

A person wearing a hard hat and safety vest is shown in a dark, industrial setting. They are holding a tool and pointing towards the left. A toolbox is visible on the ground in the foreground. The background is dark and slightly out of focus.

# **FINDING YOUR PURPOSE**

**SECTION 3**



## 13 VALUE DETERMINATION QUESTIONS

**QUESTION 1** HOW DO YOU FILL YOUR SPACE? .....

**QUESTION 2** HOW DO YOU SPEND YOUR TIME? .....

**QUESTION 3** HOW DO YOU SPEND YOUR ENERGY WHAT ENERGISES YOU MOST? ..

**QUESTION 4** HOW DO YOU SPEND YOUR MONEY? .....

**QUESTION 5** WHERE ARE YOU MOST ORDERED & ORGANISED? .....

**QUESTION 7** WHAT DO YOU THINK ABOUT MOST? .....

**QUESTION 8** WHAT DO YOU VISUALISE & REALISE MOST? .....

**QUESTION 9** WHAT DO YOU TALK TO YOURSELF ABOUT MOST? .....

**QUESTION 10** WHAT DO YOU TALK TO OTHERS ABOUT MOST? .....

**QUESTION 11** WHAT ARE YOU MOST INSPIRED BY? .....

**QUESTION 12** WHAT GOALS HAVE YOU CONSISTENTLY SET & ACHIEVED MOST?.....

**QUESTION 13** WHAT DO YOU LOVE LEARNING ABOUT MOST? .....



## QUESTION 1 HOW DO YOU FILL YOUR SPACE?

# 1

- Look at both your personal (home) & professional (work) space
- Write down only those people or items that you consistently engage with
- Note the items most dominant use is (for those items with multiple uses)



### IDEAS

### TOP THREE

### SECTION 4

1		□
2		□
3		□



### IDEAS

books ; golf clubs ; filming equipment ;  
 computer ; mobile phone ; fiancé ;  
 family photos ; friends ; journals ;  
 business partner ; white board ; clothes ;  
 exercise equipment

### TOP THREE

### SECTION 4

1	Computer – consult clients	A
2	Books – research HB	B
3	Journals – writing insights	C



## QUESTION 2

### HOW DO YOU SPEND YOUR TIME?

# 2



- What do you consistently spend the majority of your time on?
- What does time at work represent to you (finances, learning, social, etc?)
- Don't write down what others label to be important (social imperatives)



IDEAS

TOP THREE

SECTION 4

1

2

3



IDEAS

TOP THREE

SECTION 4

Consulting with clients; personal development; reading & learning; gym; spending time with fiancé; managing personal wealth; social media; meditating; creating content for courses

1

Consulting with clients

A

2

Reading & learning

B

3

Creating content

C



## QUESTION 3

### HOW DO YOU SPEND YOUR ENERGY WHAT ENERGISES YOU MOST?

# 3



- What task, work or thing are you most energised by, what turns you on?
- Don't include things that give you short term elation and excitement, it has to be something that you consistently do.



IDEAS

TOP THREE

SECTION 4

1

2

3



IDEAS

TOP THREE

SECTION 4

Consulting with clients; research wrt human behaviour; organising finances; gym; talking to fiancé; master planning my business; presenting workshops

1

Working with clients

A

2

Presenting workshops

D

3

Research – finding new insights

B



## QUESTION 4

### HOW DO YOU SPEND YOUR MONEY?

# 4



- What do you always spend money on and find money for?
- Take an honest look at your bank statements to see what you actually spend your money on most?
- Don't write down what others label to be important (social imperatives)



IDEAS

TOP THREE

SECTION 4

1

2

3



IDEAS

TOP THREE

SECTION 4

Save & invest; business development;  
 travel; food fiancé; books; clothing; rent;  
 gifts, educational courses,

1

Saving & investing

E

2

Educational courses

B

3

Business development

F



## QUESTION 5

### WHERE ARE YOU MOST ORDERED & ORGANISED?

# 5



- Which areas are most ordered compared to the other areas in your life?
- Don't write down those areas that are chaotic that you WISH were more structured but haven't taken action on organising as yet



IDEAS

TOP THREE

SECTION 4

1

2

3



IDEAS

TOP THREE

SECTION 4

**Consulting schedule; Research HB;**  
~~exercise regime; diet plan; emails; client~~  
~~dynamics & agenda; financial house~~

1

Consulting schedule

A

2

Finances & investments

E

3

Research

B



## QUESTION 6

WHERE ARE YOU MOST DISCIPLINED, RELIABLE, FOCUSED?

6



- What three things does nobody have to remind you to do?
- Don't judge what you do as right or wrong, simply write it down
- Don't write down the things you think you are "supposed to do"



IDEAS

TOP THREE

SECTION 4

1

2

3



IDEAS

TOP THREE

SECTION 4

**Saving money; expanding my knowledge; exercising; eating healthy; time with family; consulting & teaching clients**

1

Consulting & teaching clients

A

2

Saving & investing money

E

3

Expanding my knowledge

B





## QUESTION 7

### WHAT DO YOU THINK ABOUT MOST?

# 7



- Do not write down transient distractions or self-deprecating thoughts
- What do you repeatedly think about regarding how you would love your life to BE, what you would love to DO, and what you would love to HAVE



IDEAS

TOP THREE

SECTION 4

1

2

3



IDEAS

TOP THREE

SECTION 4

Solving client's challenges; ~~how to~~  
empower each area; **creating courses;**  
~~financial goals; personal relationships;~~  
**personal mastery**

1

Solving clients challenges

A

2

Creating courses

C

3

Personal mastery (embody ideas)

G



## QUESTION 8

### WHAT DO YOU VISUALISE & REALISE MOST?

8



- What do you visualise yourself accomplishing?
- So as to avoid writing down fantasies make sure to identify only that which you have evidence of in your life today (are taking consistent action towards)



IDEAS

TOP THREE

SECTION 4

1

2

3



IDEAS

TOP THREE

SECTION 4

Having polymathic knowledge - hb;  
international speaker; thought leader;  
online entrepreneur; financially wealthy

1

Polymathic knowledge – HB

B

2

Speaker

D

3

Financially wealthy

E



## QUESTION 9

### WHAT DO YOU TALK TO YOURSELF ABOUT MOST?

# 9



- Do not write down your negative self-talk
- What is the common theme across the conversations you are consistently having with yourself?



IDEAS

TOP THREE

SECTION 4

1

2

3



IDEAS

TOP THREE

SECTION 4

Solving clients baggage; keys to effective relationships; strategy empowering 7 areas; ~~creating a brand; latest products being developed;~~ **awakening jeanious in others**

1

Solving clients emotional baggage

A

2

Strategies empowering 7 areas

C

3

Awakening jeanious in others

D



## QUESTION 10

WHAT DO YOU TALK TO OTHERS ABOUT MOST?

**10**



- What do you always want to bring the conversation around to?
- What does nobody have to remind you to talk about in social settings?
- Where are you an extrovert, which topics keep you engaged?



IDEAS

TOP THREE

SECTION 4

1		
2		
3		



IDEAS

TOP THREE

SECTION 4

Latest research insights; ~~business~~;  
 factors inhibiting personal life; ~~possible~~  
~~speaking engagements~~; building a  
 fulfilling career

1	Latest research insights	B
2	Factors inhibiting purposeful life	A
3	Building a fulfilling career	F



## QUESTION 11

WHAT ARE YOU MOST INSPIRED BY?

**11**



- What is common to all the people, things, insights, experiences or events that have repeatedly inspired you?
- Do not judge what inspires you as being insignificant or not substantial enough, honour what it is that you are most inspired by.



IDEAS

TOP THREE

SECTION 4

1

2

3



IDEAS

TOP THREE

SECTION 4

Seeing the hidden order; mastery in action; helping people overcome adversity; entrepreneurs connection to expression; individuals expressing themselves masterfully

1

Seeing hidden order / purpose

A

2

People being authentic self

G

3

People mastering their craft

D



## QUESTION 12

WHAT GOALS HAVE YOU CONSISTENTLY SET & ACHIEVED MOST?

# 12

- This is a look at your past goals and accomplishments, do not list those goals that you have set for the future which you hope to come true
- Only list those goals that you have accomplished, that you have proof of.



IDEAS

TOP THREE

SECTION 4

1

2

3



IDEAS

TOP THREE

SECTION 4

Expanding personal knowledge; entrepreneurship; international speaker; authority in human behaviour; **teaching & sharing knowledge**; loving personal relationship; **building a business - HB**

1

Expanding my knowledge (HB)

B

2

Teaching & sharing knowledge

D

3

Building business teaching HB

F



## QUESTION 13

### WHAT DO YOU LOVE LEARNING ABOUT MOST?

# 13



- Which topics do you have the greatest curiosity for, ask the most questions about and yearn to learn the most about?
- What is a common theme across the books, podcasts, videos or articles you engage with?



**IDEAS**

**TOP THREE**

**SECTION 4**

1

2

3



**IDEAS**

**TOP THREE**

**SECTION 4**

**Human behaviour; Nature of Universe;**  
**Marketing; Financial Wealth Creation;**  
**Communication; Entrepreneurship;**  
**relationships; family dynamics**

1

Human Behaviour

A

2

Financial wealth creation

E

3

Entrepreneurship

F