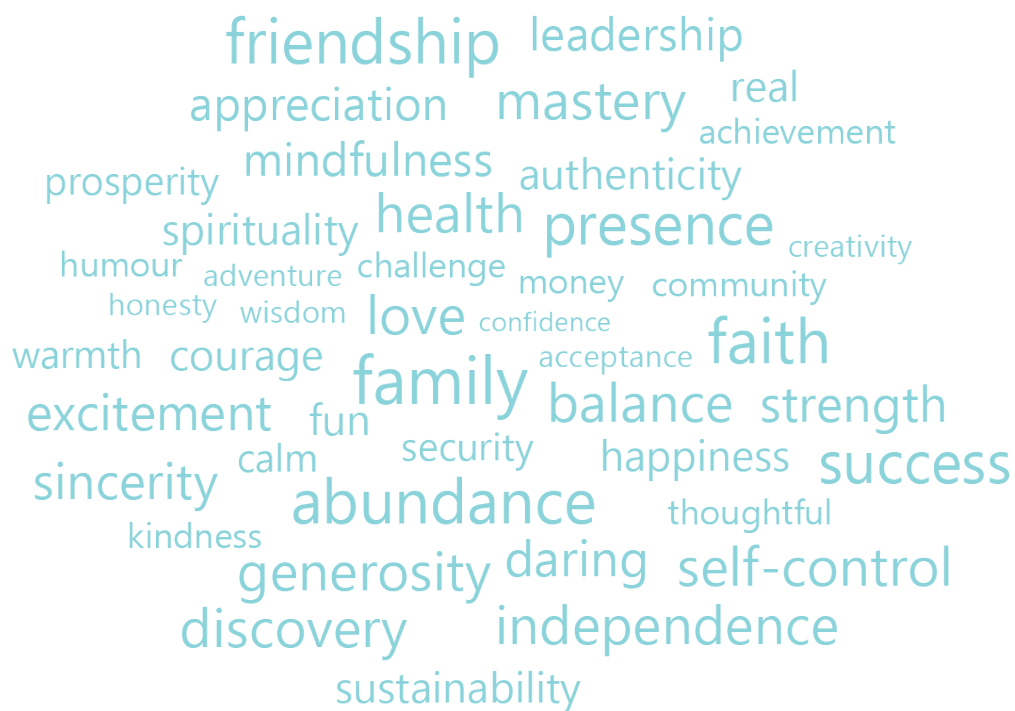


Your Values Drive Your Decisions

Step 1: Identifying your core values

This exercise should be done solo, when there is time to reflect and think. Looking at the word cloud below, take time to reflect on the words – making sure you consider each word regardless of its size.

As you do this, some words will resonate more strongly than others and you will begin to narrow down your preferences. Once you have narrowed down the four words that resonate most strongly, underline them.



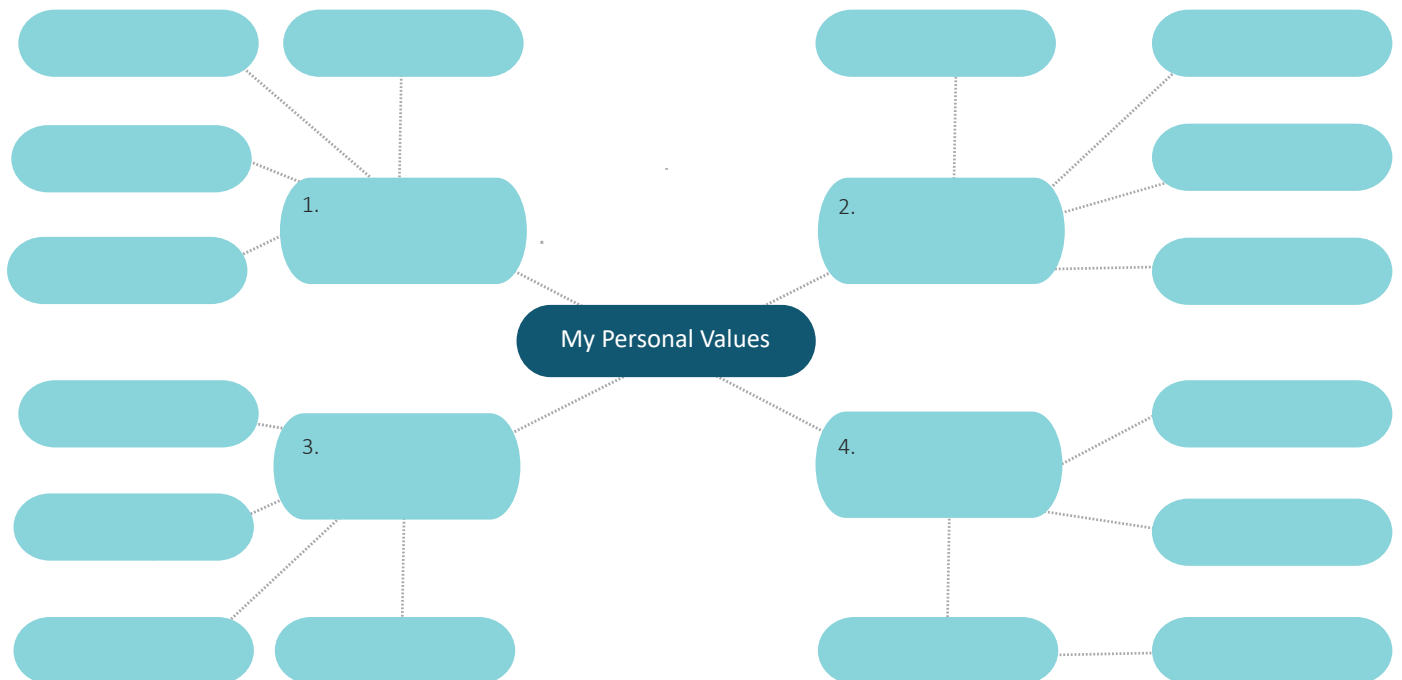
Step 2: Identifying your emotional pay-offs

Now transfer your chosen words into the numbered boxes in the Values Map below. Once you have done this, for each of the values you have chosen ask yourself the question: 'What's important about _____to me?'

Let's say you have chosen Family as your number one value. The question will be, 'What's important about family to me?' Write in the empty spaces the answers that come to mind. In completing this exercise it is important to think deeply and consider what is important to you, personally.

For example, under Family you might write, 'Providing the best education I can for my children'. So now ask yourself, 'What's important about providing the best education I can for my children to me, personally?' You might answer something like, 'So I can be the best provider I can be' or 'Enjoy the satisfaction of seeing my children do well'.

Having completed the pay-offs for the first value, continue until you have completed them all.



Step 3: Comparing notes

Once you have completed your Values Map, sit back and take in the results. We find that people really enjoy the opportunity to reflect and think about the things that are important to them.

If you have a partner it's now time to compare notes with them. What were the similarities and differences? How do these differences play out on a day-to-day basis as you live your lives together?

Step 4: Reflection

The final step is to reflect on the work you have done so far. As you look at the values you have documented, ask yourself the following question: 'If I lived a life in line with my values, what would my reflection be?' At this point you are likely to respond with something like, 'Absolute satisfaction' or 'I could die with a smile on my face'. It is when you have a response like this that we know you have really connected with your deepest and most important values.

The Values Map below provides a completed example to illustrate what you will end up with when the exercise is finished.

