

Determining your values

Society encourages us to define success in terms of cash flow and material possessions. This can become a self-defeating exercise of never arriving. While a certain level of income is essential, money alone is not a motivator for most people. Research among top business executives has shown that cash incentives are less motivating than rewards that align with intrinsic values and priorities.

To clarify your values and priorities jot down answers to these reflection questions

1. Your **space** – how is it filled?
2. **Time** – how do you spend it?
3. **Energy** – what do you spend it on? What energises you?
4. **Organisation** - what area of life are you organized in (= high value. Disorganised = low value)
5. **Money** – how do you spend it?
6. In what areas of life are you **disciplined, reliable and focused**?
7. What do you **think about**?
8. What do you **visualise and dream** about?
9. **What makes you smile**?
10. What do you **talk to other people about**?
11. What are your **top 3 happiest memories**?
12. What do you **want to be remembered for** when you are gone?

Understanding Your Answers

Questions 1 – 6 show you what your *actions* are giving value to.

Questions 7 – 12 show you what your *inner being* values.

Are they the same? Where are they different?

Which of them are *most* important to you?

Are there changes you need to make?

To follow up on this questionnaire spend some time thinking about what principles you want to live by? (The old fashioned word is Virtues). Being clear on your key values and the principles you want to live by creates a solid foundation for your choices and decisions.

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