

The Success Discovery Process ..... Personal Interests, Attitudes and Values

## Instructions for Completing The Success Discovery Process

PROFESSIONAL COACH VERSION

To begin the process, first read your entire report. After you have read your report, highlight or underline all statements that you believe are true.

Next, turn to the first page of your report titled, "UNDERSTANDING YOUR REPORT" and record the six attitudes as they are listed on the bottom of the page in the spaces provided below. They are listed in descending order from 1<sup>st</sup> to 6<sup>th</sup> to reflect their importance to you.

- MY #1 ATTITUDE IS: \_\_\_\_\_
- MY #2 ATTITUDE IS: \_\_\_\_\_
- MY #3 ATTITUDE IS: \_\_\_\_\_
- MY #4 ATTITUDE IS: \_\_\_\_\_
- MY #5 ATTITUDE IS: \_\_\_\_\_
- MY #6 ATTITUDE IS: \_\_\_\_\_

The importance of your attitudes means that you have the strongest positive feelings about activities that allow you to pursue your #1 and #2 attitudes. These top two attitudes explain what drives most of your actions. Your #3 attitude sometimes alternates in importance with your number #2 attitude.

You will have situational, indifferent or even negative feelings about activities that require your #4, #5 and #6 attitudes. Activities that require your #4, #5 and #6 attitudes will not interest or motivate your actions. If anything, they will provide negative motivation providing an explanation for why you might avoid certain situations where they are required. You will have indifferent or even negative feelings about people who have your #4, #5 and #6 attitudes as their strongest attitudes.

In the spaces provided below, record all the true statements you highlighted or underlined from the first two sections of your report. They correspond with your #1 and #2 attitudes.

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True statements from my #1 Attitude:

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True statements from my #2 Attitude:

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### **Exercise #1 Memories**

Review the true statements that you listed for each of your top two attitudes. For each statement listed under your top two attitudes, answer the questions below.

#### **My #1 Attitude**

1. What situations in your life come to mind when you were acting on this attitude?

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2. Think of one particular situation in your life when you were acting on your #1 attitude. Remembering this situation, how did you feel about what was happening?

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3. Think about the other people involved in that situation. Which people reacted positively to your actions? How did you feel about these people? What do you think were their most important attitudes?

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4. Which people reacted negatively to your actions? How did you feel about these people? What do you think were their most important attitudes?

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## **My #2 Attitude**

1. What situations in your life come to mind when you were acting on this attitude?

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2. Think of one particular situation in your life when you were acting on your #2 attitude. Remembering this situation, how did you feel about what was happening?

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3. Think about the other people involved in that situation. Which people reacted positively to your actions? How did you feel about these people? What do you think were their most important attitudes?

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4. Which people reacted negatively to your actions? How did you feel about these people? What do you think were their most important attitudes?

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## **Exercise #2 My Best Day**

Give yourself at least a half hour for this exercise. Go to a place where you won't be interrupted. It is best to be in a setting that is relaxing such as a chair by the fireplace, outside on a deck, porch, or patio. Have paper and pen available to take notes. Allow yourself the time and freedom to let go of your present lifestyle and dream. Now, imagine the best day you can. There are only a couple of guidelines for this exercise. Your best day can include as much or as little activity as you want. Here are the guidelines:

1. Feel free to draw on any past experiences that you would like to repeat because they were interesting, exciting or especially positive. The following examples will give you some ideas about the types of experiences you may want to have on your best day:

Spending the day as one of a small group of thought leaders discussing the best theories on solving the toughest issues.

Spending the day with reporters who want to interview you because you are so famous.

Spending the day with financial advisors to find investments for your vast wealth.

Spending the day enjoying cultural experiences like the theatre and arts.

Spending the day with learned spiritual teachers discussing the meaning of life.

Spending the day volunteering to help the victims of natural disasters.

2. You can spend as much money as you want. Money is not a limitation. You can go where you want to go. Geography is not a limitation. You can do whatever you have dreamt of doing. Talent or education is not a limitation. This is the day you get to be like the heroes in your life. This is the best day of your life.
3. The day can be as long as you want it to be. You are not limited to what you can reasonably squeeze into a day. You can get married on a hillside overlooking the Australian coast in the morning, go skiing in the Austrian Alps, hunt wild game while on a safari in the afternoon, star in your own Tony award winning play on Broadway, and attend an award ceremony in your honor for curing cancer in the evening.
4. Forget about what you should do. This day is yours without any responsibilities. Feel free to dream of doing, for one day, only those things that give you satisfaction, happiness and fulfillment.
5. Think about the objective of the activities you will participate in on this day. Think about the type of conversation you might like to have on this day. Think about what type of people you would like to speak to and be with on this day.

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After you have imagined your best day, review the list of statements you highlighted in your PIAV report. Your perfect day should bring relevance or confirm the truth of these statements. Here are some questions to ask yourself about how your perfect day relates to the information in your PIAV report:

1. How did you feel as you imagined your best day?

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2. What did you chose to do on your best day that confirmed your #1, and #2 attitudes?

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3. What people did you choose to be with on your best day?

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4. What was the focus of the conversations you had on your best day? Did any of these conversations confirm your #1, #2 or #3 attitudes?

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5. What people in your life might enjoy the same things you did on your best day? How do you feel about these people?

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### Exercise #3 My Worst Day

Give yourself at least a half hour for this exercise. Once again, go to a place where you won't be interrupted. It is best to be in a setting that is relaxing such as a chair by the fireplace, outside on a deck, porch, or patio. Have paper and pen available to take notes. Allow yourself the time and freedom to let go of your present lifestyle and dream of your best day. Now, imagine the worst day you can. There are only a couple of guidelines for this exercise. Your worst day can include as much or as little activity as you want. Here are the guidelines:

1. Feel free to draw on any past experiences that you would like to avoid repeating because they were extremely boring, negative or difficult. The following examples will give you some ideas about the types of experiences you may choose to have on your worst day:

Spending several hours with a group of intellectuals discussing theories.

Spending the day as a top government official voting on important issues that will affect the city where you live.

Spending a whole day with bankers discussing interest rates, dividends and investment portfolios.

Spending all day with a group of people who want to save the rainforests.

Spending all day with a group of people praying for world peace.

Spending all day helping to feed victims of an earthquake.

2. Be specific about the things you will do on your worst day. Imagine the worst geographic location, as well as the worst amount of time and money you could spend on the activities you would most like to avoid. This is the day you get to do what the most uninspiring people you know do. This is the worst day of your life.
3. This terrible day can be as long as you want it to be. You are not limited to what you can reasonably squeeze into a day. You can get married for the 10<sup>th</sup> time while parasailing in the morning, go surf boarding in the afternoon, give a political acceptance speech after dinner, and document java programming code before bedtime.
4. Think about the objective of the activities you will do on this day but would most like to avoid. Think about the type of conversations you will have on this day but would most like to avoid. Think about the types of people you will be with on this day but would most like to avoid.
5. Forget about what you want to do. This day is full of duties and other people's expectations. Feel free to do, for one day, only those things that give you unhappiness and frustration. In other words, all the things you hate.



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After you have imagined your worst day, review the list of true statements you highlighted in your PIAV report. Your worst day should bring relevance or confirm the truth of these statements. Here are some questions to ask yourself about how your worst day relates to the information in your PIAV report:

1. How did you feel as you imagined your worst day?

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2. What things did you do in your worst day that confirmed your situational, indifferent or even negative feelings towards the types activities related to your #4, #5 and #6 attitudes?

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3. What people in your life enjoy doing the things you did in your worst day? How do you feel about these people?

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4. What was the focus of the conversations you had on your worst day? Did any of these conversations confirm your #4, #5 or #6 attitudes?

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5. What things didn't you do in your worst day that confirmed your positive feelings towards the types of activities related to your #1, #2 and #3 attitudes?

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### Exercise #4 Setting Goals

This last exercise is designed to help you get more of what you want out of life. Now that you know the impact of your top three attitudes, you have a better understanding of what motivates your actions and provides purpose and direction for your life. You will tend to be the happiest when you are in personal and professional situations that allow you to satisfy your top three attitudes. You will tend to enjoy being around people who share your top three attitudes, but may only tolerate or even avoid people whose top attitudes are #4, #5 or #6 for you.

1. What things did you do on your perfect day that are essential for you to be happy, successful or fulfilled?

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2. What changes do you need to make in order to do more of what is essential for your happiness, success or fulfillment? (i.e. change jobs, go back to school, get more time off from work, reduce some of your current commitments, move?)

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3. Who needs to be informed and/or involved as you make these changes?

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4. Where can you get help or support in making these changes?

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5. What date will you start making these changes? \_\_\_\_\_

6. What date will you finish making these changes? \_\_\_\_\_

Now that you understand what provides purpose and direction for your life, you can continue to set and achieve the goals that will give you the greatest happiness, success and fulfillment. Congratulations on completing The Success Discovery Process!