

## Values Exercise

When doing this exercise, please do not tell the client that you are trying to elicit their values. If you do this, they may give you their "aspirational" values rather than their true values.

1. If a fire broke out in your home, what are your first material possessions you would grab?

2. What would you talk about all the time if only friends and family would let you?

3. What do you think about the most?

4. If you got a big bonus at work, what do you spend it on?

5. What do you spend most of your free time doing?

6. What room of your home do you spend the majority of your time in?

7. What do you most enjoy reading or learning about?

8. How would you describe yourself in one short sentence?

9. If you could wave a magic wand and have anything in your life that you wanted, what would it be?

10. Which section of the bookstore do you gravitate to automatically?

Once the client has answered, categorize them into one of the values categories below:

- Spirituality
- Health & Wellness
- Family
- Freedom
- Personal development, growth and learning
- Recreation & Fun
- Work/Success

Enter the score for each category below:

Spirituality \_\_\_\_\_

Health & Wellness \_\_\_\_\_

Family \_\_\_\_\_

Freedom \_\_\_\_\_

Personal Development, Growth & Learning \_\_\_\_\_

Recreation & Fun \_\_\_\_\_

Work/Success \_\_\_\_\_

Now that you've got their subconscious values down, write the top 5 values down on the *Live By Your Values Exercise Worksheet* in order from the highest to the lowest.

Then show this to the client and ask them if they would like to continue living their life by these values or if they need to make some changes in order to achieve their goals and really live at their highest potential.

If the client would like to make changes, then help them to re-order their values how they would like it.

Once this is done, ask them to complete the question in the *Live By Your Values Exercise Worksheet*. This question helps to keep these values at the forefront of the client's mind.

The client will then write this question out on Post It Notes and post it in several places around their home and office where they will see it frequently.