

# DISCOVERING **YOUR VALUES** AND OWNING THEM

WORKBOOK



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The more you know about you, the more authentic and real you can be.

Being authentic and real happens as soon as you open up and start seeing others around you as different, instead of wrong. The more that you get to know yourself, the more understanding and accepting you can be of others differences and the easier it will be to get results.

There are some questions, below, that are going to help you discover how you think and feel, and what your core values are.

They aren't tough questions, nor are they meant to trick you. They are actually very easy questions about a great topic that you are very familiar with-YOU! :)

The questions were also developed to help you discover where you are and where you want to go, in your life and with women.

Please take your time and really think about your answers. Again, the questions are for you. Not for anyone else. So it's important that you really put some thought into them.

Lastly, have fun as you learn more about yourself that will enable you to have better perspective and more meaningful relationships with others.

# START HERE:

## Instructions

- 1. Answer questions in the order as they appear. If you feel you need more time to think about a particular question, you are free to pause and think about what you want to write.*
- 2. Be real with yourself. No one is judging you and no one will ever see these answers.*

## DISCOVER YOUR VALUES

- 1.** Imagine that you've jumped forward 20 years. You are attending a function where someone is giving a speech about **YOU!** What would you want them to say?
- 2.** If time and resources were not a concern, describe the things you would do.

- 3.** How would you define a true leader? What are the qualities this leader embodies?
  
  
  
  
  
  
  
  
  
  
- 4.** If you knew that you could not fail at what you really wanted to do, what would you do?
  
  
  
  
  
  
  
  
  
  
- 5.** Think about two or three people you know who really inspire you. Who are they and what about them is inspiring?
  
  
  
  
  
  
  
  
  
  
- 6.** What's missing in your personal and professional life? What would make your personal and work life more fulfilling?
  
  
  
  
  
  
  
  
  
  
- 7.** What are the biggest changes in your personal life and with women you want to make:
  - A.** Over the next 3 years?

**B.** Over the next 3 months?

**7.** What activities have meaning and purpose for you?

**8.** What are your biggest personal roadblocks to your personal and professional success?

**9.** What commitment will you make to eliminate these roadblocks?

**10.** Of all the projects you start, what is the percentage of them that you finish?

**11.** With what are you most satisfied with right now, regarding your work and personal life? And what makes you feel least satisfied?

**12.** What are your 3 greatest accomplishments or achievements up to today?

**13.** What is the hardest thing in your life that you've had to overcome?

**A.** What has been hardest to accept?

**14.** What two steps could you immediately take that would make the biggest difference in your current situation (in any area of your life)?

**15.** What are your spiritual beliefs? Do you have a religious faith or some spiritual philosophy? Or just believe in yourself? Describe your spiritual/religious feelings and how they came about.

**16.** What kinds of things in your current and previous workplace environments drive you crazy? What about things in your dating life? What else in life drives you crazy? (Really allow yourself to go to town and “bitch” here) :)

**17.** What would you change in your personal and/or dating life, if you could wave a magic wand?

## **OWNING YOUR VALUES**

Now that you have answered all these questions, what are you supposed to do with the answers?

The first thing you should do is read them. Read them, add to them, and tweak them. Your answers here will help you to know your strengths, weaknesses, likes, dislikes, wants, and needs.

**NOTE:** I guarantee that each time you review your answers, you will have something to add and you will read it differently-in fact, you will feel differently, as well. You will have more confidence, more strength, and a deeper understanding of yourself.

When you read through your responses, realize that they represent your personal core values. They will be sprinkled throughout the document and, when you learn how to spot them, you will pick them out instantly.

### **HOW TO IDENTIFY VALUES**

**For example,** let's say that your answer to question 16# was:

*It drives me crazy when people waste their time having small talk with others in the office. It would be better if people did their work and then socialized after, I would like that.*

**Values.** If you think about this answer, you might see this core value as:

"I value a work-hard/play-hard mentality; having a clear line between work and play."

Go back to each question and find the deeper core value within your response.

You will discover very interesting things about what you value and don't value.

Use this deeper understanding of yourself to recognize, also, that others around you have different values than you. Realizing this will help you to not feel so angry with others, but rather, to have a deeper understanding for their actions.



## **WHAT ARE PERSONAL VALUES?**

Personal Values provide an internal reference for what is good, beneficial, important, useful, beautiful, desirable, constructive, etc. Values generate behavior and help solve common human problems for survival. We compare the ranking of values, and the answers help us to understand why people do what they do and how they prioritize their choices.

## **THE IMPORTANCE OF CLEARLY DEFINING YOUR CORE VALUES**

**DEFINING OUR VALUES GIVES US PURPOSE.** When you don't know or you haven't clearly defined your values, you end up drifting along in life. Instead of basing your decisions on an internal compass, you make choices based on circumstances and social pressures. You end up trying to fulfill other people's expectations, instead of your own. And before you know it, life has passed you by and you haven't even started to live. Trying to be someone else and living without core values is downright exhausting; it leaves you feeling empty and unfulfilled. Conversely, living a life that is in line with your core values brings purpose, direction, happiness, and wholeness.

**DEFINING OUR VALUES PREVENTS US FROM MAKING BAD CHOICES.** Perhaps you have a vague idea about what you value. But if you haven't clearly defined your values, then you're not in touch with what you really consider to be important, deep down. As a result, you can end up making choices and behaving in ways that conflict with who you really are. The result is often unhappiness and frustration.

**DEFINING OUR VALUES GIVES US CONFIDENCE.** I've realized that it's extremely helpful to me to really think and meditate upon what I value. Then, I write those things down. The result is that I'm more likely to have the courage and confidence to make choices, based on those values. There's something about actually writing down your values that makes you more committed to living them.

**DEFINING OUR VALUES MAKES LIFE SIMPLER.**

When you're sure of your core values, decision-making becomes much, much simpler. When faced with a choice, you simply ask yourself: **"Does this action align with my values?"** If it does, you take that action. If that alignment isn't there, you don't. Instead of fretting over what you should or shouldn't do, and then waffling or stressing out in times of crisis, you can simply let your internal compass - *your values* - guide you. (<http://artofmanliness.com>)



Overall, when you have an understanding of your core personal values, it will help you attract women, date women, seduce women, find high-quality women, and, ultimately, establish a strong relationship. Why? Because it helps you really understand yourself. Armed with this knowledge, you can:

- 1.** Be more open to others (especially women)
- 2.** Become less guarded and defensive
- 3.** Avoid reacting emotionally when your ego is threatened
- 4.** Be more empathetic to others who have different values than you
- 5.** Decrease anger or frustration with people around you
- 6.** Be your authentic, real self
- 7.** Have a strong character that instantly attracts women!

Only a man who has a strong sense of his core personal values - who can truly put his most authentic self forward - can generate the behaviors that attract women.

**Congrats on completing the workbook!**



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