



The Money SPOT

where purpose and passion
become revenue streams

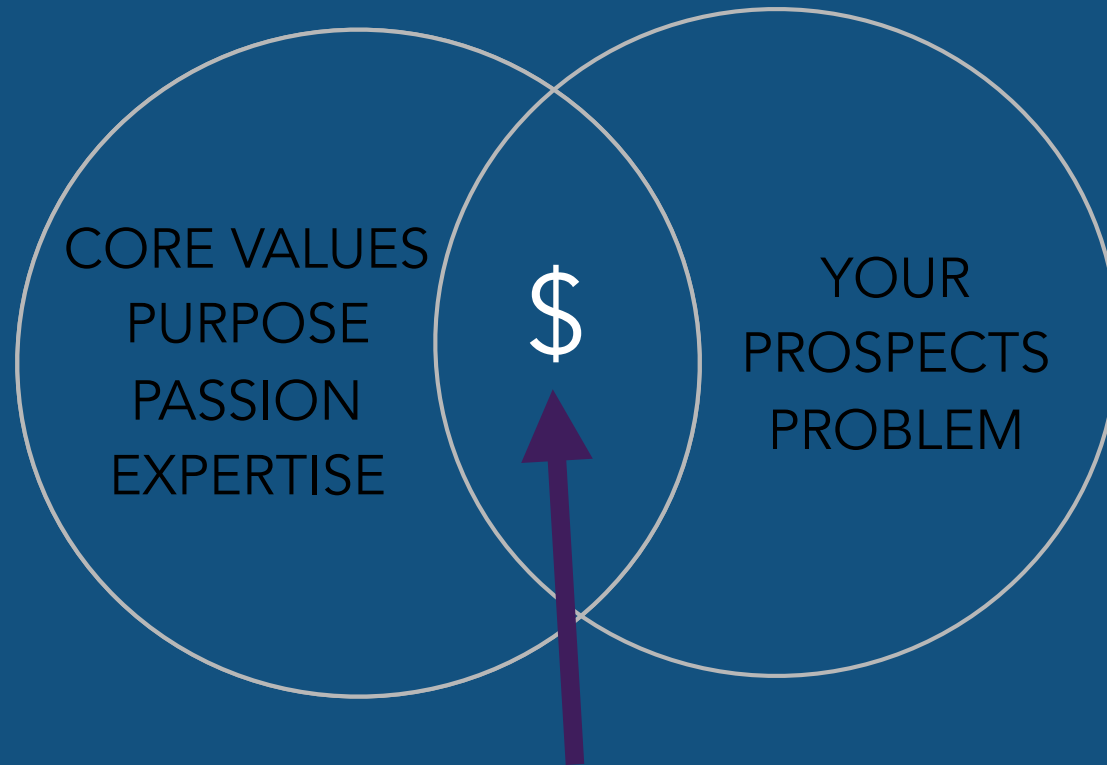


With Patti Keating

VALUE ASSESSMENT

YOUR MONEY SPOT

Where Purpose & Passion Meet A Problem In The
Market And Become Revenue Streams



YOUR MONEY SPOT

Uncover Your Core Values

Your values are unique to you, they intrinsic to who you are. They define what you want in your life, what brings you joy, and what brings frustration. By aligning your business with your values and referring to them when making decisions, your business will resonate with ideal clients..

Consider a time when everything was going especially well in your life. You were on top of the world. What was important about this time in your life? Choose ten words that describe what you most valued. Choose from the list below, or use your own words.

- | | |
|----------|-----------|
| 1. _____ | 6. _____ |
| 2. _____ | 7. _____ |
| 3. _____ | 8. _____ |
| 4. _____ | 9. _____ |
| 5. _____ | 10. _____ |

Consider a time when things were not going well in your life. Things just seemed difficult and you felt frustrated or trapped. What was missing? Choose ten words that describe what you most valued, that was missing.

- | | |
|----------|-----------|
| 1. _____ | 6. _____ |
| 2. _____ | 7. _____ |
| 3. _____ | 8. _____ |
| 4. _____ | 9. _____ |
| 5. _____ | 10. _____ |

Uncover Your Core Values

Great work! Now post these words all around you. Put them in your office, on the refrigerator, in your day planner, in your car and on your computer monitor. Check in with yourself when you are feeling joy. What value is being honored? When you are frustrated or unhappy, ask yourself what value is not being honored? When you make decisions that honor your values, life becomes very easy.

What one or two values might be the core for you?

1. _____ 2. _____

What four values support your one core?

1. _____ 3. _____

2. _____ 4. _____

Play with this until it becomes clear. You are on your way to identifying your Money Spot. It all starts with your core values.

Values List

- Accomplishments/Results
- Personal Power
- Achievement
- Privacy/Solitude
- Adventure/Excitement
- Recognition
- Balance
- Risk Taking
- Clarity
- Romance/Magic
- Commitment
- Security
- Community
- Self Expression
- Completion
- Learning
- Connecting/Bonding
- Honesty
- Orderliness/accuracy
- Humor
- Organization
- Health
- Nature
- Integrity
- Partnership
- Intimacy
- Joy
- Independence
- Service/Contribution
- Compassion
- Spirituality
- Creativity
- Trust
- Emotional Health
- Vitality
- Environment
- Leadership
- Loyalty
- Freedom
- Openness
- Fulfillment
- Personal Growth
- Fun
- Mastery/Excellence

YOUR NEXT STEPS

Find The Problem That You Solve

Now that you have uncovered your core values its time to determine the problem that you solve. Interview your prospects, tap in to the pain they are experiencing and begin to create your unique signature system, the process you take them through. You are on your way to your 6+ figure business!

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