

# ASSESSING YOUR LIFESTYLE THERMOSTAT

The logo for 'sfm' is rendered in a bold, lowercase, sans-serif font. It is a bright yellow color and is positioned within a large, light-yellow circle that serves as a background for the logo itself. The circle is centered on the page, and the text 'sfm' is centered within it.

**sfm**

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# YOUR TRAJECTORY

## CALCULATING YOUR TRAJECTORY

**Trajectory** |trəˈjektərē|

**Noun** (pl. trajectories)

1 The path followed by a projectile flying or an object moving under the action of given forces: The missile's trajectory was preset. | Figurative: the rapid upward trajectory of Rich's career.

## SHOW ME YOUR PAST AND I WILL SHOW YOU YOUR FUTURE

As much as we like to think that we can change our lives and create a new reality for ourselves, it is nearly impossible. Unless, of course, you make significant changes to the trajectory of your life.

## YOUR INFLUENCES AND ENVIRONMENTS

Your influences and environments determine 50% of the results you get. Here's how it works. Make a list of the last few years and your approximate income, assets (net worth), and debt over the years.

YEAR	INCOME	ASSETS	DEBT
2008			
2009			
2010			
2011			
2012			
2013			
2014			
2015			
2016			
2017			
Average			



# YOUR TRAJECTORY

Look at your results and see if there are any apparent trends.

- Gradual increases or decreases?
- Sudden increases or decreases?
- Similar yeartoyear?

## THIS IS WHERE INERTIA COMES INTO PLAY

**Inertia** |i'nərSHə|

**Noun**

- 1 A tendency to do nothing or to remain unchanged: The bureaucratic inertia of government.
- 2 Physics a property of matter by which it continues in its existing state of rest or uniform motion in a straight line, unless an external force changes that state.

Inertia is everywhere, in all physical objects and in every one of us. For a long time I relied on inertia to get me going in the morning so I could get to the job where I earned enough to get through the day so I could get up the next day and do the same thing. Routine can become comfortable.

It's common to develop a kind of psychological inertia, to know what to expect and simply survive each day. Whatever path you are on, you can become driven by inertia – right up until you get that gnawing feeling that you're going nowhere fast. If you have ambitions and places you want to go, people to meet, a sense that you want to be part of a greater good, then inertia becomes a force you have to overcome.

Changing a body's direction and/or speed requires an outside force. When it comes to people and inertia, however, that force can also emerge from within. It starts with a desire but also requires making a decision and following with action. You may have the desire to change but not the will and this is perhaps the single greatest obstacle to achieving your goals. To put it bluntly, you can't be lazy or uninspired and be successful.

Listen to your heart and figure out the top five things that you know you can change to take your income to the next level. You know what they are, because you know yourself better than anyone else. No matter how difficult or challenging they may seem, put them on the list. Work on each of the five every day until they are completed. If working on these things means getting help, seek it out.

If your income has been gradually increasing over the years, you are likely to continue that trend. If your debt has been growing consistently for 10 years, it's likely that will continue as well. If all things are pretty even over the last 10 years, not much will change in the next 10 years. Unless you take action to change it.



# MY VALUES WORKSHEET

## PERSONAL VALUES

**Personal Value** – A personal quality or manner of being that someone desires. Values are based on one's essence. Values become a part of your being or essence.

## EXAMPLES

CONNECTION	PLAYFULNESS	KINDNESS
TRUTH	ADVENTUROUS	POWERFUL
TRUST	BALANCE	BRAVERY
LOVE	INTEGRITY	VULNERABILITY
OPENNESS	SPIRITUALITY	WEALTH
CREATIVITY	FORGIVENESS	SPONTANEITY
INTELLIGENCE	PEACEFUL	JOLLY
SIMPLICITY	TEAMWORK	HONESTY

## VALUES CLARIFICATION

As a process, values clarification is about exploring what qualities hold worth for us, from our core. Once we identify the values we cherish, we can use these along with our vision, purpose, and guiding principles to help guide our choices and actions.

Aligning our choices and actions with our values and other essence derived elements ensures our integrity. This requires that everything flow from a single source, our essence. If values are based on outside forces and not who we are at our core (e.g. something we've been conditioned to think that we should feel), there will be a disconnect and these values will not truly be a part of our essence.

Values clarification helps to guide us and ensure personal fulfillment through integrity. When we have integrity others trust us as we trust ourselves; our entire being becomes more positive, confident, focused, and action driven.



# MY VALUES WORKSHEET

## GUIDING PRINCIPLES

Guiding Principles can help guide one's choices and actions so they will be aligned with one's values and essence.

## EXAMPLES

- Do unto others, as I would have them do unto me.
- Forever student; forever teacher.
- Be gentle: "Compassion, compassion, compassion." –The Dalai Lama
- Replace judgment with understanding.
- No expectations (engenders presence).
- Stay curious and filled with wonder.
- Play now; work later! (For those perpetually delaying gratification.)
- Listen from the other's perspective; speak from mine.
- "Life's greatest mystery is who we truly are." Strive to know who that is and be true to that person.
- Check in with my heart.
- Designa tuam vitam! (Choose your life!)
- See possibilities.
- I am deeply fulfilled by all that I do.

Personal values and guiding principles are an important part of living insideout. They have particular relevance when making tough decisions and undertaking major changes. When we

are conflicted, we can use our values as guiding principles to make decisions that are in line with our essence.

## ACTION > Define Your Core Values

Describe the values that you treasure most. How do you want people to know you? What's important to you? What do you want people to think or say about you? Also, think about the type of people you want to attract into your life and your business. Your core values should represent your ideal customer. Remember, like attracts like.

See JK's for an example <http://www.jaykubassek.com/jay-kubassek/>



# MY LIFE WORKSHEET

## MY LIFE NOW AND WHERE I WANT TO BE IN 12 MONTHS

**SAMPLE:** See Jay Kubassek's [My Life' Worksheet from 2002](#)

NAME:

DATE:

WHERE I AM RIGHT NOW	WHERE I WANT TO BE IN 12 MONTHS



# MY LIFE IN 90 DAYS

## ACTION > Create Your Ideal Day

Think about your ideal digital life and what a perfect day in that life looks like. Visualize what you would consider to be a dream come true morning, work day, and evening. Ask yourself these questions as you're writing...

How does my day start?

Who is with me?

How much time do I spend working?

What do I do for leisure?

Think about your family, where you live, and the ambiance and environment of your home. Describe your state of mind and emotions. Once you've been able to imagine your ideal day, describe it in 4-6 paragraphs, then share it with your friends and family.

Here's an example to get you started...

### MY IDEAL DAY

Athena Rompot

I wake up in Bali with my partner in a bed with white sheets and the early sunlight coming through the sheer curtains, warming my face. I feel calm, loved and fulfilled. Well rested and excited to start the day after a wonderful night dancing at the beach, we have breakfast on the deck and discuss what we'll be doing today.

I open my laptop and look out over the beautiful landscape, and listen to the sound of the birds and the waves. I think to myself how grateful I am to live my life this way and that I can help other people create it as well. I check the SFM dashboard and see we made 2 more ELITE sales while we were out dancing and sleeping in. Excitement, gratitude and motivation fills my body and I tell my partner the great news.

I have a few calls answering questions my members have. I continue to edit our latest video, with our stories, experiences and beautiful shots of our travels. After finishing it, I upload it to YouTube, repurpose it as a broadcast and social media post and that's most of our work done for the day.

Together we head down to the beach to meet with friends for dinner in town and have an amazing time enjoying the company, the food, and surroundings. We go back to our place to hold our weekly webinar to help our members and the community move forward in their



## MY LIFE IN 90 DAYS

business and personal growth. This is one of the most fulfilling parts of our week. Seeing people get unstuck and able to move forward because of your help is a fantastic feeling. After, we answer the emails from people who are interested in the SFM, and close our laptops.

We snuggle up together on the couch watching a movie. In the background I softly hear the ocean waves and feel the warm breeze on my skin. I think about how far we've come, how we've grown, all we've learned and still learn every day. Above all I think about how close this journey has brought me and my partner together. How we're a team now and feel so insync with each other.





# MY CIRCLE OF INFLUENCE

## PRODUCTS OF OUR ENVIRONMENTS

Take a moment to think about the 10 most influential people in your life, those who are near and dear and care for you. We rely on our friends and family to keep us in line and hold us accountable to varying degrees. This small group is like our personal board of directors. They give us honest advice and have our best interest at heart.

Now I would like you to think about a time when you did something that you knew your board of directors would not approve of? Did you feel uncomfortable, perhaps a little guilty? Did you call in sick to go on vacation? Did you contact your ex online without your spouse knowing about it?

We all encounter boundaries in our lives every day and it is perfectly normal. When we do something that is out of the norm, we are reminded that we need to conform. We're no different than a flock of sheep or a herd of cattle; fitting in is an instinct we are born with.

The purpose of the presentation today is to show you how to do something different. How to break from the pack you are currently running with and join a new pack.

## YOUR 10 CLOSEST INFLUENCES

Take a look at your 10 closest influences. Think about their average income and see how this compares to yours? Chances are, your income is an exact average of your 10 closest friends/influences.

Do you need an entirely new board of directors in the finance part of your life? Do you need some new running mates? You are going to learn to run with the bulls, swim with the sharks, stampede with the rhinos.



# MY CIRCLE OF INFLUENCE

The point of this exercise is to determine if your primary influences are positive influences on your future success.

**INSTRUCTIONS:** On a scale of 1–10 (1 = terrible, 10 = Ultimate) rate the 10 most influential people in your life. You will compare in terms of income, assets, and debt.

NAME	INCOME	ASSETS	DEBT
Average			
You			

**ACTION >** Think about 2–3 people who are having a negative effect on you. Ask yourself why you are holding onto those relationships if they no longer serve you. Be honest with yourself and keep this confidential if you need to.

**ACTION >** Think about how you are going to gradually disempower them from controlling and influencing you.

**ACTION >** Think about all of the individuals you know who embody the ideals (results, values, relationships, etc.) that you want in your life. Imagine them as your board of directors.



# MY BUCKETLIST WORKSHEET

## 100 THINGS TO DO BEFORE I DIE

One day your life will flash before your eyes. In that moment you will think about your family, your loved ones, your friends, and the things you wished you had done. For too many people, their objective in life is to arrive safely at the grave.

Think about your life today. Are you the person you thought you would be? If you had known when you were a child that your life would turn out as it is today, would you have been excited to live it? Think about what you, as a child, wanted to be when you grew up. Do you still know what it feels like to dream, aspire, and fantasize?

The future has yet to be defined and the world is your playground. What do you have to lose? The next 10 years will come and go regardless of how you choose to fill that time. If you fail to define some of the things you want to do in this lifetime, it will be over before you know it, and you will have little more than regret to show for it.

## MY BUCKET LIST

For some, coming up with 100 things is a daunting task. Write down as many as you can without stopping, register for and attend the New Member Orientation Workshop, and then complete your bucket list after attending the workshop.



# MY BUCKETLIST WORKSHEET

NAME:	DATE:
1	26
2	27
3	28
4	29
5	30
6	31
7	32
8	33
9	34
10	35
11	36
12	37
13	38
14	39
15	40
16	41
17	42
18	43
19	44
20	45
21	46
22	47
23	48
24	49
25	50



# MY BUCKETLIST WORKSHEET

NAME:	DATE:
51	76
52	77
53	78
54	79
55	80
56	81
57	82
58	83
59	84
60	85
61	86
62	87
63	88
64	89
65	90
66	91
67	92
68	93
69	94
70	95
71	96
72	97
73	98
74	99
75	100