

MY VALUES

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It's not hard to make practical decisions when you know what your values are.

Roy Disney

Knowing your values helps you make decisions that align with who you are.

By Nick Freedman

Now that you understand how My Game Plan works on a holistic level, we can focus our attention inwards to one specific aspect. Your mind. The human mind is a complex phenomena to understand, so we'll aim to keep the theory as simple and practical as possible.

The visual at the bottom of page 2, illustrates how your mind functions, so you can make sense of the world around you. Let's make a clear distinction here, between self and environment. Self is what's happening inside you. And environment is the exterior, outside of you. In the environment there are other people, physical objects and events which are happening. The boundary line of these two territories is the skin. And it's at

this boundary where a fluid interaction, or a feedback loop is constantly cycling.

The mind receives stimulus from people, objects and events in the environment. It is also responds by transmitting a state of being back to the environment.

This is the first feedback loop, called stimulus and response. You can become conscious of this loop, by paying attention to what is emerging right in front of your nose. Put your finger 6 inches in front of your nose and look at it for a moment. This is where your life is unfolding. Right before your eyes. And the more conscious, or aware you can become of this, the more choice you will have about how you navigate through your life.

The 2nd feedback loop, happens inside you. As new stimulus arrives from the environment, it gets processed. Thought emerges in the conscious mind, which is then communicated to the body to create a feeling. And this feeling is then sent back to the mind creating a 2nd feedback loop which affects your state of being in the moment. The thoughts which come up into the conscious part of the mind happen through a complex filtering process involving your subconscious values, beliefs and needs.

So given that the thoughts affect how you feel and act, arise from your beliefs and values, it's important to understand the vital role your subconscious plays in your decision making process.

As you transition into retirement it is important to understand what is driving your decisions.

Beliefs = perceived truths

A belief is *something which the mind holds to be true*. It is where the mind draws a line in the sand, between true and false. Notice the definition says ‘holds to be true’. It illustrates something very important about beliefs.

Often we think that our beliefs are absolute truth. It was only a few hundred years ago that people believed that the earth was flat. Today, we have a more accurate belief about this.

Throughout life, our beliefs can be challenged, and we have the freedom to develop new ways of thinking. The journey and the elephant in the room exercises helped raise awareness about your beliefs about your past, and your relationship with time. And in this current exercise you will also explore your beliefs about who you are and what you want in life.

Values = important focus areas

A value is a deeply held principle which you regard as being important for you. If you value achieving big results in life, you may be attracted to a job that involves selling. And if you value a life of service to others, you may choose to work in a non profit organisation. These deeply held principles act like a moral compass, by helping you determine which way to steer in life.

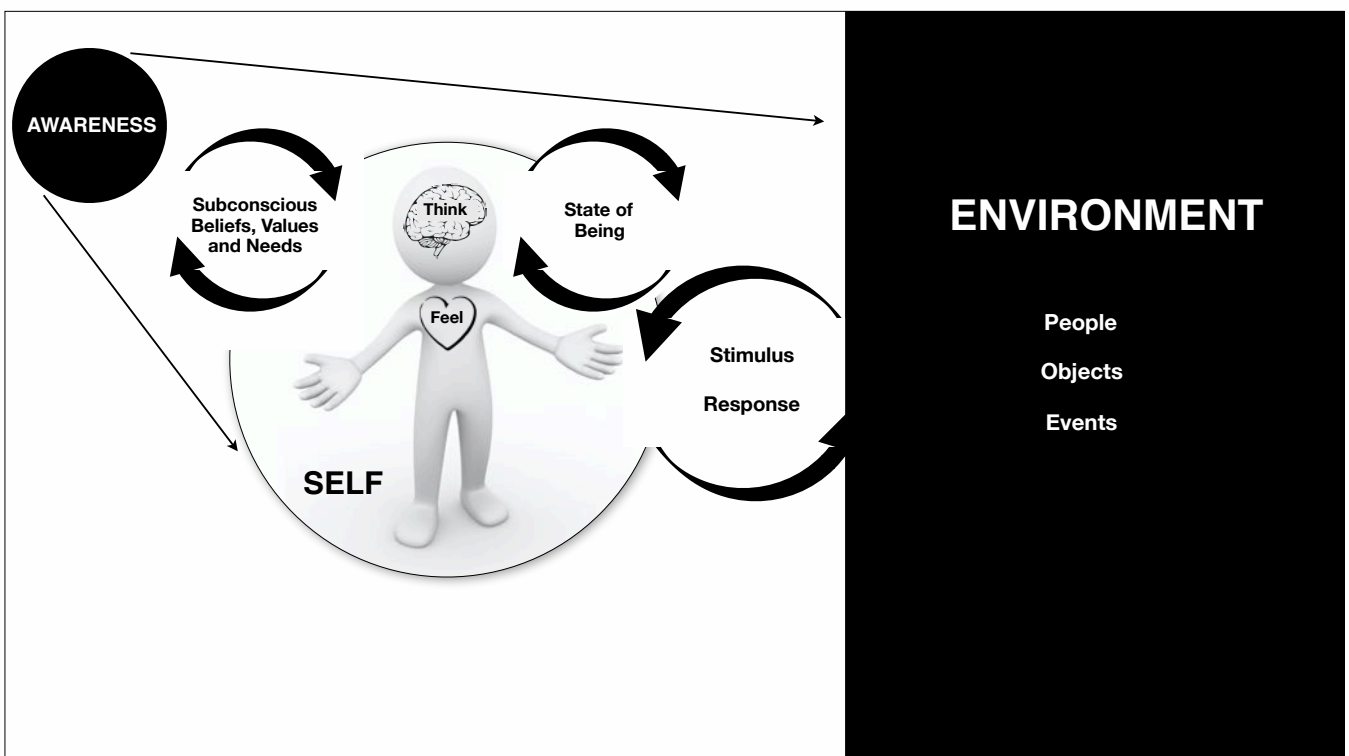
Values, alongside beliefs, are one of the ways your mind filters down the 99% of data it’s processing, into the 1% that you are consciously aware of. All decisions you make are underpinned by what you value and believe. Let’s explore an

example. Lets say you value results and have pursued a career in sales and business development. There will be a large part of your identity which is wrapped up in accomplishing goals and hitting your targets. When your career comes to an end, if you don’t have a new pursuit that enables you to keep achieving results, it is likely you will feel a void in your life. There will be something which feels different. Now it may be possible that you will be ok with this, and welcome the break from constantly having to perform, however it may also cause challenges too. The key thing to realise is that awareness of what you personally value in life will help you transition towards your retirement with purpose, much more smoothly.

Needs = essential must haves

A need is something which is a necessity. Many people will have heard of Maslow’s Hierarchy of Needs, which is illustrated on page 3. Level 1 needs are physiological. Human beings need food, water and shelter. With a full belly, the focus moves onto safety and security, such as finding employment and maintaining health (level 2). With this need taken care the focus moves towards relationships with others, which is level 3. Level 4 needs are about building a strong sense of self esteem. And as this need is met, the focus becomes spiritual or what Maslow called self actualisation.

Many on this program are exploring level 5 needs, and how they can give back. The interesting thing about needs, is that you can’t move up to the next level until you’ve met the needs on the level which you are currently on.





“Values are like fingerprints. No two are the same, but you leave them all over everything you do.”

Elvis Presley



You are conscious of 1% of your brain’s activity. 99% of the activity happens subconsciously.

This is what evolution is about. So imagine that you were sick with the flu. You were off work and staying at home. Your sole focus would be to rebuild your health, strength and wellbeing. While you are focussed on this, the level 3, 4 and 5 needs literally fall into the background. You are not interested in trying to meet those needs whilst you feel terrible.

Subconscious mind = decision making tool

Let’s integrate beliefs, values and needs together to build a fuller picture. Your focus is on meeting the level 2 need to get strong again. You place value on being healthy. And so you have some decisions to make about what food and drink to put in your body to accelerate the healing process. At some point in your past, you developed a belief that vitamin C helps to heal you when sick. You have a choice to drink milk or orange juice. And you opt for the orange juice.

As you can see, the subconscious mind stores these powerful filters, in the form of memories. Everything you have thought, said and done in the past impacts how you perceive the world today, in the present moment. And when they all come together, they drive your decisions and determine your actions. This can either be a conscious process, or an unconscious one.

Roles = specific situations in life

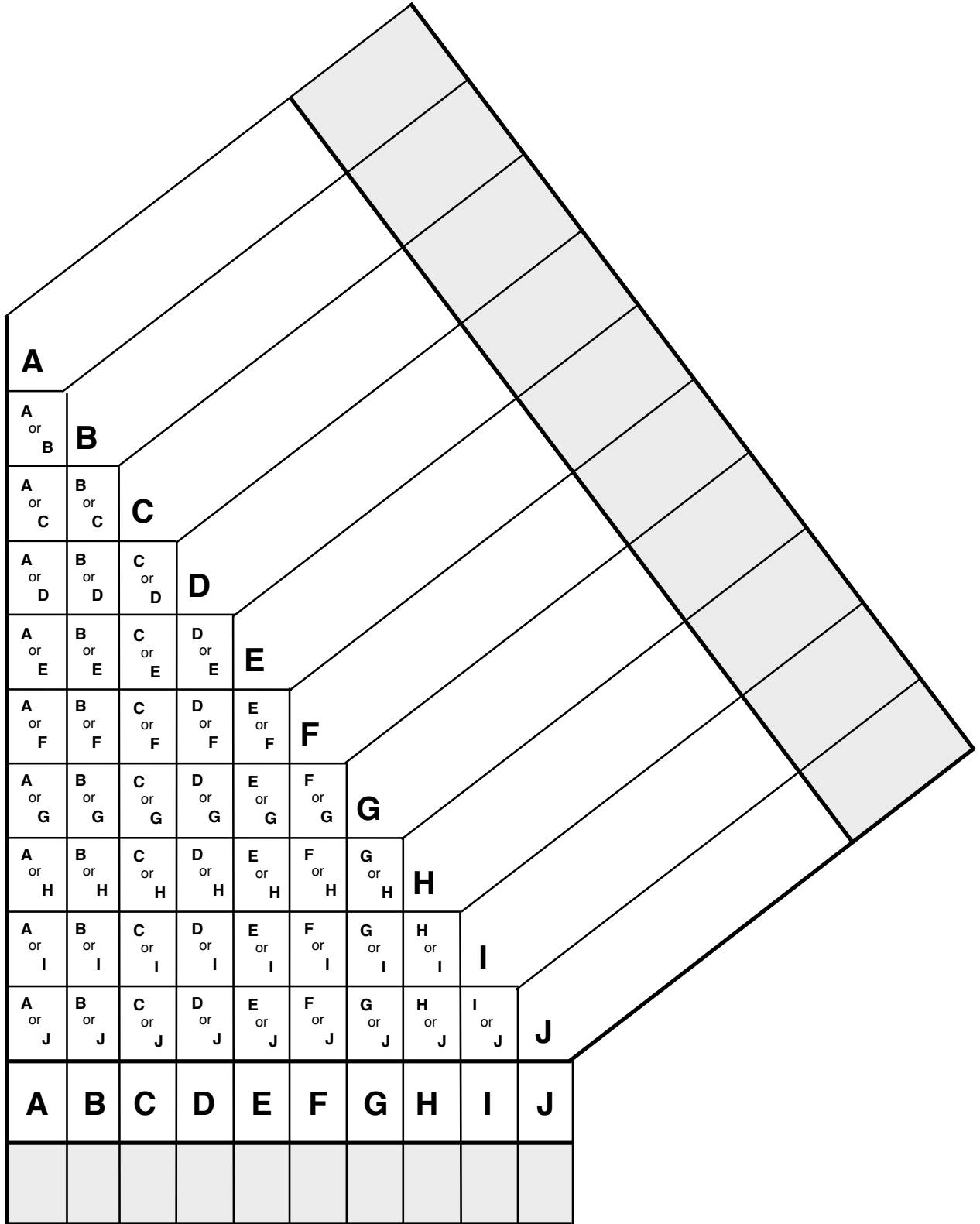
A role is the way you act in relation to a specific situation. When it comes to values, they can change from role to role. In your role at work you will have developed a set of professional values, based on the type of work you do. And there are multiple roles you will have in life. An obvious one is your job. Another one is being a spouse, parent and a sportsperson. Each role you play in life, will be underpinned by its own set of values and beliefs. At home, and with loved ones, the role we play often changes and so do the values.

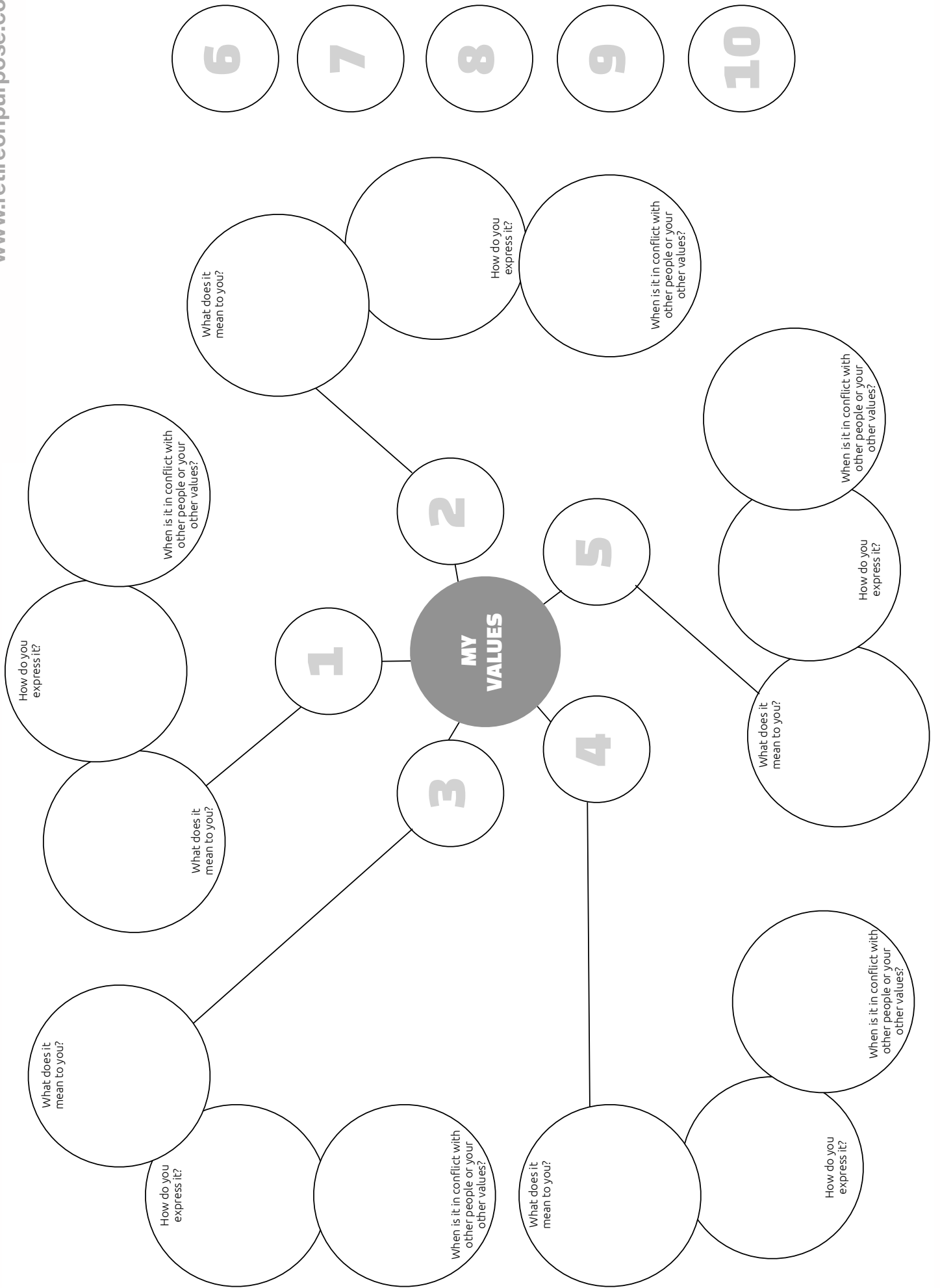
Instructions to define values

Watch the learning movie for instructions about how to complete your values map over the next few pages. You can watch this movie by logging into your profile.

When you go through the values exercise, please think about yourself as a person. As in, what you personally value and what matters to you, not what your employer says you should value.

Adventure	Control	Honesty	Power
Authenticity	Diversity	Honour	Purpose
Awareness	Democracy	Hope	Quality
Abundance	Discipline	Humility	Reliability
Assertiveness	Efficiency	Hard work	Results
Ambition	Equality	Independence	Relationships
Autonomy	Excellence	Influence	Respect
Accountability	Effectiveness	Inner peace	Reputation
Beauty	Excitement	Innovation	Risk taking
Balance	Empathy	Integrity	Success
Community	Enlightenment	Initiative	Service
Communication	Empowerment	Intuition	Support
Compassion	Fun	Justice	Simplicity
Conscious	Flexibility	Kindness	Spirituality
Connection	Freedom	Leadership	Stability
Courage	Focus	Love	Tolerance
Creativity	Faith	Loyalty	Trust
Clarity	Family	Learning	Teamwork
Change	Flow	Nurturing	Teaching
Collaboration	Generosity	Open-minded	Wealth
Commitment	Gratitude	Optimism	Wisdom
Competition	Goodness	Order	Wellbeing
Confidence	Happiness	Positivity	Add your own below
Contentment	Harmony	Performance	
Credibility	Health	Personal development	
Curiosity	Healing	Passion	





- 6
- 7
- 8
- 9
- 10

Follow the instructions then watch the learning movie to learn all about your values.

STEP 2 - LIST
Write down the 10 values you chose, in any order below (in the spaces marked A to J)

STEP 5 - HIERARCHY
Calculate the final rank of each value. The highest number in step 4 is your number 1 rank. Write 1 next to the value here. This is what you value the most.
The next highest number in step 4, is your number 2 ranked value.
If you circled two values the same number of times, compare them both and decide which is more important, to create your final values hierarchy.

STEP 3 - COMPARE

In the first box directly below the **A** value, you'll see there is a decision to make about which one is more important to you.

Think about whether value A or value B is more important to you, then circle one of them.

A
or
B

Don't spend too long on each decision. The first thing which comes to mind is often right.

Move to the next box below and repeat the process. Keep repeating this until you've compared the A value with the B, C, D, E, F, G, H, I and J values and circled your decisions.

Repeat the same process for all your values, by choosing which one is more important until all the boxes have a circle in them.

A										
A or B	B									
A or C	B or C	C								
A or D	B or D	C or D	D							
B or E	C or E	D or E	E							
B or F	C or F	D or F	E or F	F						
A or G	B or G	C or G	D or G	E or G	F or G	G				
A or H	B or H	C or H	D or H	E or H	F or H	G or H	H			
A or I	B or I	C or I	D or I	E or I	F or I	G or I	H or I	I		
A or J	B or J	C or J	D or J	E or J	F or J	G or J	H or J	I or J	J	
A	B	C	D	E	F	G	H	I	J	

STEP 4 - TALLY

Count across and down, then record how many times you circled each value.

The mind is everything.
What you think you become.

Buddha

think

Add your values onto your game plan, to bring your inner self into your life on a page story.

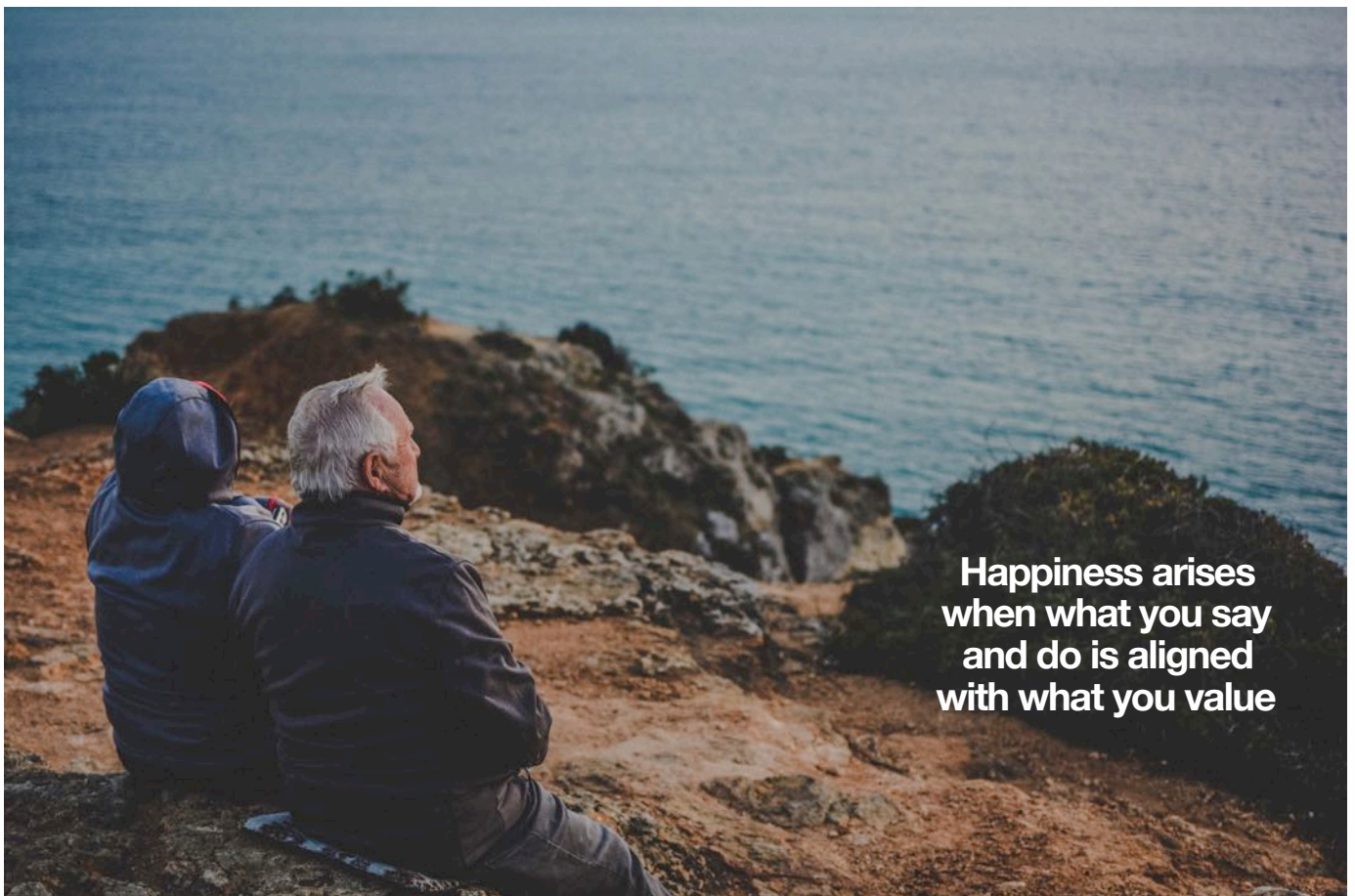
Once you have defined your values, transfer them onto this box on your Game Plan.

For now, don't add anything into the 'New values to develop'. This space can be left blank until later on in the course.

My Values

1	6
2	7
3	8
4	9
5	10

New values to develop



Happiness arises when what you say and do is aligned with what you value