

The Pathfinder Program
Pathfinder Workbook



Universal Coaching Systems Pty Ltd

The Pathfinder Program - Pathfinder Workbook

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Introduction

If you are at a crossroads in your life and don't know which road to take next, The Pathfinder Program™ is exactly what you have been looking for.

The program is a guided, exploratory tour to understanding yourself better, so that you can create a life that has meaning and heart for you.

The Pathfinder Program™ will help you:

- Discover what drives you
- Make better decisions that feel right
- Build empowering beliefs for better results
- Create a skills development plan
- Establish goals that excite and motivate you
- View success on your own terms

The Pathfinder Program™ is a self-paced personal development program founded on the idea that personal success and happiness ultimately come from enhanced self-awareness. Through the program you will be guided through a success alignment, which covers essential personal development components including: values, beliefs, goals, skills, support and success (see Figure 1).

Figure 1: The Success Framework



The 17 exploratory exercises provided over the next six chapters will assist you to open up the way you think about yourself and set the stage for new personal insights and possibilities.

Once you have completed The Pathfinder Program™ you will be ready to turn your new self-awareness into real results by completing the Goal Tracker™.

Values

The success alignment starts with the foundation layer, values.

Question: Imagine that you have to decide between taking Option A or Option B – how do you know which to choose?

Answer: By knowing your values.

When you know your values it is easy to know when something is right for you, because your values are the things that are the most important to you – the things that you cannot live happily without.

By knowing your values you will be able to make decisions that you will find fulfilling and rewarding.

By not knowing your values you may make decisions that meet someone else's values and may or may not make you happy.

What is a value?

For the purpose of this workbook, a value is a quality that you have, or would like to have, that will help you to achieve your goals most effectively. Values tend to be conceptual words – things that you cannot touch or hold, e.g. love, creativity, power, freedom, wealth, success.

You define your values. You choose them. You shape the life you want to live.

You collect your values, usually subconsciously, from your friends, family, society and from your experiences. Your values may change slightly over time and evolve as you evolve. However, they are unlikely to change drastically over time unless a dramatic event occurs that modifies your view of the world. An example of such an event would be a death, separation or illness.

Your values rule how you interpret what is happening all around you at every moment. This impacts your feelings, which impact your actions, which become your results.

This means that awareness of your values will enable you to better understand:

- What motivates you to act
- The results you are getting in your life and why

Another Perspective

Imagine that all of your favourite people in the world are together at one party with the sole purpose of celebrating you. At this party four different people, including a family member, a community member, a friend and a work colleague, make a speech about you.

Take a few minutes to imagine what each person would say and write down the key concepts from each speech.

What does each person say about you in their speech?


Speech 1 - Family Member



Speech 2 – Someone in Your Community



Speech 3 – Dear Friend



Speech 4 – Work Colleague



Exploring Values

Get inspired from the wide sampling of possible core values.

Circle all words that describe what matters most to you.

| | | | | |
|----------------|------------------|---------------|---------------|--------------|
| Abundance | Beauty | Concentration | Determination | Excellence |
| Acceptance | Being the best | Confidence | Devotion | Excitement |
| Accomplished | Belonging | Conformity | Devoutness | Exhilaration |
| Accuracy | Benevolence | Congruency | Dexterity | Expectancy |
| Achievement | Bliss | Connection | Dignity | Expediency |
| Acknowledged | Boldness | Consciousness | Diligence | Experience |
| Activeness | Bravery | Consistency | Direction | Expertise |
| Adaptability | Brilliance | Contentment | Directness | Exploration |
| Adoration | Calmness | Continuity | Discipline | Expressive |
| Adroitness | Camaraderie | Contribution | Discovery | Extravagance |
| Adventure | Candor | Control | Discretion | Extroversion |
| Affection | Capability | Conviction | Diversity | Exuberance |
| Affluence | Care | Conviviality | Dominance | Fairness |
| Aggressive | Carefulness | Coolness | Dreaming | Faith |
| Agility | Celebrity | Cooperation | Drive | Fame |
| Alertness | Certainty | Cordiality | Duty | Family |
| Altruism | Challenge | Correctness | Dynamism | Fascination |
| Ambition | Charity | Courage | Eagerness | Fashion |
| Amusement | Charm | Courtesy | Economy | Fearlessness |
| Anticipation | Chastity | Craftiness | Ecstasy | Ferocity |
| Appreciation | Cheerfulness | Creativity | Education | Fidelity |
| Approachable | Clarity | Credibility | Effectiveness | Fierceness |
| Articulate | Cleanliness | Cunning | Efficiency | Financial |
| Assertiveness | Clear-mindedness | Curiosity | Elation | Firmness |
| Assurance | Cleverness | Daring | Elegance | Fitness |
| Attentiveness | Closeness | Decisiveness | Empathy | Flexibility |
| Attractiveness | Comfort | Decorum | Encouraging | Flow |
| Audacity | Commitment | Deference | Endurance | Fluency |
| Availability | Compassion | Delight | Energy | Focus |
| Awareness | Completion | Dependability | Enjoyment | Fortitude |
| Awe | Composure | Depth | Entertainment | Frankness |
| Balance | | Desire | Enthusiasm | Freedom |

| | | | | |
|-----------------|---------------------|----------------|---------------|----------------|
| Friendliness | Inventiveness | Peace | Resourceful | Strength |
| Frugality | Investing | Perceptiveness | Respect | Structure |
| Fun | Joy | Perfection | Rest | Success |
| Gallantry | Judiciousness | Perkiness | Restraint | Supremacy |
| Gentility | Justice | Perseverance | Reverence | Sympathy |
| Giving | Keeness | Piety | Richness | Synergy |
| Grace | Kindness | Playfulness | Rigour | Teamwork |
| Gratitude | Knowledge | Pleasantness | Sacredness | Temperance |
| Gregarious | Leadership | Pleasure | Sacrifice | Thankfulness |
| Growth | Learning | Poise | Sagacity | Thoroughness |
| Guidance | Liberation | Popularity | Saintliness | Thoughtful |
| Happiness | Liberty | Potency | Satisfaction | Thrift |
| Harmony | Liveliness | Power | Security | Tidiness |
| Health | Logic | Persistence | Self-control | Timeliness |
| Heart | Longevity | Persuasive | Selflessness | Traditionalism |
| Helpfulness | Love | Philanthropy | Self-reliance | Tranquillity |
| Heroism | Majesty | Practicality | Sensitivity | Transcendence |
| Holiness | Making a difference | Pragmatism | Sensuality | Trust |
| Honesty | Mastery | Precision | Serenity | Truth |
| Honour | Maturity | Preparedness | Service | Understanding |
| Hopefulness | Meekness | Presence | Sexuality | Unflappability |
| Hospitality | Mellowness | Privacy | Sharing | Uniqueness |
| Humility | Meticulous | Proactive | Shrewdness | Unity |
| Humour | Mindfulness | Professional | Significance | Usefulness |
| Hygiene | Modesty | Prosperity | Silence | Utility |
| Imagination | Motivation | Prudence | Silliness | Variety |
| Impact | Mysterious | Punctuality | Simplicity | Virtue |
| Independence | Neatness | Purity | Sincerity | Vision |
| Industry | Nerve | Realism | Skilfulness | Vitality |
| Ingenuity | Obedience | Reason | Solidarity | Warmth |
| Inquisitiveness | Open-minded | Recognition | Solitude | Watchfulness |
| Insightful | Openness | Recreation | Soundness | Wealth |
| Inspiration | Optimism | Refinement | Speed | Wilfulness |
| Integrity | Order | Reflection | Spirit | Willingness |
| Intelligence | Organization | Relaxation | Spirituality | Winning |
| Intensity | Originality | Reliability | Spontaneity | Wisdom |
| Intimacy | Outlandish | Religiousness | Spunk | Wittiness |
| Intrepidness | Outrageous | Resilience | Stability | Wonder |
| Introversion | Passion | Resolution | Stealth | Youthfulness |
| Intuition | | Resolve | Stillness | Zeal |

Discover Your Top Values

Look at all of the words you came up with in your speeches and in your values exploration and write down the 24 most important words in the space below.

My main 24 values are:

| | |
|-----|-----|
| 1. | 13. |
| 2. | 14. |
| 3. | 15. |
| 4. | 16. |
| 5. | 17. |
| 6. | 18. |
| 7. | 19. |
| 8. | 20. |
| 9. | 21. |
| 10. | 22. |
| 11. | 23. |
| 12. | 24. |

Values > Thoughts > Feelings > Actions > Results

Our values influence our thoughts, which impact our feelings, which impact our actions, which become our results.

Now, narrow the list down again to your top six values.

You can do this by:

- Grouping common values into one value
- Taking out the values that are so much a part of you that you don't need to be reminded about them on a daily basis
- Deciding on the top, most important six that you shouldn't be without in order to be your full potential

My six key values are:

| |
|----|
| 1. |
| 2. |
| 3. |
| 4. |
| 5. |
| 6. |

Carry Your Values With You

Conscious awareness of your values enables you to make decisions and set priorities with ease. Write them in your diary, hang them in your bathroom and put them in your wallet.

Describe how your six key values ARE being expressed in each of the key areas in your life.

Career/Business

Finances and Wealth

Friends and Family

Fun, Recreation and Entertainment


Health and Fitness



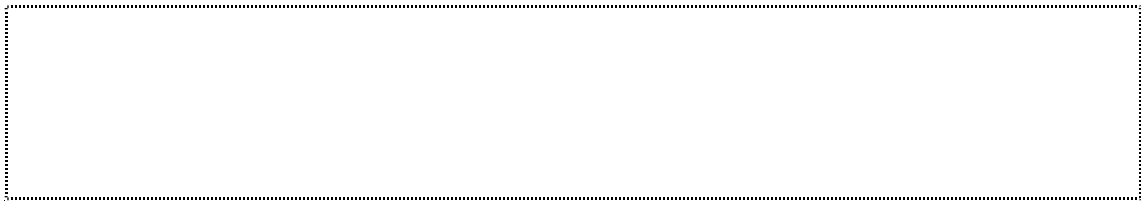
Love Life



Personal/Spiritual Development



Physical Environment



Describe how your six key values ARE NOT being expressed in each of the key areas in your life.

Career/Business

Finances and Wealth

Friends and Family

Fun, Recreation and Entertainment

Health and Fitness



Love Life



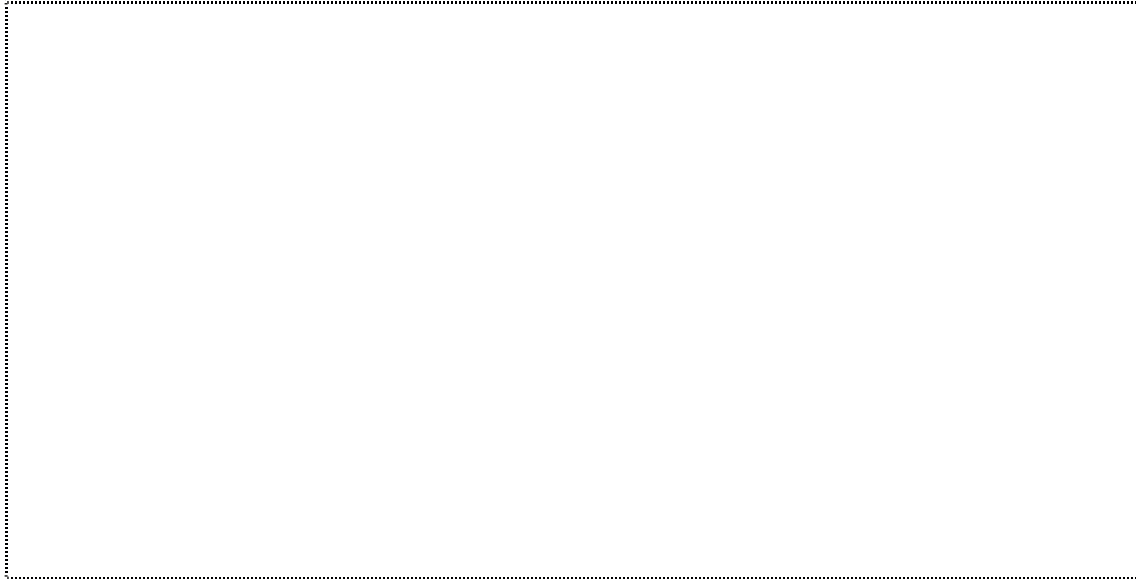
Personal/Spiritual Development



Physical Environment



Do any of your top values need to change to achieve the new results that you are looking for right now? If so, what specifically do you need to change?



Congratulations, you have your first foundation in place!

What are three things you discovered about yourself through this process so far?

