

Discovering Why

It's not what you do. It's why you do it.

Name: _____

Date: _____



My Life Experiences Timeline

Create a visual timeline for your life up until now that captures key milestones and turning points. Think of people, opportunities, events and circumstances that have influenced your life the most – and briefly describe the impact each had on you.

My Ten Purpose Questions

Write down the answer that first comes to mind. Then elucidate. Explain why you think that answer is important to you. What significance does it have for you? And how does it make you feel?

Question One

What impact did the way your parents grew up have on you?

Our parents are products of their generation – what lessons or beliefs did they impart from their time?

What do you wish your parents had known about life that you know now?



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Question Two

What did you miss most in your childhood?

If there was something you could go back and experience differently, what would it be?

Is there anything you would do differently for your own children?



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Question Three

Is there any guidance that would have influenced your life positively that you wish someone had given you when you were a teen?

If you could share that advice with young adolescents now, what would you tell them?

How would you want it to change their lives?



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Question Four

What is your believe statement?

What's the one thing you feel strongly about – not faith, but a view of the world or people or life – that you adhere to?

Is there an ideal or principle you live by? Write it down as a statement: “I believe that...”



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Question Five

How do you support or contribute to this ideal or principle that you believe?

What do you love to do that adds value to the lives of others or makes our world a better place?



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Question Six

What kind of impact would you like to have on other people's lives?

What is the most profound impact you would like someone to experience as a result of what you are doing or want to do?



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Question Seven

How do you know when you have done a good job?

When have you felt you personally deserved a pat on the back – and what was it that you were proud of achieving?

When do you feel most worthy?



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Question Eight

If you had \$10 Million to spend on any charity of your choice, how would you spend it?

Why is this charity important to you?

What difference do you believe it makes in people's lives?

How would you want to be remembered for this act of charity?



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Question Nine

What is your superhero skill?

If you could have one human quality that was supersized to a super-hero quality, what would it be?

What would your friends name you to recognize your superhero skill?



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Question Ten

What is your shadow self?

Every superhero has a dark force or a nemesis. What would your vulnerability be?

How do you keep your shadow self at bay?



My 27 Inspirations

Write down 27 reasons that inspire and motivate you to get out of bed every day.

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My Traits and Abilities

Capture your traits, qualities, abilities, talents, gifts, passions... what are your key characteristics?

How do you present yourself to the outside world in general? What are people's first impressions of you? Write down a sentence or phrase that others would use to describe you. Then list the qualities and abilities that others are most likely to see in you when they meet you for the first time.

QUALITIES

Now think about friends who know you well. Write down a sentence or phrase they would use to describe you. Then list the qualities and abilities you have that they most admire.

QUALITIES

What do you value most about yourself – which qualities and abilities make you feel good – even if others don't know about them.

QUALITIES

What I Know About Me

Summarize what you have learned about yourself through life, and what this exercise has helped you discover about your passions, traits, strengths and abilities. Also think about a metaphor – a favorite book or movie, a mythical character – that reflects what you believe to be true about your life.



Visceral Verbs

This exercise is used to help you select verbs that connect with your sense of purpose. Choose **three action verbs** that most appeal to you – the verbs that make your skin tingle . We have included a list below for suggestions, but don't feel limited by the verbs in this list. You can use any verbs that you like. The tricky part is listening to your heart in this exercise. Choose verbs that call to you and resonate with how you make a difference in this world.

Accelerate	Balance	Develop	Expand	Influence	Motivate	Realize	Travel
Accomplish	Boost	Diagnose	Explore	Inform	Negotiate	Reason	Uncover
Achieve	Brighten	Direct	Express	Innovate	Nurture	Recruit	Unify
Act	Build	Discover	Facilitate	Inspire	Open	Research	Unite
Activate	Clarify	Dream	Forecast	Integrate	Orchestrate	Resolve	Validate
Administer	Coach	Drive	Formulate	Invent	Organize	Respect	Verbalize
Advance	Communicate	Educate	Foster	Join	Overcome	Save	Verify
Advertise	Compose	Eliminate	Fulfill	Lead	Perform	Search	Worship
Advise	Connect	Encourage	Gather	Learn	Persuade	Serve	Write
Advocate	Construct	Enforce	Generate	Lift	Photograph	Simplify	
Affirm	Convey	Engineer	Guide	Listen	Praise	Solve	
Aid	Convince	Enhance	Help	Love	Present	Streamline	
Amplify	Counsel	Enlighten	Identify	Manage	Prevent	Strengthen	
Analyze	Create	Enlist	Illuminate	Manifest	Print	Summon	
Appraise	Cultivate	Ensure	Illustrate	Market	Prioritize	Surpass	
Approve	Defend	Entertain	Imagine	Maximize	Promote	Target	
Arbitrate	Define	Establish	Implement	Measure	Protect	Touch	
Assemble	Deliver	Evaluate	Improve	Merge	Provide	Train	
Assess	Demonstrate	Examine	Incorporate	Mediate	Raise	Transform	
Assist	Design	Execute	Increase	Mobilize	Reach	Translate	

Purpose = Why I Do What I Do

Go back through the previous pages and look at everything you've recorded. Whenever you see something that evokes good feelings or stirs your emotions, ask yourself: Why is this important to me? How has this influenced who I am? Is this significant in what I do? Now complete these statements below. Keep your sentences as simple and clear as possible – and focus on making them feel right, not sound right.

<i>I feel it's important to...</i>
<i>I want my life to be more...</i>
<i>My core values are most real to me when I am...</i>
<i>I feel my best when...</i>
<i>My biggest desire is to live my life...</i>
<i>My purpose in life is to...</i>

My purpose is to...



Fill the unseen gaps in the game being played, so that the team is set up to succeed

Provide context so that others can see and know how to make things better

Help others find the best life has to offer, so that they can achieve great things

Find the best way for any person to succeed in any situation

Help others find their power so that they can make better choices

Empower others to overcome limits so that they are free to keep pursuing new challenges

Inspire others to do the things that inspire them

Make visions real, so that others can have experiences which go beyond the things they imagined possible

Help people reveal their real worth by finding exceptional ways to bring their ideas to life and have an impact

Show others that change is not impossible, but necessary for progress

Tap into life's energy to show others how they can experience a more amazing existence

Create safe spaces and pleasing environments where others can flourish

Give everyone a chance to reveal their beauty, so the world can see the best in them

Connect people and opportunity so that potential can be realized

Invest energy in people and opportunities so you can prove it's possible to do the impossible