
Identifying Your Values

Living your life "in integrity" means your words match your actions, which match your beliefs. When you are living your life in harmony with your values, you naturally have more energy. Clarifying what really matters to you, knowing what you stand for, can be incredibly liberating.

The objective of this exercise is to identify the values that represent who you are. Using the *List of Potential Values* you will review the list multiple times, crossing off more items each time, until you have narrowed the list down to the values that reflect you, your core values. What's the right number? It's different for everyone, but a good goal would be between 5 and 10.

Directions

1. Read through the *List of Potential Values* found on the next page.
2. The first time through, read the list quickly. If a potential value resonates with you in any way, leave it alone. If not, cross it off.
 - ◆ The first time through you will probably only remove 25-50% of the words.
 - ◆ If there are choices that seem missing, add them to the bottom of the list.
3. Go through the remaining list again, this time asking "Does this REALLY matter to me? Or is it something I think I SHOULD value?" If it's a "should", cross it off.
4. The next time through the list ask yourself "Is this something I feel passionate about? Something that I find myself doing/expressing naturally most of the time? Something that I can't imagine myself not expressing?" Cross off those items that do not invoke strong [positive] emotions.
5. Review the list again. This time ask yourself, "What feeling does the absence of this value invoke in me? Cross off those potential values that do not invoke a sense of anger or other strong [negative] emotion.
6. As you look at your remaining list, are there words that seem very close in meaning? Clarify the difference for yourself and only keep the one that is most "you".
7. If you have more than ten items at this point, please repeat steps 2 through 6, using only your remaining items. The clarity you've gotten by going through this exercise once should allow you to quickly go through the steps, fine-tuning your list as you go.
8. Once you've narrowed the list to ten items or less, ask yourself the following question: "Would I be willing to go to jail rather than be unable to express this value?" If not, while the item is certainly something that's important to you, it is not a core value. Cross it off the list.

Note: Crossing something off the list doesn't mean it's not a value or an ideal you wish to live by. For example, deciding that Justice isn't a core value doesn't mean that you believe in Injustice. It just means that it has a lesser priority than items you ultimately identify as core values.

Congratulations! You've just identified your core values!

Now what do you do with them? **Live by them!** Remember, you always have been. The only difference is that your ability to do so on a conscious level will be enhanced, allowing you to make better and quicker decisions than you ever have before.

Look around at the people, things and situations [P/T/S] in your life. Ask yourself "Does this P/T/S support my values? How?" Let yourself get very clear on this. If the answer is "No", it's important to ask yourself if the P/T/S is serving you in any way. Is the P/T/S in your life so that you can learn from it? If so, try to identify what the lesson is and learn it as quickly as possible.

Also take the time to look at your goals. When a goal is in harmony with your values, the natural energy around it provides a momentum that allows you to take the necessary action "without effort". Take a close look at the goals that have been around for a long time. You may find that they're really things you feel you "should" want. Let them go. The guilt associated with not working on these goals is wasting energy you could be using to produce the results you really want!

LIST OF POTENTIAL VALUES

Accountability	Connection	Financial Security
Autonomy	Cooperation	Frugality
Empowerment	Family	Possessions
Order	Family Happiness	Property
Personal Authority	Family/Belonging	Safety/Survival
Responsibility	Friendship(s)	Security
Stability	Intimacy	Wealth
Accomplishment	Involvement	Free Time
Achievement	Love/Warmth	Freedom
Advancement	Relationships	Happiness
Competitiveness	Support	Laughter/Fun
Control	Contemplation	Play
Duty	Continuous Learning	Sensory Pleasure
Fame	Education	Health
Power	Growth	Vitality
Productivity	Intellect	Well-Being
Recognition	Knowledge	Diversity
Social Prestige	Learning	Encouragement
Success	Personal Growth/ Development	Generosity
Effort	Reflection	Helpfulness
Work	Research	Honesty
Work/Confidence	Search	Humility
Adventure	Contribution	Inner Harmony
Excitement	Empathy	Insight
Travel	Energize	Integrity
Risk	Encourage	Loyalty
Art	Influence	Patience
Beauty	Impact	Simplicity
Elegance	Service (to Others)	Sincerity
Grace	Actualization	Tradition
Compassion	Building	True to Self (Being in Integrity)
Dignity/Justice	Creativity	Trustworthiness
Equality	Development of Talents	Truth
Empathy	Synthesis	Peace of Mind
Fairness	Wholeness	Religion/Spirituality
Human Dignity	Excellence	Spiritual Fulfillment
Justice	Excellence/Mastery	Spirituality
Respect	Quality	Worship
Respect of Others	Expression	Wisdom
Self Respect	Potential	Wonder/Awe
Affection	Purpose of Life	Teach
Belonging (Liked)	Self Expression	Educate
Care/Nurture	Economic Security	Prepare
Close Relationship with...	Economic Serenity	Enlighten
Community		

Touchpoint Coaching
Louise Morganti Kaelin, Life Success Coach

Take the "Coaching Challenge"

to determine how ready, willing and able YOU are to benefit from having a coach in your corner

Directions: Please identify how true each statement is for you, using a scale from 1 to 5. A 1 means there is no (or almost no) truth to the statement, a 5 means you totally agree with the statement. To take the Challenge online and register your entry for a free month of coaching, go to <http://www.touchpointcoaching.com/sitestuff/challenge.htm>

	I am ready to live my best life, both personally and professionally
	I am willing to explore all of the options available to me.
	I am able to accept total support from someone who believes in me unconditionally and who challenges me to reach my full potential.
	I am ready to connect -- and stay connected -- to my personal magic.
	I am willing to stop struggling with life and to allow it to unfold effortlessly and easily.
	I am willing to identify and eliminate the blocks that prevent me from getting the results I want.
	I am ready to accept total responsibility for everything in my life and understand that not sharing the 'whole' truth with the coach can impact the results I achieve.
	I deserve to get what I want and need from this and all relationships. If I feel that I am not getting what I need or expect from the coach, I am committed to sharing this as soon as I sense it.
	I am ready, willing and able to invest in myself. I am worth the monthly investment of between \$125 and \$600. [Prices vary depending on the plan I choose. A fee schedule is available at http://www.touchpointcoaching.com/Services/formats.htm]
	I am ready, willing and able to commit to my personal success. I joyously embrace the challenge!
	TOTAL SCORE (Add all 10 numbers.)

SCORING KEY

<i>Under 21</i>	Not quite ready for the challenge.
<i>21-30</i>	Might be ready for the challenge. Review those statements that were totally or almost totally untrue for you. What would have to happen in your life to make those statements true? What would you be willing to do to make those statements true? If you are seriously committed to change, contact me for a complementary session to discuss your situation.
<i>31-40</i>	Coaching may be just what you need to clear the decks for success. A good focus for coaching could be eliminating blocks, shifting negative beliefs, getting clarity around goals, identifying core values, defining standards & boundaries, and committing to and taking concrete action. A complementary session would be a good way to get a feel for the coaching process.
<i>41-50</i>	Definitely ready to bring yourself to the next level of success! Don't wait to win the contest-answer the next challenge and contact me today to schedule a complementary session!

Louise Morganti Kaelin, Life Success Coach

<http://www.touchpointcoaching.com> / 1-866-COACH99 / louise@touchpointcoaching.com
<mailto:compession04@touchpointcoaching.com>