

BLUEPRINTING

Living your life by design ... not by chance!

Passion Dreams



Wealth Faith

Values Success

Blueprinting Exercises

“Your vision will become clear only when you look into your heart. Who looks outside, dreams. Who looks inside awakens.”

Carl Jung

What do you value most in life?

What drives you?

What principles guide your decisions?

What do you ultimately want to achieve in your life?

What's your mission in life?

What's the vision for your future?

Those are just a few of the questions you'll answer as part of Blueprinting™. In the day-to-day rush of things, it's easy to overlook their importance. But in the end, those who have taken the time to figure out what's important to them and what they are striving for will reap the greatest reward – both financially and otherwise.

Blueprinting is a series of exercises that will help you identify what's important to you in your life, then help you create a plan to consciously strive toward living your ideal life. In effect, it helps you define what true wealth means to you. True wealth is what money cannot buy and death cannot take away.

Blueprinting guides you through the process of discovery and action planning. Once you complete it, you'll have a personalized design to guide you through fulfilling all your dreams. Your **enthusiasm** and **motivation** will increase dramatically because you'll now have a clear picture of your future – one you've designed to meet all your hopes, dreams and aspirations.

This is not a "get fixed quick" set of exercises. Take your time. Let your guard down and really dig deep. Complete a draft of these exercises and then let it sit for a while. When you return, see if it still feels good to you. There are no right or wrong answers here. Develop something that works for you and your loved ones and the results will be phenomenal.

The Five Blueprinting Steps are:

“Plant the seed of desire in your mind and it forms a nucleus with power to attract to itself everything needed for its fulfillment.”

Robert Collier

1. You'll identify what you value most in life. This is a critical step because it will become the building block for the next four steps.
2. You'll explore what your meaningful purpose in life is. Knowing your purpose fuels your passion and commitment and gives meaning to your life.
3. You'll design a compelling vision for your future. This is a vivid representation of your ideal life that results from being true to your meaningful purpose. It envisions such things as: your living and working environment, with whom you want to surround yourself, how you want to spend your time, and what you want to accomplish in your personal and professional life.
4. You'll create a personal mission statement and a professional mission statement. These statements become your roadmap for moving toward your vision and they help guide you in daily living.
5. You'll set goals and create an action plan that will help you implement your mission, live your values, and move toward achieving your vision.

Everyone reading this has the ability to experience meaning and fulfillment in business and in life. One of the keys to making this happen is having a relentless burning desire for what you do. By completing the Blueprinting exercises and internalizing their meaning, you'll have a renewed enthusiasm for your business and your life and you'll be well on your way to living your dreams.

Step #1 - Identifying What you Value Most

All people have certain principles and values they believe in and live by. These are the innermost beliefs that distinguish who we are and how we conduct ourselves. Values are things that are very important to us. They include such aspects of life as family, health, career, and spirituality. Having strong convictions about what we value and keeping them front and center in our lives keeps us balanced and focused on the most important things. In the long-run, focusing on what you value, coupled with solid principles, will help you live a fulfilling life that is far more satisfying than any short-term gain from compromising.

Having these strong convictions benefits you in other ways, too. In times of indecision, you can turn to your guiding values. They will frequently give you the framework for making tough decisions. When you're unhappy, you can turn to your values and see if you're leading a life that is consistent with your beliefs. When you're underachieving, you can turn to your values and gain the motivation to make the extra effort.

Decision Making:

Have you ever had trouble making a decision? In business and in life, we have to make decisions all the time. Many of them involve "gray" areas where more than one solution will work. Indecisiveness results when you are not clear on your values. Once you bring clarity to your values, decision-making becomes easy.

Happiness:

Far too many people in our society go through life without zest and enthusiasm. Frequently this is because they are doing things and being things that are not congruent with who they are. The result can be burnout, depression and ineffectiveness. The key is to check what is important to you and then make sure your life is in synch with that.

Achievement:

Some of the greatest fulfillment in life has come from people who felt so strongly in their values that they were willing to devote their lives, and in some cases, sacrifice their lives, to live them. The key is to feel so strongly about your values that you are motivated to take action and live by them. Having conviction about something you value, and then committing to living by it every single day, will go a long way toward igniting your relentless burning desire.

Values

Identifying What You Value Most

Take a close look at your list. Are you spending much time living and supporting your values?

Remember, values are not some fluffy ideal. They need to be fundamental to who you are as a human being. With that said, some of your values may change over time due to changing circumstances in your life. What's important to you today may not be as important to you five years from now. Consequently, it's important to review your values on a regular basis to make sure they are still important to you.

To get more focused on your values, restate your top six values in the chart below, then list one key action you can implement that will help you more fully integrate that value into your life. For example, let's say health is one of your top six values. Here's how that line on the chart might look.

Value: **Action to integrate it more fully into my life:**

1. Health	Exercise at least 30 minutes a day 5 days a week
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Now complete the full chart.

Value: **Action to integrate it more fully into my life:**

1.	
2.	
3.	
4.	
5.	
6.	

You'll refer to this chart a little later as you work on developing your goals. Long term, to keep your values top of mind, review this list on a regular basis.

Step #2 - Finding Your Meaningful Purpose

We all have certain desires and pursuits in life such as ensuring our security and caring for loved ones. But when we move beyond the day-to-day pursuits of life, what moves you? What causes you to jump out of bed in the morning feeling refreshed and ready to tackle the day's challenges? What higher purpose calls you? What is something larger than yourself that inspires you? What can you do that uses all your skills, talents, and interests and that benefits the world?

Without meaningful purpose, we simply go through the motions of daily life. We respond to the alarm clock, we go to work, we solve the day's problems, we eat, we relax, we spend a few minutes with the family, we go to bed, and then we wake up and do it all over again. We could do that for 50 years and then look back on what we've accomplished and be sadly disappointed at how much time we spent accomplishing so little. Each of us is capable of making a very positive impact in the life we live.

For many people, being a loving spouse and raising great kids is a huge accomplishment, and they should be rightfully proud of that. Meaningful purpose goes a step beyond and transcends what we do for ourselves and our immediate family. Meaningful purpose reaches out to the world around us and infuses life with the special gifts that each of us have inside.

Vision

Finding Your Meaningful Purpose

“Find a purpose in life so big it will challenge every capacity to be at your best.”

David O.
McKay

The following exercise is designed to help you identify, unlock, and pursue your meaningful purpose so the world can benefit from your unique gifts. Below are a series of questions and your objective is to reflect on them, write your response, and then consciously decide how you are going to move forward living your life with meaningful purpose.

1. Are you committed to finding your meaningful purpose in life and if so, what has happened in your life that now makes you ready?
2. What are your unique gifts, i.e., what do you do extremely well?
3. What do you most value in life? (Restate your top values from Step #1)
4. What activities are you most passionate about? For example, what gives you a great feeling of satisfaction and fulfillment?

Finding Your Meaningful Purpose

11. How do you go about making an important decision about your life direction? Is it made from a surface level, or do you have a way of checking into your soul? Do you have a confidant that you can share your thoughts with who can help guide you?

12. Do you view a lack of money as an impediment to fully realizing your meaningful purpose? If so, what are some creative ways that you could get past this issue?

13. If you live your life with meaningful purpose, how will the world be a better place?

14. How will you know that you are living your life with meaningful purpose?

Finding Your Meaningful Purpose

Based on your answers to the previous questions, take some time now to jot down your thoughts on what your purpose in life may be. Granted, this is a tall order but you have to start somewhere. Make some notes then set it aside for a while and let it sink in. Revisit what you wrote and see if it still feels congruent. Continue this process until you come to the "aha" moment and you know you've got it!

MEANINGFUL PURPOSE NOTES

Step #3 - Creating a Compelling Vision of Your Future

There's an old saying, "if you don't know where you're going, any road will get you there." That's a recipe for mediocrity. People of great achievement know exactly where they're going and they take the necessary steps to get there. But where is "there" for you?

"There" is your ideal future scenario. This is the dream life and dream business you would create if you had absolutely no constraints and could simply wave a magic wand and make it happen. It's your vision for your environmental surroundings, the people you associate with, what you spend your time doing, and what you want to accomplish. It's different for everybody. For example, perhaps you want to be successfully self-employed, working from home, and living in the mountains. Or perhaps you want to work for a non-profit organization that speaks to your heart and live near your children and grandchildren. It can be anything, but it must be something and it must be clearly defined. It must include tangibles so you can see it, feel it, touch it, smell it, and hear it so you can get all your senses involved in helping you drive toward it.

Your vision must be compelling. It must be something that motivates you to jump out of bed in the morning and get working. Your vision is what will sustain you when the going gets tough and you face major obstacles. To develop it, disengage from the present and position yourself in a future with unlimited possibilities. Eliminate your limiting beliefs and think big. With this frame of mind, you can develop a vision that propels you to success, contribution, and happiness far beyond what you've ever imagined.

The key to your compelling vision is to create one that motivates you to take action and that helps you persevere even when times are difficult. Here's an example of a compelling vision of the future:

"I enthusiastically jump out of bed every morning full of love for God, family, friends and life. I am a husband my wife is proud of, a father my children look up to, and a friend people count on.

My family is financially secure, physically fit, and emotionally close. We live in a comfortable home on one acre with a postcard-perfect view of the Pacific Ocean. Our home is light and airy with crisp ocean breezes blowing through. Pictures of my family and special moments in our life line the walls. The sound of grandchildren fills the house. As I look out the window, I see waves lapping the shore, seals playing on the rocks, and surfers hanging ten.

My days are spent helping the people around me reach their fullest potential. I do this by meeting with my top clients, guiding them in reaching their dreams and aspirations, and communicating my wisdom through my life planning website. My financial success enables me to be a reverse tithe and I give away 90% of my income and live on 10%. My schedule is flexible and I spend several hours a week mentoring disadvantaged children. For recreation, my wife and I travel the world, visit our kids and grandkids, read, and take time to enjoy the beauty of the great outdoors.

When I go to bed at night, I sleep soundly knowing that I helped make the world a little better than it was when I woke up."

Success

Creating a Compelling Vision For Your Future

In this exercise, you'll paint a picture of your Compelling Vision.

Direction: Don't hold back. Answer each question as accurately and completely as possible. This is your future so make it a great one!

My ideal working environment is...

Location:

Surroundings:

The relationships I want to surround myself with include...

Creating a Compelling Vision For Your Future

I want to spend my days working on...

If I wasn't so afraid, I would...

My life will not be complete unless I...

Creating a Compelling Vision For Your Future

If I knew for certain that I would die peacefully in either 14 days or 14 weeks (and I didn't know which of those two dates I would die), I would do the following in the next 14 days...

And I would do the following in the remaining 12 weeks (assuming I live that long)...

If I had all the money I ever needed, I would spend the rest of my life ...

Creating a Compelling Vision For Your Future

I want people to remember me by saying I was...

My most memorable experiences include...

The part of my weekly routine that I look forward to is...

Creating a Compelling Vision For Your Future

I feel alive and energetic after I have just...

The community/world issue that I feel most strongly about is...

It may seem impossible today, but my life would dramatically improve if...

Putting It All Together

Review how you answered all the previous questions. From this, use the following outline to write a Compelling Vision that motivates you to take action and that gives you great excitement from just thinking about it.

My compelling vision is to...

Surround myself with...

Live in...

Spend my days...

Accomplish...

Once you create a compelling vision that gives you goosebumps, review it on a daily basis to continue hardwiring it into your life so it will keep inspiring you.

Step #4 - Developing a Personal & Professional Mission Statement

A mission statement is not simply a hokey statement that gets written once and then filed away. Rather, it is a living, breathing document that should be displayed prominently for visual reinforcement and should be internalized to keep your subconscious working on it. Spend time developing it, memorizing it, living it, and you'll be pleasantly surprised at the results.

Personal Mission Statement

Creating a personal mission statement will be one of the most important things you do in your life. Therefore, please set aside some time for reflection and to complete it. It will evolve over time, but it is important to get a draft on paper so you can continue to shape it.

A personal mission statement is a bold statement about the kind of life you want to lead, who you want to be, and how you want to conduct yourself. It will serve as your lighthouse during difficult times and keep you motivated, focused, and true during your life. Share it with your spouse.

Here's an example of a personal mission statement:

“My mission is to be loving and loyal to my family and friends, lead a successful career that I enjoy, stay healthy, and take on any challenges that come my way.

I value my family, friends, spiritual fulfillment, sense of accomplishment, and enthusiasm. I value my relationship with God and live by the Golden Rule.

Throughout my life, I will always be supportive and loyal to my family and friends. I will be an active member in my place of worship and in my local community. I will use my financial management skills to help needy organizations keep their financial houses in order.

I live life to the fullest and strongly believe that nothing is impossible.”

Your personal mission statement may follow a similar format or you may want to modify it. The key is to make it personal, meaningful, and inspirational.

Faith

Developing a Personal & Professional Mission Statement

In this exercise, you'll create a personal mission statement.

A personal mission statement is your declaration of the kind of person you want to be. It answers such questions as: Who do I want to be? How do I conduct myself? What and who is important to me? Think of it as a daily guide to living.

Directions: Take some time to write a draft of your personal mission statement. The key is to get something down on paper. Let it percolate and then come back to it. Eventually, solidify it and review it each day.

Personal Mission Statement

Professional Mission Statement

Your professional mission statement is your business guide. It can address such issues as who you are, why you exist, whom you serve, and what results your clients can expect. After you develop it, share it with your staff and your clients. Let it permeate your office and guide you and your staff's actions.

Here are several examples of professional mission statements submitted by financial advisors:

"To create a world of financial comfort by implementing custom solutions to individual needs!"

"We are dedicated to enhancing the quality of our clients' lives as we oversee their wealth to help them achieve their long-term goals and dreams. With our unmatched, superior service and guidance, we build strong relationships as we help simplify our clients' financial affairs, allowing them to focus on those areas that give their life meaning and purpose."

"To guide our clients through the process of obtaining financial peace of mind so that they can focus on the most important things in life."

"To guide our clients in making wise decisions based on Biblical principles for wealth management."

Similar to a personal mission statement, make it personal, meaningful, and inspirational. Both statements should be reasonably short and highly memorable. There's no set length to a mission statement. Just make sure you can remember it and it connects with you.

Developing a Personal & Professional Mission Statement

A professional mission statement is your declaration of the kind of business/career you want to have. It answers such questions as: What does my firm do? How do we do it? Why do we exist? What can our clients expect? If you are an employee and not a business owner, write it from the perspective of how you do your job.

Directions: Take some time to write a draft of your professional mission statement. The key is to get something down on paper. Let it percolate then come back to it. Eventually, solidify it and review it each day.

Professional Mission Statement

Step #5 - Setting Goals & Creating an Action Plan

Remember,
all great
achievement
happens
twice - once in
your head, and
once in reality.

Anonymous

We all have wants and desires. We all daydream about what it would be like to be living our ideal life. Unfortunately, despite what "The Secret" says, merely thinking about our ideal life will not get us our ideal life. We have to be clear about what we want, when we want it, why we want it, and we have to take positive action to make it happen. The goal-setting process is critical to making all this happen. As we set goals, make sure they are SMAC certified – Specific, Measurable, Achievable, and Compatible.

One of the keys to goal-setting is to tie them into your compelling vision. Your compelling vision is a lifetime pursuit. To make that manageable, you have to break it into pieces. To do this, complete the goal-setting and action planning exercises. As you set goals, start by reviewing your compelling vision and then work backwards. To pursue your vision, what has to happen in 10 years, 5 years, 3 years, and 1 year? Determine what age you, your spouse, and your kids will be at each of those time periods. Identify the goal then determine the one activity that will have the greatest impact on reaching the goal. Also, identify the reward you will get by reaching the goal. Here are examples of categories in which you might want to set goals:

- Attitude – are there any attitudes or limiting beliefs you need to change in order to reach your Compelling Vision?
- Career – what do you want to accomplish in your professional life?
- Education – do you need additional knowledge that will help you pursue your vision?
- Family – how can you improve your relationships?
- Financial – what net worth are you striving for? What business financial goals do you have?
- Physical – what specific physical goals can you set? Do you want to be a certain weight? Do you want to exercise a certain amount? Is there a challenging physical goal you'd like to achieve...such as climbing Mount Rainier?
- Recreation – what do you want to do in your free time that will rejuvenate you?
- Community – what do you want to do for your community? What legacy do you want to leave?
- Spiritual – how do you want to grow in your spirituality?

Once you've set your goals, transfer them to the Visualize and Realize page on page 28. This will neatly summarize your compelling vision and all the activities that have to take place to make it happen.

Goals & Action Plan

Sample - 1 Year Goals

GOAL	KEY ACTIVITY TO ACHIEVE	REWARD
Change my belief system from scarcity to abundance	Read appropriate books and listen to the right speakers and take them to heart	A better outlook on life
Take a two-week family vacation	Schedule it	Grow closer as a family, smiling faces, new experiences
Exercise vigorously at least 5 days per week	Join the local health club, get up by 5:15 am, hire a personal trainer for 6 months	Great health, feel good, more energy
Break 80 in golf	More practice and focus on eliminating double bogies	New set of clubs
Become a member of the leadership team at my place of worship	Express my desire and follow the protocol to obtain the position	Being able to help people
Meditate at least 15 minutes a day	Find a consistent time that works and create a peaceful space	Stress reduction, clear mind, greater understanding
Spend 5 hours/week helping kids with homework or as much time as needed	Let kids know I'm available and make it a priority	Smarter, happier kids, satisfaction from helping, grow closer to the kids

Directions: On the following pages, write down your goals for the next 1, 3, 5, and 10 year periods. After that, transfer the goals that relate to you achieving your Compelling Vision on the Visualize and Realize page.

One Year Goals

My Age: _____

Spouse's Age: _____

Kids' Ages: _____

GOAL

KEY ACTIVITY TO ACHIEVE

REWARD

Three Year Goals

My Age: _____

Spouse's Age: _____

Kids' Ages: _____

GOAL

KEY ACTIVITY TO ACHIEVE

REWARD

Five Year Goals

My Age: _____

Spouse's Age: _____

Kids' Ages: _____

GOAL

KEY ACTIVITY TO ACHIEVE

REWARD

Ten Year Goals

My Age: _____

Spouse's Age: _____

Kids' Ages: _____

GOAL

KEY ACTIVITY TO ACHIEVE

REWARD

Visualize & Realize

Year One Goals

Year Five Goals

**Write your
compelling
vision here.**

Year Three Goals

Year Ten Goals

Think About These

"For the past 33 years, I have looked in the mirror every morning and asked myself: 'If today were the last day of my life, would I want to do what I am about to do today?' And whenever the answer has been "No" for too many days in a row, I know I need to change something." **Steve Jobs**

"Nobody can go back and start a new beginning, but anyone can start today and make a new ending." **Maria Robinson**

"Fear not that thy life shall come to an end, but rather fear that it shall never have a beginning." **John Henry Cardinal**

"Are you always trying to get somewhere other than where you are?"
Eckhart Tolle

"Individually, we are one drop. Together, we are an ocean." **Ryunosuke Satoro**

"There are no traffic jams along the extra mile." **Roger Staubach**

"There is more hunger for love and appreciation in this world than for bread."
Mother Teresa

"You never find yourself until you face the truth." **Pearl Bailey**

"If you limit your choices only to what seems possible or reasonable, you disconnect yourself from what you truly want, and all that is left is compromise."
Robert Fritz

"Only passions, great passions, can elevate the soul to great things."
Denis Diderot

"To me, there are three things we all should do every day. Number one is laugh. You should laugh every day. Number two is think. You should spend some time in thought. And number three is, you should have your emotions moved to tears, could be happiness or joy. But think about it. If you laugh, you think, and you cry, that's a full day. That's a heck of a day. You do that seven days a week, you're going to have something special." **Jim Valvano**