

If you want a faster path to success, the Clean Sweep exercise will help you identify exactly what’s slowing you down. We’re talking about plugging the little energy leaks in your daily life, so you have more energy left to work with.

The most common energy leaks are the little things that irritate us – the ones we just keep tolerating. It could be your unreliable printer, clothes that don’t fit and flatter, even your own bad habits. Anything that repeatedly causes friction and frustration, eats up bits of energy and attention, and holds you back can be called a “toleration.” These little tolerations may seem minor, but when you add them up, they cost so much.

When your energy and attention are spent (wasted!) on little things that irritate you, you’re left with so much less to give. Your unique talents and abilities fall by the wayside while you’re distracted, and instead of making progress, you end up maintaining (or worse yet, falling behind).

Until now, you may have thought tolerating was a good idea – the way to save energy. “I’ll just put up with this old printer... it still kind of works, and that way I don’t have to go spend money.” Trust me, the cumulative aggravation and lost productivity is far more expensive than a new printer.

Stop putting up with what’s bringing you down. Wipe out your tolerations – for good! This Clean Sweep exercise shows you exactly where to start.

On the following 4 pages, check the items which are currently TRUE for you.

PHYSICAL ENVIRONMENT

- My personal files, papers, and receipts are neatly filed away.
- My car is in excellent condition (doesn't need mechanical work, repairs, cleaning or replacing).
- My home is neat and clean (vacuumed, clean closets, desks and tables clear, furniture in good repair, clean windows).
- My appliances, machinery and equipment work well (refrigerator, toaster, snow blower, water heater, toys, etc.).
- My clothes are all cleaned and pressed, make me look great (no wrinkles, baskets of laundry, or torn, out-of-date, or ill-fitting clothes).
- My plants and animals are healthy (fed, watered, getting light and love).
- My bed/bedroom lets me have the best sleep possible (firm bed, light, air).
- I live in a house or apartment that I love.
- I surround myself with beautiful things.
- I live in the geographic area I choose.
- There is ample and healthy lighting around me.
- I consistently have adequate time, space, and freedom in my life.
- I am not damaged by my environment.
- I am not tolerating anything about my home or work environment.
- My work environment is productive and inspiring (synergistic, with ample tools and resources, and with no undue pressure).
- I recycle.
- I use non-ozone-depleting products.
- My hair is the way I want it.
- I surround myself with music which makes my life more enjoyable.
- My bed is made daily.
- I don't injure myself or bump into things.
- People feel comfortable in my home.
- I drink purified water.
- I have nothing around the house or in storage that I do not need.
- I am consistently early or easily on time.

Total number of boxes checked (maximum 25) _____

WELL-BEING

- I use caffeine (chocolate, coffee, colas, tea) less than three times per week, total.
- I rarely eat sugar. (Less than three times per week).
- I rarely watch television. (Less than five hours per week).
- I rarely drink alcohol. (Less than two drinks per week).
- My teeth and gums are healthy (have seen a dentist in last six months).
- My cholesterol count is healthful.
- My blood pressure is healthful.
- I have had a complete physical examination within the past three years.
- I do not smoke tobacco or other substances.
- I do not use illegal drugs or misuse prescribed medications.
- I have had a complete eye examination within the past two years (glaucoma check, vision test).
- My weight is within my ideal range.
- My nails are healthy and attractive.
- I don't rush or use adrenaline to get the job done.
- I have a rewarding life beyond my work or profession.
- I have something to look forward to virtually every day.
- I have no habits which I find to be unacceptable.
- I am aware of the physical or emotional problems or conditions I have, and I am now fully taking care of all of them.
- I consistently take evenings, weekends, and holidays off and take at least two weeks of vacation each year.
- I have been tested for the AIDS antibody.
- I use well-made sunglasses.
- I do not suffer.
- I floss daily.
- I walk or exercise at least three times per week.
- I hear well.

Total number of boxes checked (maximum 25) _____

MONEY

- I currently save at least 10% of my income.
- I pay my bills on time, virtually always.
- My income source or revenue base is stable and predictable.
- I know how much I must have to be minimally financially independent, and I have a plan to get there.
- I have returned or made good on any money I have borrowed.
- I have written agreements and am current with payments to individuals or companies to whom I owe money.
- I have six months' living expenses in a money-market type account.
- I live on a weekly budget which allows me to save and not suffer.
- All my tax returns have been filed and all my taxes have been paid.
- I currently live well, within my means.
- I have excellent medical insurance.
- My assets (car, home, possessions, treasures) are well-insured.
- I have a financial plan for the next year.
- I have no legal clouds hanging over me.
- My will is up-to-date and accurate.
- Any parking tickets, alimony or child support I owe are paid and current.
- My investments do not keep me awake at night.
- I know how much I am worth.
- I am on a career, professional, or business track which is or will soon be financially and personally rewarding.
- My earnings are commensurate with the effort I put into my job.
- I have no loose ends at work.
- I am in relationships with people who can assist in my career or professional development.
- I rarely miss work due to illness.
- I am putting aside enough money each month to reach financial independence.
- My earnings outpace inflation, consistently.

Total number of boxes checked (maximum 25) _____

RELATIONSHIPS

- I have told my parents in the last three months that I love them.
- I get along well with my sibling(s).
- I get along well with my coworkers and/or clients.
- I get along well with my manager and/or staff.
- There is no one whom I would dread or feel uncomfortable running across (in the street, at an airport, or party).
- I put people first and results second.
- I have let go of the relationships which drag me down or damage me ("Let go" means to end, walk away from, state a problem with, handle, or no longer be attached to).
- I have communicated or attempted to communicate with everyone who I have damaged, injured, or seriously disturbed, even if it wasn't fully my fault.
- I do not gossip or talk about others.
- I have a circle of friends and/or family who love and appreciate me for who I am, more than just what I do for them.
- I tell people how they can satisfy me.
- I am fully caught up with letters and calls.
- I always tell the truth, no matter what.
- I receive enough love from people around me to feel good.
- I have fully forgiven those people who have hurt or damaged me, whether it was deliberate or not.
- I am a person of my word; people can count on me.
- I quickly correct miscommunications and misunderstandings when they do occur.
- I live life on my terms, not by the rules or preferences of others.
- There is nothing unresolved with my past loves or spouses.
- I am aware of my wants and needs and get them taken care of.
- I do not judge or criticize others.
- I do not "take personally" the things that people say to me.
- I have a best friend or soul mate.
- I make requests rather than complaining.
- I spend time with people who don't try to change me.

Total number of boxes checked (maximum 25) _____

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CLEAN SWEEP REVIEW

When people can check off all (or even most) of these points, they move through life with an extraordinary level of ease, efficiency and integrity.

How would you feel if you could check off every one of these points? What would it be like if your life was that complete? How much energy would you have? How would your moods be? What about your stress level? More than just thinking about it, *feel* your answers.

On the lines below, make notes about the specific benefits, results, and shifts that will happen in your life when you handle the items in the Clean Sweep exercise.

Now, go back and review the items which you are unable to check off. Your list may be surprisingly long. It is for most of us. Do not be dismayed... be determined! These incomplete or inadequate components of your life are draining your energy and attention.

Commit to taking action on the points that are costing you the most energy and/or attention. You know that one you think about all the time? Start there first.

Which points will you handle first?

Which points do you commit to resolving *within 30 days*?

Exercise #3:

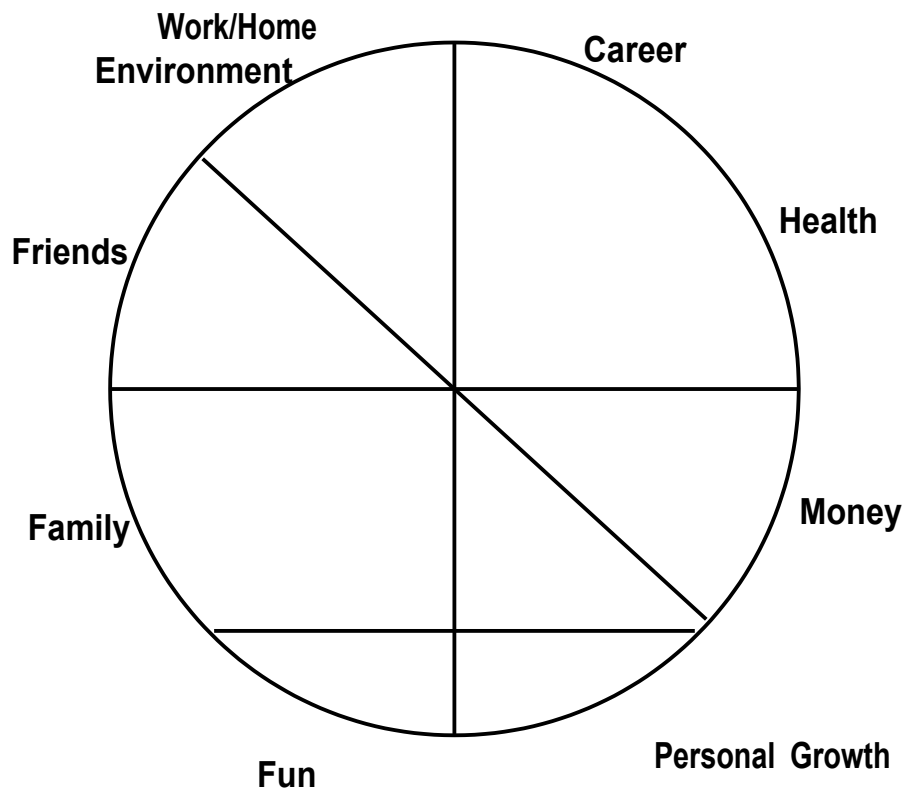
WHEEL OF LIFE

“Just as your car runs more smoothly and requires less energy to go faster and farther when the wheels are in perfect alignment, you perform better when your thoughts, feelings, emotions, goals, and values are in balance.”

– Brian Tracy

As they say, a picture is worth a thousand words, right? In this exercise, you’re going to build a picture of your life – and it’s going to tell you *a lot!*

The following wheel represents your life. On a scale of 0-10, where the center of the wheel is zero and the outer edge is 10, indicate your level of satisfaction in each area of your life by shading in that section of the wheel. (For example, if you’re fully satisfied, shade the entire section; if you rate that area of your life at a 5, start at the center and shade halfway to the edge.)



Once you've finished shading, take a look at the shape of your Wheel of Life. Is it full and smooth, or shrunken and jagged? What area of your life needs the most attention?

This wheel is the vehicle you are using to travel your path... how bumpy is your ride?

Choose an area of your life that you'd most like to improve and brainstorm three action steps that will improve your experience in that area. For example, if you scored low on Health, you could schedule an appointment with the doctor, join a gym, improve your diet, take vitamins, eat more nutritiously, and so on.

Commit to raising your rating by 1-2 points in the next week, and another increase within 30 days. With consistent steps in the right direction, a more rewarding path is only a matter of time.

Exercise #4:

KNOW YOUR PERSONAL NEEDS

“It is not in the pursuit of happiness that we find fulfillment,
it is in the happiness of pursuit.”

– Denis Waitley

Some people seem to have an amazing life... but they just don't seem very happy. Why is that? Chances are, they aren't getting all of their needs met.

Everyone needs food, water, shelter and sleep to live, but our personal needs go far beyond these basics. We each have our own unique combination of needs that must be met in order for us to be quick in the mind, strong in the body, stable in the emotions and balanced in life.

Life goes much more smoothly when we honour our personal needs. When we ignore them, they can drain the colour right out of your life – no matter how great your circumstances may be. Unhealthy patterns such as illness, emotional distress and addiction can develop. These create barriers in our lives and make it difficult to achieve success.

For the sake of self-investigation, let's define personal needs as: a unique recipe that lets you be at your best, all the time. This personal combination of factors might include things that make you feel appreciated, safe, or on track. Whatever your personal factors are, they ultimately enrich your ability to feel joy and satisfaction.

What does it take to feel fulfilled in life? It's actually quite simple! Thanks to modern psychology and Anthony Robbins, we have a basic recipe – and it's only six ingredients.

- 1. Stability.** We feel a sense of comfort from that which is predictable, stable and safe. When we know we can rely on certain things to be there for us – relationships, income, home, family, faith – we feel held and protected. From that rock-solid foundation, we develop the courage to explore, expand ourselves, and take risks.
- 2. Variety.** As they say, it's the spice of life! Without a regular infusion of something different, life gets very dull, very quickly. Any break from routine brings us into the moment, with a sharper sense of awareness and vitality. It's a wake-up call, a breath of fresh air, a reminder that our choices are endless and life can be brilliantly colourful.

3. **Significance.** When we feel important to someone or we're making a difference somewhere, our self-esteem goes through the roof. It's more than pride or confidence; it's goes straight to self-worth. When we know our effort, or even just our presence makes an impact, it makes everything we do seem more worthwhile.
4. **Love.** Romantic, familial, social, spiritual, impersonal, even self-love... all contribute to a sense of connectedness that every human being craves. Appreciation is a very effective gateway to feeling love, as is a sense of spirit or oneness. Whenever you want to receive more love... give more love!
5. **Growth.** It comes in many forms: changes, challenges, education, new experiences, a new mindset, even a simple conversation. Stretch beyond that which is familiar. Growth is expansive; it helps you become the person you always wanted to be.
6. **Contribution.** Striving to benefit others is a powerful way to feel deeply satisfied. Unselfish contribution generates energy and inspiration for everyone involved. It lifts our hearts, opens our minds, and enhances a sense of connection. More often than not, the giving spirit becomes a person's legacy.

All human beings are driven by these fundamental needs, but each of us needs them in a certain combination that is unique to us. For instance, I might need more Stability and Significance than you, but we both need these things to a certain extent. This becomes especially apparent in times of stress, fear or difficulty.

In the midst of challenges, what do you crave most? Or least?

What is the primary driving force in your life? Whatever it is, it impacts every area of your life – your decisions, how you spend your time, and what you find fulfilling. Understanding what YOU find more important helps you create a deeply satisfying life.

The wonderful thing about fulfilling these needs is that they generate energy and momentum. They become a healthy motivator; they are compelling! They make you want to engage more and more! And the more engaged you become, the happier you become.

There are certain aspects of life that can generate fulfillment in many – even all six! – categories. A healthy, happy family is one example; a stimulating social group, a “right for you” job, and charitable projects are also powerful sources of fulfillment.

What do *you* find fulfilling? Take a few minutes to jot down some ideas. The following page offers some questions to jumpstart your brainstorm.

1. Identify three ways that each of these core needs are showing up in your life.

- a. Stability: _____

- b. Variety: _____

- c. Significance: _____

- d. Love: _____

- e. Growth: _____

- f. Contribution: _____

2. What are your Top 2 Needs?

3. Which of the six Needs are not being met fully?

4. Now that you are aware of these Needs, what will you do differently?

Exercise #5:

LIVE YOUR VALUES

“When your values are clear to you, making decisions becomes easier.”

– Roy Disney

Our values are the things we consider to be important in life. When we are living according to our true values, we feel connected and at ease with ourselves.

To begin defining your own personal values, examine the list below and select 10 words that reflect what you consider most important. Feel free to add your own words as well.

Acceptance	Flexibility	Obedience
Accomplishment	Forgiveness	Open-minded
Achievement	Freedom	Order
Affection	Friendliness	Passion
Ambition	Generosity	Patience
Assertiveness	Gentleness	Peace
Beauty	Genuine	Positivity
Broadmindedness	Gratitude	Prayer
Capabilities	Happiness	Purpose
Caring	Hard Work	Reliability
Cheerfulness	Helpfulness	Respect
Cleanliness	Honesty	Responsibility
Commitment	Honour	Reverence
Compassion	Humility	Romance
Competence	Ideals	Self-control
Confidence	Independence	Self-discipline
Consideration	Integrity	Self-reliance
Consistency	Intelligence	Self-respect
Courage	Joy	Self-sufficiency
Courtesy	Justice	Service
Creativity	Kindness	Sincerity
Detachment	Knowledge	Steadfastness
Determination	Learning	Tact
Education	Lighthearted	Tenderness
Effective	Logic	Thankfulness
Enthusiasm	Love	Tidiness
Equality	Loyalty	Tolerance
Excellence	Moderation	Trust
Faith	Modesty	Truth
Family	Neatness	Unity

My Top 10 Values Are:

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Now, narrow this list down to five. Ask yourself, “What do I *really* value?” and “Which ones, when honoured, make the others less important?”

_____	_____
_____	_____

When personal values are defined, we become more attuned to them and better able to reflect them in our actions. This enhances our integrity.

Prioritize Your Values

Now that you have your top values identified, it’s time to rank them in the order of priority. Why? Because sometimes, deeply held values can conflict with each other. When we know which ones prevail over others, we gain insight and power to make meaningful decisions.

For example, if your short list of values includes both Family and Achievement, you may be scratching your head when a window of free time opens up. Should you finish up that lingering project or head out to the park with your kids?

Here’s how to steer clear of this kind of confusion.

1. Write each one of your top values on an index card.
2. Sort them according to priority.

3. Once you feel comfortable with the way you have them ordered, post them somewhere that you will see them often – on a wall, a bulletin board, even the refrigerator. Leave them up for a few days, maybe even a couple weeks, and refer to them often. Shift them around if you feel compelled to do so, re-ranking them until you settle on an order that feels right to you.
4. Once you feel certain that this order reflects your true, current values, take some time to create an Inspiration Board. Arrange your values on a piece of poster board, then assemble a collage of words, images and reminders that represent and support the things you value most.
5. Once you've completed your Inspiration Board, leave it alone. No more rearranging – at least, not for the next six months or so. After that, feel free to reconsider your Values to see if anything has changed for you.

Take it a step further:

If you feel called to do so, repeat this process with “aspirational” values – those traits and characteristics you would most like to develop in the near future. Again, sort and prioritize, then take time to be sure they are in order. Once you are clear, add supporting materials and post your Aspiration Board in a visible place.

This is more than inspiration – it's navigation!

Anytime you set a goal for yourself, see how well it aligns with your core values. Anytime you face a tough decision, check your board(s). Anytime you're making changes in your life, these reminders will help you stay the course. And if you're struggling to meet a goal, your values may show you why.

A few years ago, I set a great goal for myself: travel more! It seemed like an easy and compelling goal... but I really struggled to meet it. I was surprised, and to be honest, I really beat myself up for not making it happen. However, once I held it up against my Top 5 Values, my confusion cleared. Travel just wasn't as important to me as Health, Family, Achievement, Contribution and Creativity – and those are exactly where my time and energy had gone. Suddenly, I was feeling pretty good!

When you know what is most important to you, and you know you're acting on it, self-doubt quickly fades away.

Going Deeper: Explore What Your Values Mean to YOU

For every value that you hold dear, there is an entire constellation of ideas and beliefs that you associate with it.

For example, if Health is one of your values, you have a strong sense of what healthy means to you, and what it means to lead a healthy lifestyle. You have certain standards and expectations around honouring your health. For example, you might say, “If I work out three times a week, I feel good about my healthy lifestyle.”

Go back to your Top 10 Values list (page 22) and ask yourself, “What does it take to honour this Value? What are the ideas, standards or mindset I have around this Value?”

For example, if Love is on your list, what does it look like to live with Love? A daily phone call to family? Three hugs? A sweet atmosphere at home? What does Love look like to you?

The more you explore, clearer you become on who you are and what you want in your life. Use the lines below to start this process. What better way to invest the next few minutes?

Value #1: _____

Value #2: _____

Value #3: _____

Value #4: _____

Value #5: _____

Value #6: _____

Value #7: _____

Value #8: _____

Value #9: _____

Value #10: _____

Exercise #6:

ON A MISSION

“Somewhere deep within you is a song that plays softly always...
A song you can hear only if you’re very quiet, and very still...
A song of life and dreams and wisdom...
A call to adventure on a path that is uniquely yours.”
– Unknown

What is your mission in life?

If your answer is, “I don’t know” ... would you like to figure it out? Some people don’t want to think about a mission statement because it feels too big to wrap their minds around. If that sounds familiar, don’t worry... this exercise makes it easy.

A mission statement defines your core purpose in life – why you do what you do, and who you do it for. Franklin Covey defines it as, “An inner urge to pursue an activity or perform a service. A calling. What one intends to do or achieve.”

If that sounds lofty, think of it this way: Your mission guides your decisions; it inspires you; it gets you out of bed in the morning.

In her book *The Path: Creating Your Mission Statement for Work and Life*, Laurie Beth Jones writes that a good mission statement has three elements:

- 1. It’s no more than a single sentence.**
- 2. It could be easily understood by a 12 year old.**
- 3. It could be easily recited from memory.**

To begin thinking about your own mission, read the words below and select 10 that you might include in your own mission statement. (Feel free to use your own words as well.)

Accomplish	Associate	Command
Acquire	Believe	Communicate
Adopt	Brighten	Compel
Advance	Build	Compete
Affect	Call	Complete
Affirm	Cause	Compose
Alleviate	Choose	Conceive
Amplify	Claim	Confirm
Appreciate	Collect	Connect
Ascend	Combine	Consider

Construct	Identify	Reclaim
Contact	Illuminate	Reduce
Continue	Implement	Refine
Counsel	Improve	Reflect
Create	Improvise	Reform
Decide	Inspire	Regard
Defend	Integrate	Relate
Delight	Involve	Relax
Deliver	Keep	Release
Demonstrate	Know	Rely
Devise	Labor	Remember
Direct	Launch	Renew
Discover	Lead	Resonate
Discuss	Light	Respect
Distribute	Live	Restore
Draft	Love	Return
Dream	Make	Revise
Drive	Manifest	Sacrifice
Educate	Master	Safeguard
Embrace	Measure	Satisfy
Encourage	Mediate	Save
Endow	Model	Sell
Engage	Mold	Serve
Engineer	Motivate	Share
Enhance	Move	Speak
Enlighten	Negotiate	Stand
Enlist	Nurture	Support
Enliven	Organize	Surrender
Entertain	Participate	Sustain
Enthuse	Pass	Tap
Evaluate	Perform	Team
Excite	Persuade	Touch
Explore	Play	Trade
Express	Possess	Translate
Extend	Practice	Travel
Facilitate	Praise	Understand
Finance	Prepare	Use
Foster	Present	Utilize
Franchise	Produce	Validate
Further	Progress	Value
Gather	Promise	Venture
Generate	Promote	Verbalize
Give	Provide	Volunteer
Heal	Pursue	Work
Hold	Realize	Worship
Host	Receive	Write

My Top 10 Mission-Related Words:

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Now, narrow it down to three or four words.

_____	_____
_____	_____

The next step is to decide **who you live for** – children, family, others in general, some other group, cause, organization, or for yourself?

Now you have everything you need to assemble a personally compelling mission statement. Remember:

1. Keep it short – no more than a single sentence.
2. Make sure it would be easily understood by a 12 year old.
3. Keep it memorable.

My Mission Statement is:

Exercise #7:

JOIN THE 100 CLUB!

YOUR GUIDE TO CREATING 100 GOALS

One day Alice came to a fork in the road and saw a Cheshire cat in a tree.

“Which road do I take?” she asked.

“Where do you want to go?” was his response.

“I don’t know,” Alice answered.

“Then,” said the cat, “it doesn’t matter.”

– From “*Alice in Wonderland*” by Lewis Carroll

Goals are what we choose to achieve and create in life. The most compelling goals – and therefore, the easiest to achieve – are those that align with your personal needs, values and mission in life.

Many people stop setting goals for themselves. Perhaps they’ve seen too many fall by the wayside, neglected and unmet. They become disenchanted with the goal-setting process.

Please remember, a goal is not something to beat yourself up with, or measure yourself by. Goals are simply statements of what we want to experience!

The power of goals is this: when you focus attention on what you really want, and clarify it enough in your mind that you can clearly write it down, it sets in motion a whole series of unseen wheels – the wheels of your imagination, your subconscious mind, your sense of what’s possible, even the wheels of the metaphysical world. Everything starts lining up to support your desired experience.

But if you’re too timid to declare what you really want, not much is going to happen. So let’s get dreaming again!

This exercise challenges you to set 100 personal goals. That’s right, 100!

Now, don't panic... these goals can range from small, simple objects you would like to buy someday to huge, long cherished dreams. And the point of this exercise isn't to make you commit to all 100 goals... it's to get you dreaming again.

Let go of any worry about appearing greedy or selfish and have fun with this. At least 10% of these goals should be a bit wild and crazy, so don't hold back. This is not the time or place to be shy, so don't judge or censor yourself. Think of this list as a creative art project.

If you used to dream of running a farm in the mountains, or working in a tree-house studio, or driving a luxury car that runs on vegetable oil, write that down – even if you're not sure how to make this a reality in your life.

To jump start your goal-setting process, use the following questions to help you rediscover what you really want.

Whom do I admire?

What we are attracted to in others often points to hidden or underdeveloped desires, personality traits, and talents within ourselves. What do you find admirable in others? Is it financial success, an adventurous lifestyle, courage, moral integrity, altruism, artistic genius or something else?

Make a list of 10 people you admire, and think about what impresses you about them. This process is known as "goal modeling" and it can be very revealing!

List 10 people you admire and why:

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

Which activities make me feel “in flow” or lose track of time?

When we’re doing the activities that align with our natural strengths, we often lose track of time or get in a state of flow. Thinking about what activities bring you into this state can give you clues about what you would most like to include in your life.

List 5 favourite activities:

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

What did I enjoy doing as a child?

Some children are encouraged in areas where they show aptitude and interest. Others are discouraged because their particular passions were considered silly, impractical, or they simply went unnoticed. Some lose touch with these interests, especially perfectionists who developed insecurities about being “good enough” after hearing criticism or experiencing competition. What activities and interests were your childhood favourites? This can provide clues about your hidden and underdeveloped talents.

List five favourite childhood activities:

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

What roles do I play in my life?

Think about the roles you play in both your professional and personal life. Some sample roles might be salesman, parent, spouse, little league coach, friend or mentor. Define what roles you currently play and would like to play, and think about what you would like to accomplish in these areas.

List 10 roles you currently play in your life, or would like to:

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

What would I attempt to do if I knew I could not fail?

How would I create my life if I knew I could have anything? Think about the ideal home, work, travel, financial and romance life.

Where do I want to go?

Whom do I want to see?

How do I want to spend my time?

What legacy do I want to leave behind for future generations?

What do I want to be known for?

Many people encounter some internal resistance to completing this exercise. (“I can’t come up with 100 goals! I give up!) This is normal. Take your time and be patient with yourself if self-examination becomes uncomfortable. Setting 100 goals is quite a goal in itself!

After you create your list, review it frequently. This keeps you in touch with the things that are most important to you.

To give your goals a boost, add this: **“I’m now ready, willing and able to** (state the goal).” This phrase engages the support of your subconscious mind and helps you release any idea of “impossible” or “unworthy.”

Take time to daydream about your goals, imagining that you already have what you want, and *feel* how much excitement and gratitude you’ll have when your goals are realized.

At the end of the year, build a list of 100 things you did over the past year that you’re proud of. These things could be as simple as having an important conversation, as long as you’re glad you did them.

Then review your list of 100 goals. Do you see any that need updating? Do so at least once a year.

TIP For a Goal Setting Cards Kit, see page 40.

7 Goal-Setting Guidelines

To keep them powerful and motivating, your goals must be:

PERSONAL

Goals must be about you, not about changing, competing with, comparing yourself to, or trying to please anyone else. Your goals must respect the free will of other people.

HANDWRITTEN

Goals should be written by hand on paper. Index cards are an excellent way to do this, as using cards facilitates reviewing and sorting goals into categories. You may wish to create categories for your goals, such as home, career, relationships, material items, health, travel, skills to learn, people to meet, etc.

POSITIVELY STATED

Express the goals in a positive way, stating what you DO want instead of what you don't. "I am no longer sick" is a negative statement. "I am healthy" is positive.

STATED IN PRESENT TIME

Write out the goals as if they are happening now and you already have what you are asking for. Example: "I write books that appear on the New York Times bestseller list."

MEASURABLE

Be specific enough that you can determine when the goal has been achieved. If it cannot be measured, then it is still a dream. Keep defining the dream until you come up with a goal. "I want to be the best coach in Canada" is still a dream. "I win the ICF award for best Coach in Canada" is a goal.

ALIGNED WITH TRUE FEELINGS

Goals are far more achievable when they are aligned with our essential and true desires. As you develop goals, think about why that particular objective has captured your attention. Imagine achieving the goal, and how that would make you feel. Why? Be as honest as possible with yourself about your motivations.

UPDATABLE

You can modify or add to your list whenever you choose. The goals are yours to shape and sculpt with care and creativity over time. There are no mistakes in this exercise. You can change your mind whenever your feelings, situation, or perspective changes.

Exercise #8:

CONTINUE TO DEVELOP YOUR VISION

“Go confidently in the direction of the life you have imagined.”
– *Henry David Thoreau*

This process of self investigation that you’ve been working on gradually unfolds into a process of designing your life.

Your vision is how you see yourself in the future. Based on what you know about yourself – your needs and goals, your values and mission – what is your vision for your life? What kind of life do you want to be living in 5 years, 15 years, or even further along?

A fun way to develop your vision and help it materialize is to create a collage on poster board. You can use pictures cut from magazines or printed out from the Internet, paints, ink, feathers... anything that makes you smile.

Some things you might like to include are images of places you might like to live or travel to, people you would like to meet, and other images that reflect where you would ultimately like to be.

By building a visual and tactical representation of your vision, it becomes more real to the parts of you that doubt it will ever happen.

As you continue on your path, remember...

“Somewhere deep within you is a song that plays softly always...
A song you can hear only if you’re very quiet, and very still...
A song of life and dreams and wisdom...
A call to adventure on a path that is uniquely yours.
Take time to listen, to the song of your soul
And see where it leads you.”

– *Unknown*

What I Have Learned in 50+ Years of Life

by Margaret Page

I have learned that . . .

. . . everybody needs something useful to do, something to look forward to, and someone to enjoy life with.

. . . life is better when it involves singing and dancing and listening to stories.

. . . if you want to grow as a person, you have to take action to make that happen.

. . . exercising is even better for the mind and the soul than it is for the body.

. . . making changes is much like exercising – so hard to get started but once you do, you feel better.

. . . taking three deep breaths – in through the nose and out through the mouth – can diminish the effects of anything negative and enhance the effects of anything positive.

Positive Thoughts

. . . when I'm around positive thinkers and visionaries, I think positive thoughts. And when I'm around people who think small and in negative ways, I have to remind myself to think positive. Then they, too, can enjoy positive pleasures spilling over to them.

. . . the talks I had with my father growing up were among the most important conversations of my entire life.

. . . having a grandchild helps you enjoy the pleasure of a slobbery kiss and discover the magic of the world every day.

. . . step moms aren't evil if you give them half a chance.

. . . most problems have a simple solution. The truth is that most people don't really want the problem solved.

. . . sometimes I'd like to accomplish more than I do, but I respect that there's a right time and place for everything.

Part of the Tapestry

- . . . I probably won't solve any world problems, but I can be one part of the tapestry that makes the world a better place.
- . . . one tiny word of encouragement can make a mountain of difference to someone.
- . . . being compassionate and understanding is marvellous, but sometimes people need to be firmly pushed in a positive direction.
- . . . basking in the warm sun on the beach may harm the skin, but it certainly soothes the soul.

Laughter and Joy

- . . . life can be filled with laughter and joy no matter the circumstances, but it's up to each of us to search and find that laughter and joy.
- . . . it is so much easier to start a love affair than to end it.
- . . . in today's world, there are busy people and then there are busy people. The first group *does* things; the second group *accomplishes* things.
- . . . not everyone plays by the same rules.
- . . . people don't always mean what they say or say what they mean.

What's Inside

- . . . what we see in others often reflects what's inside of us.
- . . . if you have two or more people who think exactly alike, one or more likely isn't needed for the project.
- . . . if people wear a chip on their shoulders, you can get it off by letting them take a bow.
- . . . wrinkles don't hurt and age is just a number.

Wishes really do come true.

About the Author



Margaret Page is a professional Business Coach and Life Coach who guides individuals along the path to success, providing the encouragement and support they need to live a life less ordinary.

A highly skilled facilitator and communicator, she provides clients with essential skills and tools, helping them to build the clarity, creativity, and confidence required to handle any situation they encounter with confidence.

From entrepreneurs to athletes, business professionals and people in transition, she works in close partnership with all her clients, laying the groundwork for success through encouragement, motivation and inspiration.

More specifically, she helps people:

- Gain the confidence of knowing where they are going and why
- Strengthen and deepen self awareness
- Identify what they really want
- Learn to live life at a whole new level
- Turn creativity into a positive lifestyle.

Margaret is a member of the International Coaching Federation and graduate of CoachU. She is a licensed Master Practitioner of NLP. Margaret is also a Corporate Etiquette & International Protocol Consultant, certified by the Protocol School of Washington. She offers customized coaching programs for individuals and engaging presentations for organizations.

With many years of experience as a business person, entrepreneur and leader, Margaret is committed to helping you create a vibrant and rewarding life – the life of your dreams.

To find out if coaching is right for you, schedule a complimentary call by sending an e-mail to margaret@margaretpage.com or calling 604.741.1866

Additional Resources from Margaret Page

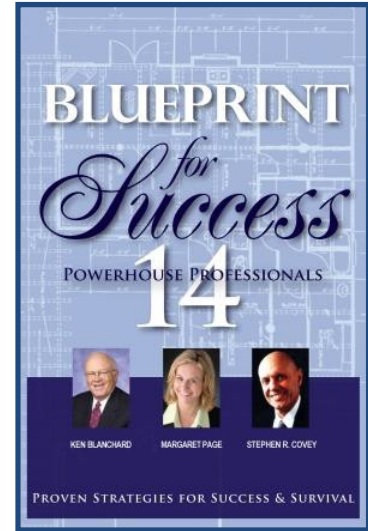
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Referencing your goals on a daily basis is a powerful way to achieve your deepest desires. So, where do you write down your goals? How do you keep yourself on track?

Goal-Setting Cards are a great way to stay focused and accountable to the things that matter most. Give yourself a boost of motivation by adding these cards to your collection of self-empowering tools. You're worth it! *To order a set, please contact Margaret Page at margaret@margaretpage.com.*

