

Workbook pages from Soul Proprietorship

## Introduction

Section: Direct vs. Indirect Living

Page: 19 (NOTE: Pg # refer to edited MS, not final copy)

Are you living life indirectly or directly?
How? Why?
What will you do differently from this point forward?

## Step 1: Mind-Set

Section: Circle of Wholeness

Page: 37-38

What would the impact on your total score be if this area were a 5?
What would the impact be on the other areas of your pie if this lowest area were a 5?
What would you have to do to make it a 5?

Are you going to do that?

Section: Determine your Core Personal Values

Page: 44

1. Review the list on page <b>Error! Bookmark not defined.</b> . Add any values that you think are missing, then check the 20 values that mean the most to you.
2. Choose the top 10 of those 20 values and circle them.
3. Pick the top 3 of the 10 you circled and write them on a clean piece of paper.
a.
b.
c.
4. Write <i>your</i> precise definition of each of your top three values.
a.
b.
c.
5. How would the world be different if these values were more present in your life and in those of everyone around you?
6. Are you willing to live your life as if these values were paramount?

7. If not, why not? If so, what will you change to bring yourself into alignment with these three values as you define them?

Section: Create your Personal Life Vision Statement

Page: 46

Review your list of Core Values and create a statement that represents your commitment for the future:

- Begin the statement, “My Personal Life Vision is a place/a world/a community . . .”
- Make the statement long enough to include your commitment, yet brief enough to memorize.
- Describe a future-perfect vision as though it has already become true.
- Specifically state your top three values to give substance, power, and meaning to your statement.
- Your statement is about you as well as others in the world, so be generous!

Write your statement here:



Section: Your Desired Outcomes

Page: 49

What do I want? What is the best thing I could want, for the best reasons?
Who is asking for these outcomes? Do they benefit the most people, not just me?

Section: The Mask

Page: 50

What is the mask that you present to the world?
Is this the mask you want people to see? Why or why not?
If this isn't a mask you want, what will you do about that?

## Step 2: Current Reality Analysis

Section: My Current Reality Analysis

Page: 57-58

Describe the current situation so you are clear about what you are analyzing.


Who are the players? List everyone who has or could have anything to do with the situation.


List what has already been done about the situation, if anything.


What has been done about the situation that *is* working?


What has been done about the situation that is *not* working?


What has been done about the situation that has been effective?

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What has been done about the situation that has <i>not</i> been effective?
Which of your personal values do you see emerging as important in this situation?
Who else could you ask to help you with this analysis to provide another point of view?
Send each person you listed a copy of these questions with a request to help you see the current situation from his or her point of view.

Section: Are you Defensive?

Page: 65

Review your Current Reality Analysis examining it with this tool in mind. Is it based on defensiveness or abandonment of the situation? Revise it to include analysis from Door #3.


Section: Do You Have Faith?

Page: 66

Review your Current Reality Analysis and look for instances of unenlightened faith in what is not working, and instances of enlightened faith in what is working.

Section: Are You Too Comfortable?

Page: 68

What is your comfort zone? Where do you go, mentally or physically, to retreat from your daily life? Do you go there to eliminate discomfort stress and pain? Jot down some thoughts.
How does this become self-limiting? When does it get in the way of accomplishing what you really want in life?

How has your state of mind helped create the situation you want to change? Return to your Current Reality Analysis and identify or add where comfort has taken priority over commitment.


Section: What is Your Work Style?

Page: 71

Return to your Current Reality Analysis. Are you the Rocket Man or the Gardener? How has one of those attitudes informed your present situation?


Section: What Are Your Strengths and Weaknesses?

Page: 71-72

What have been your greatest strengths? What impact have they had on your life?


What have been your greatest weaknesses? What impact have they had on your life?




How can you amplify your strengths going forward to have more of those positive impacts?
How can you consciously recognize your weaknesses in the moment and operate in new ways so they don't limit you or your outcome?

**Step 3: Inspired Future Outcome**

Section: Creative Tension

Page: 76

Starting with your Current Reality Analysis, what “home run” outcome or inspirational future would dramatically improve or evolve an area of your life?

Section: How are you Perceived?

Page: 82

What situation are you working on?
What phase do you tend to live from in this situation? 1 2 3
If you wrote down Phase 1 or 2, what could you do to move to Phase 3 by living more consistently from your values?
Who does your value proposition serve?
How will you market your value proposition?
How big will you ultimately manifest your value proposition?
In what ways will you balance your life once you achieve critical mass with your value proposition?

Section: Visions vs. Dreams

Page: 84

Are you more of a dreamer or a visionary?
If you could envision anything in the world right now that would dramatically improve your life or the lives of others, what would it be?
What would it take for you to commit to actually making that vision a reality?

Section: Experiment: 1000 Futures

Page: 87

Using either your original number or your projected one, describe what #987 would look like compared to either number. Dream freely, as if you can have whatever you want, regardless of the path you are currently on.
Thinking creatively and in bold, new ways, what would you have to change or do to construct an effective pathway to the #987 you just described?




List twenty-five people you could ask for input about your list.


Set up meetings with each of these people. Attend the meetings and I promise that evolution will come from this process!

### Step 4: The Road Map

Section: The Road in Arizona

Page: 94

How would your life be different if you “drove” it toward your future rather than away from your past?


Do you have the courage and commitment to turn around and start driving forward? What will

you have to change to do this?

Section: Promise Based Management

Page: 96

As you execute your road map, who will help you and in what capacity?

Is it appropriate to practice promise based management? If so, how will you do this?

Section: Formula of Truth

Page: 102

Write down a situation in which you are trying to convince someone to see something your way and are failing.
How can you use $\text{Concept} + \text{Experience} = \text{Truth (Ownership)}$ to help that person internalize the new concept? Write down your plan.


Section: The Limitation of Labels

Page: 105

Think of someone you labeled in the past and what you later learned that made you abandon the label.
Where in your life has labeling someone limited what happened?
Review your plan and look for labels you can eliminate. What did you find?

## Step 5: Barriers

Section: Identifying your Barriers

Page: 120

<p>On the left side, list any internal barriers that might get in the way of executing your plan. These include doubts, beliefs, thoughts, or anything else that would reduce your commitment. On the right, note what you might do to remove that barrier.</p>	
<p>On the left side, list any external barriers that might get in the way of executing your plan. These include conflicting projects, time or space barriers, or anything else that would get between you and your goal. Put the possible solutions on the right.</p>	
<p>What personality tendencies might stand in your way? These might include habits, addictions, or other behaviors that distract you from your goals.</p>	
<p>List any other internal, mental, emotional, or psychological barriers or beliefs that could get in your way.</p>	



Think about the other people you will depend on to reach your goal. What conflicts or differences exist between you that might get in the way of you achieving your goal such as conflicting commitments, personality tendencies, strengths, styles, behaviors, or beliefs?	

Section: Hope vs. Commitment: The Critical Choice

Page: 123

Review the list of barriers you made in the previous worksheet. Do any of the actions you listed in the right-hand column rely on hope? How can you convert them into committed actions?

Section: Integrity is Good Business

Page: 124

Review your list of barriers again. Could any be removed or mitigated by increasing your level of integrity?

Section: Directing Your Tapes and Movie

Page: 129

Think back on the movie of your life. List three events that could have had better outcomes had you practiced these ideas.

What impact could this awareness have on your future?
Are you gathering evidence against anyone right now? What judgmental or critical tapes are you running about other people?
What tapes are you running about your company or business?
What tapes are you running about your finances?
What tapes are you running about your health?
What tapes are you running about your spirituality?
What changes will you make as a result of this exercise?

Section: Breaking Through Barriers that Hold Us Back

Review your barriers again. What is your desired outcome?
What actions are you willing to take?
How will you acknowledge your progress?

Section: Your Stakeholders

Write down the names of people who have a direct stake in you being effective, successful, empowered, or inspirational.
Who are your indirect stakeholders?

**Step 6: Breakthroughs to Barriers**

Section: How to Put the Power Back in Your Life

Which of these describes you better?	
whole	incongruent
What will you do to be more whole and less incongruent?	

Section: Creating Accountability

Page: 158

Where are you more and less effective in your practice of accountability? Where do you stand with:
Willingness (true commitment)?
Action (to manifest willingness effectively)?
External accountability (to initiate your actions)?
Internal accountability (to continue your actions long term until the desired results are achieved)?
If you aren't effectively using all these components, how will you gain that effectiveness?


Section: Results Mastery

Page: 160

What are you working on right now? What are your goals? What will give you a sense of accomplishment when you finish this task?
What feeling do you want to have when you are done with the project? Is it satisfaction, a job well done, having helped someone, the ability to go play?
As you work on the project, focus on this feeling. When the project is complete, return here and write down what feels different from having used this approach.

Section: Count Your Blessings—Literally

Page: 161

List the people in your life, at all levels, who really mean something to you, and why.
List the places you are grateful to have been and where you will go in the next year.

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List your spiritual connections to God, your life, and other people.
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List your material assets (money, houses, cars, toys, furniture, clothes, electronics, books).
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List your education and experience with growth and wisdom.
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List your most precious memories.
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List the components of your health.
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List anything else you can think of.
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Section: Barriers and Breakthroughs

Page: 163

What are some common internal barriers that stop you?

What are some common external barriers that stop you?

What vision can you use to help you past internal barriers?

What vision can you use to help you past external barriers?

## **Step 7: Commitment**

Section: Overcoming Procrastination in Five Steps

Page: 167

1. Put your commitment in writing. Make it a personal and sacred act of honor.

2. Put each task necessary to complete the commitment in your calendar. Block out specific time frames for each task.
3. Think through some negative and positive consequences for performing or not performing each task. Step 8, Monitoring, will help you develop such a system.
4. Write about what procrastination has cost you in self-esteem, effectiveness, damaging the esteem of others, and money. How will you avoid this in the future?
5. Don't dismiss procrastination as a small thing. Make it a major violation of your integrity and unacceptable to you. What will you do when you find yourself procrastinating?

Section: Growing Your Personal Mastery Zone

Page: 169

When do you feel like you are in your personal mastery zone?



What are some new ways you can generate this feeling more often in your life?

Section: Power of Intention

Page: 176

Where have you practiced ego-identified intention to your own or someone else's detriment?
Where have you practiced an intention rooted in your faith, love, compassion, or integrity?
Which experience would you want as your legacy? Why?

Section: How to Run Your Life or Organization

Page: 180

Am I mostly managing or leading my business?

How much time do I spend working in the Future-Perfect state?
How might I integrate more and better coaching into my life and business, both receiving it and providing it?

Section: Critical Internal/External Success Factors

Page: 183

What factors have most contributed to your success? Label each <b>I</b> for internal factor (something within you) or <b>E</b> for external factor (something outside you). Some may be both I and E.	
What factors have most contributed to your ineffectiveness? Again, label each <b>I</b> , <b>E</b> , or both.	

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Section: True Fulfillment through Conscious Risk Taking

Page: 186

Where can you be taking more risk in your life?
If you were to embark on a thirty day adventure, what value could you provide to earn the money you needed?

Section: Risk Aversion/Tolerance and Growth

Page: 188

Where do you avoid taking risks?
In which areas are you willing to take risks?


## **Conclusion: Inspiration and Achievement**

Section: Final Request and Exercise

Page: 200

If you believe in the values-based approach presented in this book, how can you personally advance that approach in the world?
Who do you know that needs to learn and practice the principles and ideas in this book to be able to live a more fulfilled life?