



**The Pathfinder Program**

# **Pathfinder Workbook**

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## The Pathfinder Program – Pathfinder Workbook

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## Introduction

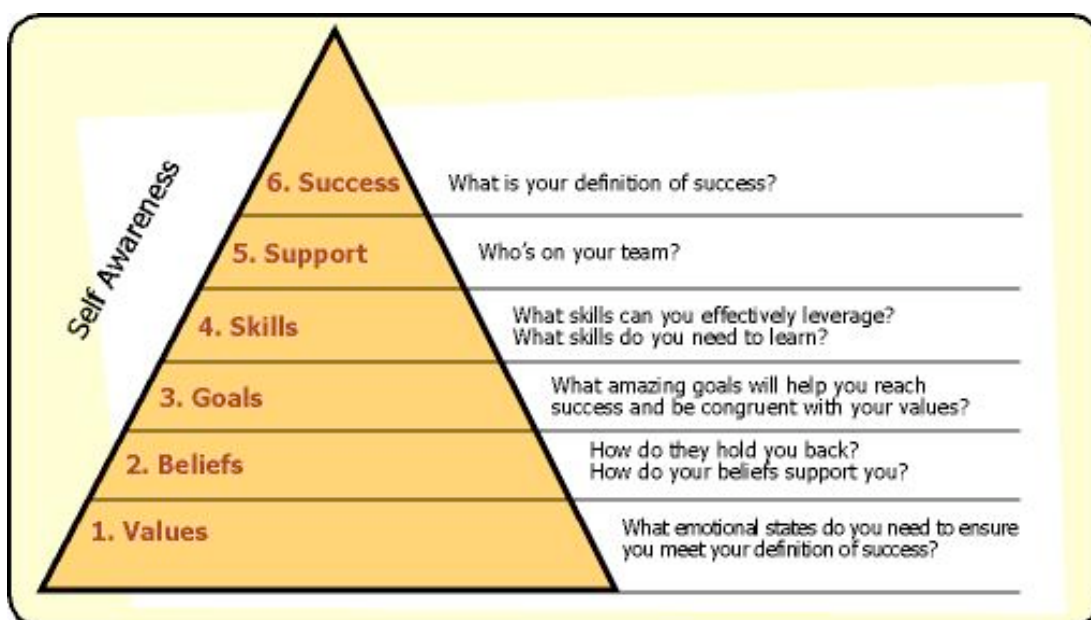
If you are at a crossroads in your life and don't know which road to take next, The Pathfinder Program™ is exactly what you have been looking for. The program is a guided, exploratory tour to understanding yourself better, so that you can create a life that has meaning and heart for you.

The Pathfinder Program™ will help you to:

- ☒ Gain an in-depth understanding of what makes you tick
- ☒ Make decisions that are congruent with your values
- ☒ Explore your own empowering and disempowering beliefs
- ☒ Create a skills development plan for yourself
- ☒ 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 in 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™.

## 1. 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.

So 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



***Values > Thoughts > Feelings > Actions > Results***

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

## 1.1 Another Perspective

Imagine that all of your favorite 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 – given by a family member:

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Speech 2 – given by someone from a community club or organization:

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Speech 3 – given by a friend:

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Speech 4 – given by a work colleague:

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## 1.2 Exploring Values

Get inspired from the wide sampling of possible core values on the following pages.  
Circle all of the words that describe what matters most to you.


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



Guidance	Leadership	Piety	Sacredness	Teamwork
Happiness	Learning	Playfulness	Sacrifice	Temperance
Harmony	Liberation	Pleasantness	Sagacity	Thankfulness
Health	Liberty	Pleasure	Saintliness	Thoroughness
Heart	Liveliness	Poise	Sanguinity	Thoughtfulness
Helpfulness	Logic	Polish	Satisfaction	Thrift
Heroism	Longevity	Popularity	Security	Tidiness
Holiness	Love	Potency	Self-control	Timeliness
Honesty	Majesty	Power	Selflessness	Traditionalism
Honor	Making a	Practicality	Self-reliance	Tranquility
Hopefulness	difference	Pragmatism	Sensitivity	Transcendence
Hospitality	Mastery	Precision	Sensuality	Trust
Humility	Maturity	Preparedness	Serenity	Trustworthiness
Humor	Meekness	Presence	Service	Truth
Hygiene	Mellowness	Privacy	Sexuality	Understanding
Imagination	Meticulousness	Proactive	Sharing	Unflappability
Impact	Mindfulness	Professionalism	Shrewdness	Uniqueness
Impartiality	Modesty	Prosperity	Significance	Unity
Independence	Motivation	Prudence	Silence	Usefulness
Industry	Mysteriousness	Punctuality	Silliness	Utility
Ingenuity	Neatness	Purity	Simplicity	Valor
Inquisitiveness	Nerve	Realism	Sincerity	Variety
Insightfulness	Obedience	Reason	Skillfulness	Victory
Inspiration	Open-mindedness	Recognition	Solidarity	Vigor
Integrity	Openness	Recreation	Solitude	Virtue
Intelligence	Optimism	Refinement	Soundness	Vision
Intensity	Order	Reflection	Speed	Vitality
Intimacy	Organization	Relaxation	Spirit	Vivacity
Intrepidness	Originality	Reliability	Spirituality	Warmth
Introversion	Outlandishness	Religiousness	Spontaneity	Watchfulness
Intuition	Outrageousness	Resilience	Spunk	Wealth
Intuitiveness	Passion	Resolution	Stability	Willfulness
Inventiveness	Peace	Resolve	Stealth	Willingness
Investing	Perceptiveness	Resourcefulness	Stillness	Winning
Joy	Perfection	Respect	Strength	Wisdom
Judiciousness	Perkiness	Rest	Structure	Wittiness
Justice	Perseverance	Restraint	Success	Wonder
Keeness	Persistence	Reverence	Supremacy	Youthfulness
Kindness	Persuasiveness	Richness	Sympathy	Zeal
Knowledge	Philanthropy	Rigor	Synergy	


### 1.3 Discover Your Top Values

Look at all of the words you came up with in sections 1.1 and 1.2 and write down the 24 most important words in the space below.

 <i>My main 24 values are:</i>	
1.	13.
2.	14.
3.	15.
4.	16.
5.	17.
6.	18.
7.	19.
8.	20.
9.	21.
10.	22.
11.	23.
12.	24.

Now, narrow the list down again to your top six values. You can do this by:

1. Grouping common values into one value
2. 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
3. Deciding on the top, most important six that you shouldn't be without in order to be your full potential

 <i>My six key values are:</i>
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.*