

# You 2.0

## Finding and Living Your Process

**Manish Sinha**

<https://manishadda.com>

***“Live Life By Your Terms ... Not As Defined By Others”***

# Why Find Your Process

- **Success by design.** Rather than luck into success, you'll know your personal combination for results. This is the ultimate key to skilled living. If you know where you're headed, it's easier to find your way through the maze of life.
- **Living your purpose.** When you're living your purpose, every day has meaning. If you know what you want, you can find the meaning in the things you do. If you' don't feel you're on your path, you can get on it. Most importantly, If you get knocked off your horse, it's easier to get back on.
- **Living your values.** When you live your values, you enjoy more moments in life, a moment at a time. When you know your values, you can make better choices about who to hang with and what situations to avoid. Living your values is what makes you feel good.
- **Playing to your strengths.** When you play to your strengths, you'll improve your energy. You'll get stronger every day instead of weaker. You'll play at what you do. You might even whistle while you work.
- **Improved results.** You'll improve your results. A little self-knowledge goes a long way. You'll be a better, stronger, faster you for whatever you want.

# Objectives

1. Find Your Why (Purpose)
2. Find Your How (Process)
3. Find Your Strengths and Values

# Agenda

1. Example of Mapping Your Success Process
2. Hot Spots for Personal Success
3. Finding Your Purpose, Why, and How
4. Finding Your Strengths
5. Finding Your Values
6. Tagline
7. Metaphors
8. Personal Success Patterns
9. Self-Awareness

# Example – Mapping Out Your Success Process

Purpose – Make Others great

Why? – Exponential Results for Underachievers

Values – Achievement | Adventure | Competitiveness | Creativity | Personal development

How – Get New Perspective | Create a Framework | Add the Exponential | See Results | Measure Impact

Strengths – Competition | Command | Individualization | Learner | Achiever

Metaphors – Life's a Game | Life's an Adventure | Life's a dance | Life's a Comedy | Life's a tragedy

Living Your Process

Self-Awareness - 5 Personality Traits | 16 Personality Factors | NLP meta Programs | Myers- Briggs | Entrepreneur Over Freelancer | River Over Goal | Learning styles

Success Patterns - Learned Optimism | Continuous Improvement | Growth Mindset Over Fixed Mindset | Coach Over Critic | Strength Over Weakness | Fulfillment Over Happiness | Boundaries & Budgets | Approach Over results | Solution Oriented | Adapt, adjust & Avoid | Test your results | Model the best | Master emotional Intelligence

# The Hot Spots

## Core – Living Your Process

1. Purpose
2. Why
3. How
4. Values
5. Strengths
6. Metaphors
7. Self-Awareness
8. Success Patterns

- Hot Spots help you make heat maps.
- They're a lens.
- Use Hot Spots to focus on what's important over what's complete.

# Summary of Steps

- Step 1. Find Your Purpose
- Step 2. Find Your Why
- Step 3. Find Your How
- Step 4. Find Your Values
- Step 5. Find Your Strengths



# Step 1. Find Your Purpose

## What

It's your mission. It's why you're here.

## Why

- Ask yourself ... *“What’s my purpose in life?”*
- Keep asking until something sticks.

## Checkpoint

- *You have a one-liner way to say your purpose?*
- *Your purpose resonates for you?*
- *Your purpose is compelling?*

# Examples of Purpose

## Examples

- *I'm the explorer who paves the path for others.*
- *I'm the mentor who helps people live more, laugh more,*
  - *learn more, love more.*
- *I'm the coach who helps make others great.*
- *I'm the writer who helps people write their life story.*
- *I'm the developer who transforms the world.*
- *I'm the musician who makes people feel alive.*
- *I'm the poet who makes people think.*
- *I'm the researcher who finds the truth.*
- *I'm the bridge builder who connects people.*
- *I'm the mother who leaves my world a better place than I*
  - *found.*

# Step 2 – Find Your Why

## What

- This is about narrowing down on your motivation and key drivers.
- Figuring out why you do what you do, helps reinforce your purpose.
- It's the why behind your purpose.

## How

- Ask yourself ... “Why do you do what you do?”

## Checkpoint

- *Does it resonate?*
- *Does it motivate you?*

# Examples of Why

- *Make others great.*
- *Share the world's best patterns and practices for work and life.*
- *Lift others up.*
- *Change the world.*

# Step 3 – Find Your How

## What

- Think of it as your personal recipe for results.
- It's how you get results.

## How

- Ask yourself ... “How do I get my best results ... what's the pattern?”
- The simplest way to find your approach is to examine the highlights in your life where you were at your best and think about your approach in those scenarios.

## Checkpoint

- *You can write your approach down as a small set of steps?*
- *When you think through your steps, they resonate?*
- *It's a pattern you've used to get results throughout your life?*

# Example of a How

Here's a simple example of a results process:

1. *Get a new perspective.*
2. *Create a framework.*
3. *Add the exponential.*
4. *See results.*
5. *Measure satisfaction.*

# Step 4 - Find Your Values

## What

- The more you can narrow down, the more focus you have on your real priorities in life. The more you live your values in your day to day, the better you feel.

## How

- Ask yourself ... “What are your top 5 values?”
- The key is to narrow it down to the five that are the most vital for you.

## Checkpoint

- *Are they truly YOUR values?*
- *Are they a means or an end?*

# Example Values

- Achievement
- Advancement
- Adventure
- Affection
- Competitiveness
- Cooperation
- Creativity
- Economic Security
- Fame
- Family Happiness
- Freedom
- Friendship
- Health
- Helpfulness
- Inner Harmony
- Integrity
- Involvement
- Loyalty
- Order
- Personal Development
- Pleasure
- Power
- Recognition
- Responsibility
- Self-respect
- Spirituality
- Wealth
- Wisdom

If one value is simply to accomplish another, then look to the value you want to accomplish. If you want economic security because you think it leads to freedom, then freedom is the one you value most. This is important because there's multiple ways to accomplish a goal and flexibility is key. Know what you want, but be flexible in your approach.



# Step 5 - Find Your Strengths

## What

- Strengths are activities that make you feel strong.
- Strengths are built-in.
- You grow more in your strengths, than in your weaknesses.

## How

Ask yourself the following questions:

- *What are you really good at?*
- *What comes naturally for you?*
- *What activities make you feel great?*

## Checkpoint

- *You have a list of 5 of your key strengths?*
- *Your list of strengths resonates?*
- *Your list of strengths makes you feel strong?*
- *Your list of strengths show your unique value?*

# Examples of Strengths

- *Making people smile.*
- *Reading a room.*
- *Arranging information in new ways.*
- *Stepping back and seeing the big picture.*
- *Helping people get new perspective on things.*
- *Connecting the right people together to solve problems.*
- *Taking on big challenges that have a lot of ambiguity.*
- *Making order out of chaos.*
- *Helping people find their best talents.*
- *Focusing on a problem until you crack it.*
- *Coming up with new ideas.*
- *Turning ideas into results.*

# Tagline

- Your tag line or motto should be something that reminds you what you do and you find compelling.
- It should be easy to say ... a one-liner.
  
- Examples
  - *Crack the nut on human potential!*
  - *Stand on the shoulders of giants!*
  - *Make others great!*
  - *Make the most of what you've got!*
  - *Exponential results for the underdog!*

# Metaphors

- Metaphors shape your experience.
- Metaphors can be a simple way to empower yourself.
- Choose the metaphors that work for you.
- You can find a metaphor for yourself and for life.

## **Metaphors for you:**

- I'm a lover, I'm a fighter, I'm a healer, I'm a lion, I'm a bull, I'm a warrior, I'm a truth seeker, I'm a mentor, ... etc.

## **Metaphors for life:**

- Life's a game, life's a dance, life's a tragedy, life's an adventure, life's a comedy, ... etc.

# Personal Success Patterns

You have patterns that work for you and patterns that don't. All you have to do is flip back through your past experiences and pay attention to what worked and what didn't. Look to patterns for thinking, feeling, and doing.

## Key Success Patterns

One way to start is to think of your best patterns that have worked for you for:

- *Eating*
- *Sleeping*
- *Working out*
- *Feeling good*
- *Dealing with stress*

## Antipatterns

Another way to find your patterns is to find the patterns that don't work for you (your antipatterns) and contrast them with patterns that have either worked for you or that might work for you. It's easy to find some patterns you may have forgotten about for a long time.

# Self-Awareness

- **Learning Styles** - Abstract, Concrete, Random, Sequential (Four Stages of Competence, US Gordon Training International organization )
- **5 Thinking Styles** – Synthesist, Idealist, Pragmatic Thinker, Analyst Thinker, Realist Thinker (Richard Bramson, Coping with Difficult Bosses).
- **Satir Categories** - Blamer, Placater, Computer, Distractor, and Leveller (Virginia Satir)
- **7 NLP Meta-programs** – Towards or Away, External or Internal, Sorting By Self or Sorting by Others, Matcher or Mismatcher, Convincer Strategy, Possibility vs. Necessity, Independent, Cooperative and Proximity Working Styles. (Tony Robbins, Unlimited Power).
- **6 Styles Under Stress** – Masking, Avoiding, Withdrawing, Controlling, Labeling, Attacking (Kerry Patterson, Joseph Grenny, Ron McMillan, and Al Switzler, Crucial Conversations: Tools for Talking When Stakes are High)
- **Meta-programs and Intrinsic Values in NLP** - Towards and Away From, Options and Procedures, In-Time and Thru-Time, Internal Frame of Reference and External Frame of Reference, Self and Others, Detail and Global, Feeling and Thinking, Sameness and Difference. (David Molden and Pat Hutchinson, Brilliant NLP: What the Most Successful People Know, Say & Do)
- **The Lens of Human Understanding** – Task Focus, People Focus, Aggressive, and Passive. (Dr. Rick Brinkman and Dr. Rick Kirschner, Dealing with People You Can't Stand)
- **Johari Window** – Open Self, Blind Self, Hidden Self, Unknown Self (Joseph Luft and Harry Ingham )
- **10 Types of Difficult People** – Tank, Sniper, Know-It-All, Think-They-Know-It-All, Grenade Person, Yes Person, Maybe Person, Nothing Person, No Person, Whiners. (Dr. Rick Brinkman and Dr. Rick Kirschner, Dealing with People You Can't Stand)
- **The 16 Myers-Briggs Type Indicators** - (MyersBriggs.org)

# Conclusion

- It's living your process that will keep you going and help you make the most of each and every situation.
- It's your personal recipe for results.
- Your map is a living document and you can add to it and refine it over your life time. It will be one of your best tools as you chart your life.
- Sail on and soar on, upward bound and forward looking. Find a way forward. You always do. Now you have a better lens for unleashing your best.

# Call to Action

1. Map out your process.
2. Lead the life you want to live. You can do it one moment at a time. Drive from the inside out.
3. Make the most of what you've got.



# Other Tips To Help You Live Life to The Fullest

Although the science-based techniques we've discussed so far have been shown to help boost meaning and well-being, not every tool or technique that can help you live your life to the fullest has been studied in academic research. So here are a few more ideas to explore. Hopefully, they can help you discover the strategies that work best for you.

- Try new things
- Spend less time on your phone
- Explore what gives your **life meaning**
- Use wallpaper on your phone or computer to remind you to live life to the fullest
- **Keep your stress levels down**
- Live life with no regrets
- Try **daily affirmations**
- Do **loving-kindness meditation**
- Do **mindfulness exercises**
- Make new friends
- **Set goals**
- Avoid **negativity**
- Do exercise that you enjoy
- Make a positive impact
- Connect with others by asking them **deeper questions**
- Practice **self-compassion**
- Take breaks
- Be **optimistic**
- **Overcome insecurities**
- Try making a **vision board**
- Write a **personal mission statement**
- **Slow down**
- Create an action plan for your life
- Create **your own definition of success**
- Love yourself
- Get clear on your **core values**

# Other Tips To Help You Live Life to The Fullest

- Take advantage of opportunities
- Use your **strengths**
- **Savor** the moment
- Stay away from energy vampires
- **Visualize happiness**
- Do something you're proud of
- **Get clear on what you want**
- Strive to **manifest your dreams**
- Create a **10-year plan**
- Focus on **self-actualization**
- **Take action** on your goals
- Live your truth
- **Find your purpose** (or purposes)
- Deal with **shame** so you can move forward
- Try **daily journaling**
- Forgive
- **Let go**
- Listen to your gut
- **Live simply**
- Set boundaries
- Cultivate new, healthier **habits**
- Be more altruistic
- Try not to be pessimistic
- Identify your aspirations
- Think of **things that you're thankful for**
- Build life skills
- Create a bucket list
- Help yourself **flourish**
- **Overcome your fears**
- Practice **generosity**
- Get to **know yourself better**
- Be yourself
- Work on **improving your social relationships**
- Enjoy your life