

# Ellenor Cox

PERSONAL COACH & PROFESSIONAL MENTOR

## DISCOVERING MY VALUES

**'It's not hard to make decisions once you know what your values are'** Roy E. Disney

It's often the case that when we feel a little 'out of alignment' i.e. unhappy, flat, procrastinating, resentful that these emotions can all be linked to the fact that we might be doing things that are not in synch with our deepest values.

Understanding what really matters to us in our life and living in alignment with these values is one of the keys to fulfilment and contentment. It's essential to decide what we value most and then commit to live by these values every day.

Our values are literally the DNA of our heart and the compass point of our internal landscape. We can't underestimate their importance as they determine our decision-making strategies and therefore our destiny. If we know our values then we know who we are and what we stand for and decision-making becomes effortless.

However few of us can readily list our top ten values....

So what exactly are Values....**they are emotional states or qualities that we want to experience on a consistent basis and above all others**

So how do we unearth them.....

We place importance on something we value. For example you might say that you value happiness, security, family and money. The first two values are called *end values* because they are emotional states that you want to experience. The last two of family and money are what we call *means values*. They are the *vehicles* by which you choose to experience the emotional states you desire.

When talking of values in the context of creating an extraordinary life we are referring to *end values*: those emotional states you want to experience.

If you say you love money then I would ask what does it give you? You might say wealth. I would ask again then what does this give you? You might say security. Your *means* was money and wealth. Your *end state*...the deeper value....is security. What you want when you earn money is security.

Another way of looking at it is 'can I put this value in a wheelbarrow'? If the answer is yes that this is a *vehicle* and not a *value*. Think back to the example of money vs security....

Answer the following questions and then look for repetition with your answers. Those values that occur the most frequently are those that are highest on your personal values list. Once you've noted the most popular list them on your top 10 sheet

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## SOME EXAMPLES OF VALUES

LOVE	SECURITY	HEALTH
PASSION	ADVENTURE	HONESTY
RESPECT	WISDOM	GRATEFULNESS
CREATIVITY	FREEDOM	SAFETY
ENERGY	COMPASSION	INTEGRITY
CONNECTION	INTELLIGENCE	CONTRIBUTION
GROWTH	HAPPINESS	SELF RELIANCE
HUMOUR	DIRECTNESS	PARTNERSHIP
PRODUCTIVITY	SERVICE	EXCELLENCE
FLEXIBILITY	FOCUS	ROMANCE
RECOGNITION	HARMONY	ACCOMPLISHMENT
ORDERLINESS	INNOVATION	TAKING ACTION
SUCCESS	ACCURAY	LACK OF PRETENSE
ZEST	TRADITION	FAME
BEAUTY	INTIMACY	RESILIENCE
CERTAINTY	RISK TAKING	CREATIVITY
NUTURING	JOY	PEACE
AUTHENTICITY	LEANRING	ELEGANCE
VITALITY	HEALTH / WELL BEING	TRUST
FINANCIAL ABUNDANCE	CLARITY	MASTERY
RESOLVE	TRANQUILITY	TECHNOLOGY
ACHIEVEMNT	LOYALTY	MEANING
COLLABORATION	COMMUNITY	PERSONAL POWER
INDEPENDENCE	ACKNOLODGEEMENT	COMPRADESHIP
POWER	SPIRITUALITY	EMPOWERMENT
FULL SELF EXPRESSION	CURIOSITY	PASSION
LEADERSHIP	COURAGE	TRANSFORMATION
COMFORT	CONTENTMENT	GENEROSITY

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## VALUES ELICITATION

(3 Answers for each and remember nothing that fits in a wheelbarrow!)

1. **What do you fill your personal or professional space most with?** What are the three items that fill your personal space with most? What three items stand out in your own space? Your personal space in that special area that is yours alone, that you prefer no-one else invades, touches or rearranges. Things that are really truly and highly important to you, you will keep in your possession or close by in your personal or professional space. Whatever you see filling your personal or professional space you value most.

\_\_\_\_\_

2. **How do you spend your time first, second and third most when you are awake?** What are the three things that you spend your time on most? You will make time for things that are important to you and you will run out of time for things that aren't. Look at how you structure your 24hr day? What do you most often do in the 16-18hrs you are awake? Your days will exemplify your true conscious and unconscious priorities.

\_\_\_\_\_

3. **How do you spend your energy and what energises you the most?** What are the three things that you always find energy to do? You will always have energy for the things that are truly important to you and that are highest on your values and inspire you. What do you do that elevates your energy and leaves you with the same amount or more energy after you are finished?

\_\_\_\_\_

4. **How do you spend your money?** What are the three things that you spend your money on most? Where does most of your money go? You will feel reluctant to spend money on things that aren't important, but if an object or item mean something to you, you will always figure out a way to find money for it. These may be the things you think are most important or where you consistently spend the most money.

\_\_\_\_\_

Note: by now you will realise that some of your answers are similar or the same. This is an indicator that you are on track with this process.

5. **Where are you organized and ordered most?** What three areas of your life do you have the highest degree of order and organization? You will tend to have chaos and disorder in things that are low priorities or low on your values.

\_\_\_\_\_

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6. **Where are you most reliable, disciplined and focused?** If something is important to you, you will be dedicated or committed and wont have to be reminded or motivated to do it.

\_\_\_\_\_

7. **What do you think about most, what are your dominant thoughts of?** Here, we are not referring to momentary distractions or self-minimising thoughts. We are talking about what you think of most, what is it that your mind repeatedly focuses on without have to be directed. Your mind will constantly return to the area of highest importance. These top three thoughts will usually be about how you would love your life to be and show some signs of actually coming true. They cant be fantasies.

\_\_\_\_\_

8. **What do you visualize about most?** What do you visualize in your minds eye about how you would love your life to be? What are the three things you envision or day dream about most that show evidence of coming in to reality?

\_\_\_\_\_

9. **What do you internally talk to yourself about?** You speak to yourself and internally dialogue about what is most important to you. What three things is your internal dialogue about most often, things that are showing signs of coming true. This is not negative self-talk, but things you actually desire and talk to yourself about.

\_\_\_\_\_

10. **What do you most talk to others about?** What do you talk about in your social settings with friends and family? What are the three things that you bring up in conversation that nobody has to remind you to talk about? Like every other person you want to communicate about what is important to you. You become alive, and extrovert when someone talks about something that is important to you, but will go quite when other people are talking about things that are prioritise for you.

\_\_\_\_\_

11. **What inspires you?** What inspires you, or what is common about the people that inspire you the most? What is common to all those things, insights, experiences or events that have repeatedly inspired you? You will be inspired by areas in your life that have meaning to you, so list the top three things that inspire you?

\_\_\_\_\_

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**12. What are your most consistent and persistent long-term goals that are coming true?**

You are most willing to stretch yourself and persistently act towards goals that have meaning to you. What are the three most important long-term goals that you have been gradually bringing in to reality?

\_\_\_\_\_

**13. What do you love learning, reading, studying or listening to?** What topics of study inspire you the most? What books do you read, what magazines do you buy, what TV or movies do you watch, or what are the topics you find yourself intrigued by and asking questions about?

\_\_\_\_\_

Tally up each response in themes based on similar responses (synonyms).

e.g. Spending time with my Kids,  
Family,  
Fatherhood

There should be 39 responses in total, and if you have answered these honestly and group like responses together, you should end up with a maximum of 7-8 values.

Place them in order of most frequency occurring to least, and this will give you your hierarchy of values.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

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## MY TOP 10 VALUES

Now choose your top 10 and write them in their order of importance.

Note that some values are quite similar to others so perhaps group these together and choose the word that has the greatest resonance for you.

When it comes to deciding which value should go above another ask yourself this question:

*What has been more important to me in my life, \_\_\_\_\_ or \_\_\_\_\_ ?*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

If you want to go a little deeper with this exercise the next thing to do is ask yourself are the values that are most important to you reflected in your life and business right now? The following table allows you to explore this idea and provides a springboard for you to consider more ways to live in closer alignment with your values! Enjoy the potency of this exercise!

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## MY VALUES IN ACTION

My Value	How present is this in my life right now (Scale of 1-10)	What can I do to align this better?
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		