

My Daily Director



From the Creator of *My Daily Director*™



Finding MY REASON for Being

Personal Discovery Guide

Bill Davis

President, Business Development Group

What is the metaphor of your life? _____

Facing My Giants

“Things” don’t just happen to work out. To change, we must our thinking and behavior.

Giants...

Steal _____.
Stall _____.
Stifle _____.

Are these my giants: industry cycles, company confidence, buyer hesitation, competition, self-perception, and / or overpriced listings? What are my giants? _____

Self-Awareness

- **Self-image predicates PERFORMANCE**
- **NEEDS and ENDOWMENTS**
- **SUCCESS and FAILURES**
- **NEW BEGINNINGS and ATTITUDES**

Dreams

“Success is the progressive realization of a worthy goal.”

How do my thoughts shape my reality? _____

What are my values? _____

List all the things you want to BE, DO and HAVE. Always start with the end in mind. This is critical.

BE

DO

HAVE

BE	DO	HAVE

Ask of your dreams these 5 questions:

1. Is this dream really mine? (NOT someone else’s ideal for you)
2. Is this dream morally right and fair to everyone concerned?
3. Is this dream consistent with my other dreams?
4. Can I emotionally commit myself to chase and finish this dream?
5. Can I “see” myself reaching this dream?

I have learned, that if one advances confidently in the direction of his dreams, and endeavors to live the life he has imagined, he will meet with a success unexpected in common hours.
~Henry David Thoreau

The answer must be “yes” to all 5 questions for a goal to be attached to the dream.

The Unifying Power of a Purpose Statement

- **All decisions define you.**

Some decisions develop you; some decisions destroy you. How have your decisions defined your life thus far? _____

- **Walking my talk, talking my walk**

How is my integrity? _____

- **Without PURPOSE we try too much**

Do I try or do I train? Try Train

- **Models and Mentors**

Who are your heroes / mentors? Why? _____

Identify the characteristics that you want to be remembered by. _____

Who are the benefactors of my purpose? _____

Example Purpose Statements

"To ... [what you want to achieve, do or become] ... so that ... [reasons why it is important]. I will do this by ... [specific behaviors or actions you can use to get there]."

When you discover your mission, you will feel its demand. It will fill you with enthusiasm and a burning desire to get to work on it.

~W Clement Stone

"To live each day with ...[choose one to three values or principles]... so that ...[what living by these values will give you]. I will do this by ...[specific behaviors you will use to live by these values]."

"To treasure above all else ...[most important things to you] by ...[what you can do to live your priorities]."

"To be known by ...[an important person/group]... as someone who is ...[qualities you want to have]...; by ...[some other person/group]... as someone who is ...[other qualities]...; ..."

Strategies

Strategies are the broad plans that lead to the assignment of tasks and the achievement of goals in order to fulfill an ultimate purpose.

- **The Golden Thread of the Top**
- **80/20 focus**
- **Guard your mind**
- **Written outline of plan**
- **Where and how to**
- **Systems are floors to build on**

Why is it critical to have a written plan? _____

Tactics

We must not, in trying to think about how we can make a big difference, ignore the small daily differences we can make which, over time, add up to big differences that we often cannot foresee.

~Marian Wright Edelman

Tactics are daily activities that support my strategies to achieve my goals fulfilling my purpose.

- **Tick tock, tick tock**
- **Clock and my compass**
- **Become the LEAD in your OWN EPIC**
- **Tool for putting it all together**
- **Commitment, discipline, action**
- **How to say “NO”**

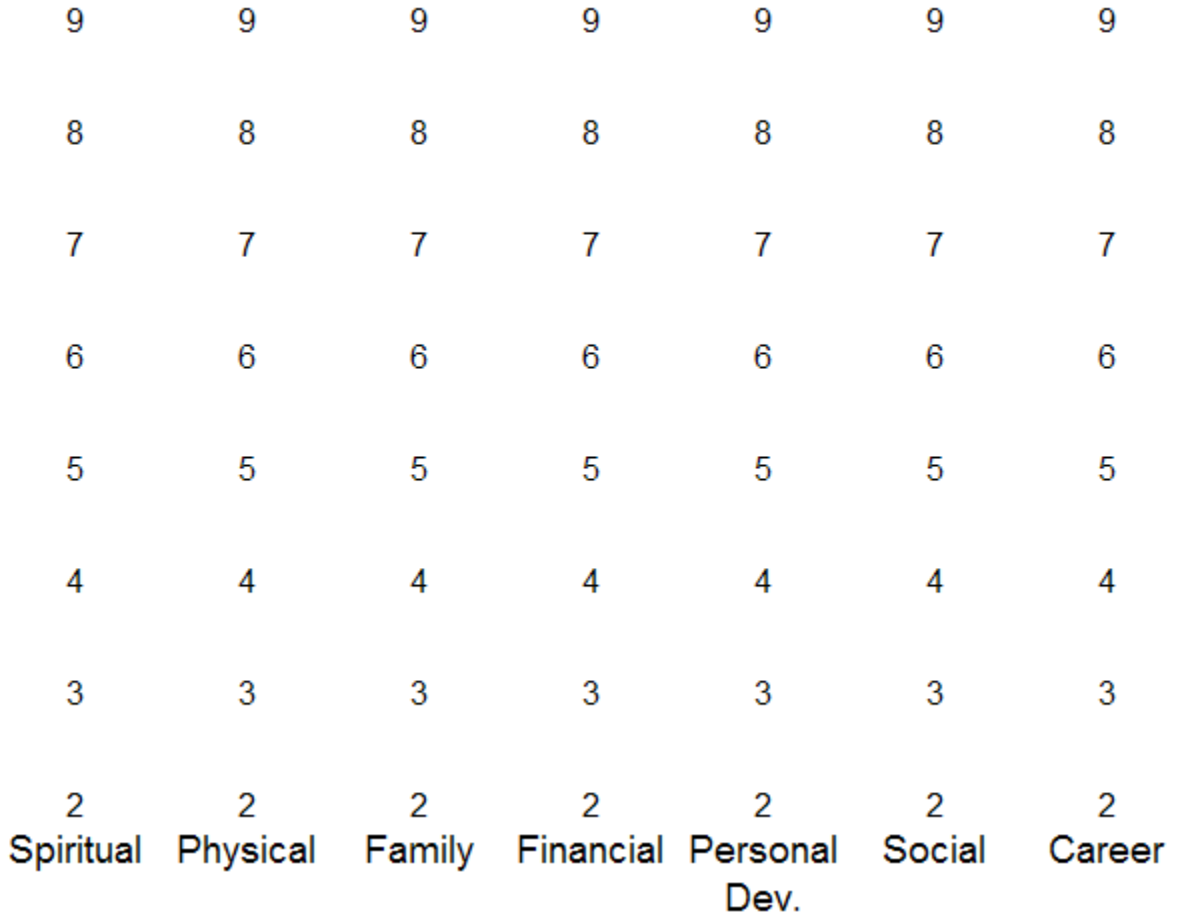
What drives my life? Clock Compass (Purpose)

Am I maximizing my time daily to reach goals to fulfill my ultimate purpose? Yes No

Why or why not? _____

Life Balance Test

Use this graph to give yourself a picture of the balance in your life. Rate yourself in each of the seven areas below (number 9 being the highest) and connect the dots.



Is my life balanced? Yes No

What are some ways to create more balance in my life? _____

Accept, Assimilate, Apply

Inspiration: What has challenged me to become more? True change is inside out and permanent.

Information: What have I learned new? What have I learned again? What do I know? What am I not sure about? What do I not have a clue about? _____

Perspiration: What actions am I going to take in the next 72 hours based on what I have learned to change my family's future? What do I refuse to change? What am I willing to accept because I refuse to change? _____

The harder the conflict, the more glorious the triumph. What we obtain too cheap, we esteem too lightly; it is dearness only that gives everything its value. I love the man that can smile in trouble, that can gather strength from distress and grow brave by reflection. 'Tis the business of little minds to shrink; but he whose heart is firm, and whose conscience approves his conduct, will pursue his principles unto death.

~Thomas Paine