



Eliciting Your Values

Step 1: Understanding Your Imposed Values

Action:

- In the left column, write down all the things that you have been told that you '*ought*' to be doing or that you '*should*' be doing with your life.
- In the right column, write down *where* each of these ideas or imposed values have come from.

What I've been 'told' or 'should' do in life.	Where this idea came from.
<i>E,g, Save money</i>	<i>Father, wealth building books.</i>

Step 2: Understanding What You Love to Do

Now, looking at the next template I want you to write down everything that you love to do.

Complete the statement 'I love to...' as often as you can, each time identifying a different activity that you truly love. Be honest and true with yourself. Don't feel pressured to write anything that you feel you 'should' write.

For example:

- I love to... *spend time with my children*
- I love to... *go out to dinner at a quiet restaurant with my friends*
- I love to... *grow my business*
- I love to... *negotiate complicated deals*

Do this now.

The next page has a whole page for this.

The purpose of this exercise is to elicit the things that you are most passionate about, that energise you and that are truly important to you.

Now, look over what you wrote. In the box to the right, put a check next to the activities that you find *most* inspiring.

Step 3: Understanding Your Voids and Pains

Action:

- Identify your 10 biggest sources of void or pain in your life
- Rank these voids or pains as to how much it has affected your life

Top 10 Sources of Void or Pain in my Life

Sources of Pain or Void	Rank
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	

Action:

- For your top 5 voids or pains, write three ways in which this has or will benefit your life.

How these Voids or Pains Benefit Me

Sources of Pain or Void	Benefits
<i>eg Stressful and limited job.</i>	<i>eg Realisation that I want to do something bigger</i>
	<i>eg Realisation that I will always be in a similar situation unless I do something different</i>
	<i>eg I have developed a tonne of great contacts and a solid reputation from my work</i>

Sources of Pain or Void	Benefits

Sources of Pain or Void	Benefits

Sources of Pain or Void	Benefits

Sources of Pain or Void	Benefits

Sources of Pain or Void	Benefits

Step 4: 10 Questions to Elicit Your Values

For each of these questions, I want you to **write 3 examples of each.**

1. How do you spend your time?

Example 1:
Example 2:
Example 3:

2. How do you spend your energy?

Example 1:
Example 2:
Example 3:

3. How do you spend your money?

Example 1:
Example 2:
Example 3:

4. Where do you have the most order and organisation?

Example 1:
Example 2:
Example 3:

5. Where are you most reliable, disciplined and focused?

Example 1:
Example 2:
Example 3:

**6. What dominates your thoughts? What do you visualise most?
What do you most often talk to yourself about?**

Example 1:
Example 2:
Example 3:

7. What do you talk about in social settings?

Example 1:
Example 2:
Example 3:

8. What inspires you?

Example 1:
Example 2:
Example 3:

9. What goals stand out in your life that have stood the test of time?

Example 1:
Example 2:
Example 3:

10. What topics do you love to study, read about or research?

Example 1:
Example 2:
Example 3:

Step 5: Identify Your Top 10 Values

Looking back over your answers for steps 1 to 4, pull out the key themes and the answers or values that seem to repeat, be a constant or that resonate with you the most.

Comprehensive List of Values (A-E)

This is a long list of values but it is certainly not exhaustive. So perhaps there are additional values that you have already thought of or that you are prompted to think of which I encourage you to use!

Abundance	Amusement	Bravery	Congruency	Curiosity	Dreaming
Acceptance	Anticipation	Brilliance	Connection	Daring	Drive
Accessibility	Appreciation	Buoyancy	Consciousness	Decisiveness	Duty
Accomplishment	Approachability	Calmness	Conservation	Decorum	Dynamism
Accountability	Approval Art	Camaraderie	Consistency	Deference	Eagerness
Accuracy	Articulate	Candour	Contentment	Delight	Ease
Achievement	Artistry Assertiveness	Capability	Continuity	Dependability	Economy
Acknowledgement	Assurance	Care	Contribution	Depth	Ecstasy
Activeness	Attentiveness	Carefulness	Control	Desire	Education
Adaptability	Attractiveness	Celebrity	Conviction	Determination	Effectiveness
Adoration	Audacity	Certainty	Conviviality	Devotion	Efficiency

Adroitness	Availability	Challenge	Coolness	Devoutness	Elation
Advancement	Awareness	Change	Cooperation	Dexterity	Elegance
Adventure	Awe	Charity	Cordiality	Dignity	Empathy
Affection	Balance	Charm	Correctness	Diligence	Encouragement
Affluence	Beauty	Chastity	Competition	Country	Direction
Aggressiveness	Being the best	Completion	Courage	Directness	Endurance
Agility	Belonging	Composure	Courtesy	Discipline	Energy
Alertness	Benevolence	Concentration	Craftiness	Discovery	Enjoyment
Altruism	Bliss	Confidence	Creativity	Discretion	Entertainment
Amazement	Boldness	Conformity	Credibility	Diversity	Enthusiasm
Ambition			Cunning	Dominance	Environmentalism
					Ethics

Comprehensive List of Values (E-P)

Euphoria	Excellen	Firmness	Heart	Intensity	Loyalty	Organization
ce		Fitness	Helpfulness	Intimacy	Majesty	Originality
Excitement		Flexibility	Heroism	Intrepidness	Making a	Outdoors
Exhilaration		Flow	Holiness	Introspection	difference	Outlandishness
Expectancy		Fluency	Honesty	Introversion	Marriage	Outrageousness
Expediency		Focus	Honour	Intuition	Mastery	Partnership
Experience		Fortitude	Hopefulness	Intuitiveness	Maturity	Patience
Expertise		Frankness	Hospitality	Inventiveness	Meaning	Passion
Exploration		Freedom	Humility	Investing	Meekness	Peace
Expressiveness		Friendliness	Humour	Involvement	Mellowness	Perceptiveness
Extravagance		Friendship	Hygiene	Joy	Meticulousness	Perfection
Extroversion		Frugality	Imagination	Judiciousness	Mindfulness	Perkiness

Exuberance	Fun	Impact	Justice	Modesty	Perseverance
Fairness	Gallantry	Impartiality	Keeness	Motivation	Persistence
Faith	Generosity	Independence	Kindness	Mysteriousness	Persuasiveness
Fame	Gentility	Individuality	Knowledge	Nature	Philanthropy
Family	Giving	Industry	Leadership	Neatness	Piety
Fascination	Grace	Influence	Learning	Nerve	Playfulness
Fashion	Gratitude	Ingenuity	Liberation	Nonconformity	Pleasantness
Fearlessness	Gregariousness	Inquisitiveness	Liberty	Obedience	Pleasure
Ferocity	Growth	Insightfulness	Lightness	Open-	Poise
Fidelity	Guidance	Inspiration	Liveliness	mindedness	Polish
Fierceness	Happiness	Integrity	Logic	Openness	Popularity
Financial	Harmony	Intellect	Longevity	Optimism	Potency
independence	Health	Intelligence	Love	Order	Power

Comprehensive List of Values (P-Z)

Practicality	Reputation	Sensuality	Stillness	Unflappability	Worthiness
Pragmatism	Resilience	Serenity	Strength	Uniqueness	Youthfulness
Precision	Resolution	Service	Structure	Unity	Zeal
Preparedness	Resolve	Sexiness	Success	Usefulness	
Presence	Resourcefulness	Sexuality	Support	Utility	
Pride	Respect	Sharing	Supremacy	Valour	
Privacy	Responsibility	Shrewdness	Surprise	Variety	
Proactivity	Rest	Significance	Sympathy	Victory	
Professionalism	Restraint	Silence	Synergy	Vigour	
Prosperity	Reverence	Silliness	Teaching	Virtue	
Prudence	Richness	Simplicity	Teamwork	Vision	
Punctuality	Rigor	Sincerity	Temperance	Vitality	
Purity	Sacredness	Skilfulness	Thankfulness	Vivacity	

Rationality	Sacrifice	Solidarity	Thoroughness	Volunteering	
Realism	Sagacity	Solitude	Thoughtfulness	Warm-	
Reason	Saintliness	Sophistication	Thrift	heartedness	
Reasonableness	Sanguinity	Soundness	Tidiness	Warmth	
Recognition	Satisfaction	Speed	Timeliness	Watchfulness	
Recreation	Science	Spirit	Traditionalism	Wealth	
Refinement	Security	Spirituality	Tranquillity	Wilfulness	
Reflection	Self-control	Spontaneity	Transcendence	Willingness	
Relaxation	Selflessness	Spunk	Trust	Winning	
Reliability	Self-reliance	Stability	Trustworthiness	Wisdom	
Relief	Self-respect	Status	Truth	Wittiness	
Religiousness	Sensitivity	Stealth	Understanding	Wonder	

My Top 10 Values

(unranked)

	My Values	
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		

Step 6: Creating Your Values Hierarchy

Write your final, ranked list on the next page of the downloaded template (as shown below). This is the one-page you should really want to keep close-by moving forward.

My Top 10 Values

	My Values
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	

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