

## EXERCISE

### S.T.E.P.

Find a quiet place for reflection. Take out a sheet of paper and write down your thoughts in each of the following success areas of personal purpose:

#### SPIRITUAL

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Ask yourself, “What is the source of my inspiration?” Stephen Covey, the author of *The Seven Habits of Highly Effective People*, refers to this as finding your center. He writes, “Whatever is at the center of our life will be the source of our security, guidance, wisdom, and power.” He explains that all of us have a center, although many of us may not recognize it or be in touch with it. Some of us may be spouse-centered, family-centered, money-centered, work-centered, possession-centered, friend- or enemy-centered, church-centered, or self-centered. Many of us have several centers but one of those is the main driver and source of motivation for us. Finding your center is critical to learning about what motivates and inspires you, where your passion comes from.

#### THINGS

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All of us, to some degree, are possession-centered. We work hard to accumulate “things” that we want. Some of us want wealth, financial security, cars, second homes, motor homes, boats, club memberships, private schools, etc. Ask yourself, “What things do I want that I don’t have today and what things could I live without?” The second half of that question is also important to consider – not just what we want but what we don’t want anymore. Some possessions weigh us down and prevent us from moving forward. For example, one of my clients was burdened with too many homes. The maintenance, outstanding loans and such were weighing him down and preventing him from moving forward. He eventually consolidated to only two homes, one north and one south. This lifted a burden from his shoulders and freed him up to pursue other interests.

## EXPERIENCES

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To really live life well is to experience life. Ask yourself, "What experiences in my life do I cherish the most? Why? What do I still want to experience someday?" Perhaps the answer is something on your bucket list. Getting in touch with the experiences you most treasure and those you wish for is helpful to finding what personally is most important to you. For me, for example, I think of the birth of my children and taking my grandchildren to Disney World for the first time (family), the marriage to my wife of 40 years (spouse), attending the Final Four and riding in an Indy car (pleasure), the sale of Flexalloy (money), and the launch of my family business (work) are just some of the experiences that I cherish.

## PEOPLE

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Finally, think about the people in your life in the past, present, and future. Are there people who have mentored you and helped you and people you have helped or may want to help? Are there people you wish you could spend more time with? Are there people you need to thank? For example, one of my clients decided they wanted to sell their business so that they could spend more time with their grandchildren. To them, their grandchildren had become the center of their life. I certainly can relate to that. That personal shift motivated them to prepare and then sell their business to create the personal and financial freedom to spend more time with their grandchildren.

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Don't overthink this. Just write what comes to mind. It may seem random at first and you may have some trouble getting started. But just start and things will start coming to you. Writing down your thoughts will help you articulate them. There are no right or wrong answers. You may want to complete this in more than one sitting so as not to feel rushed or pressured. Consider sharing your thoughts with loved ones.