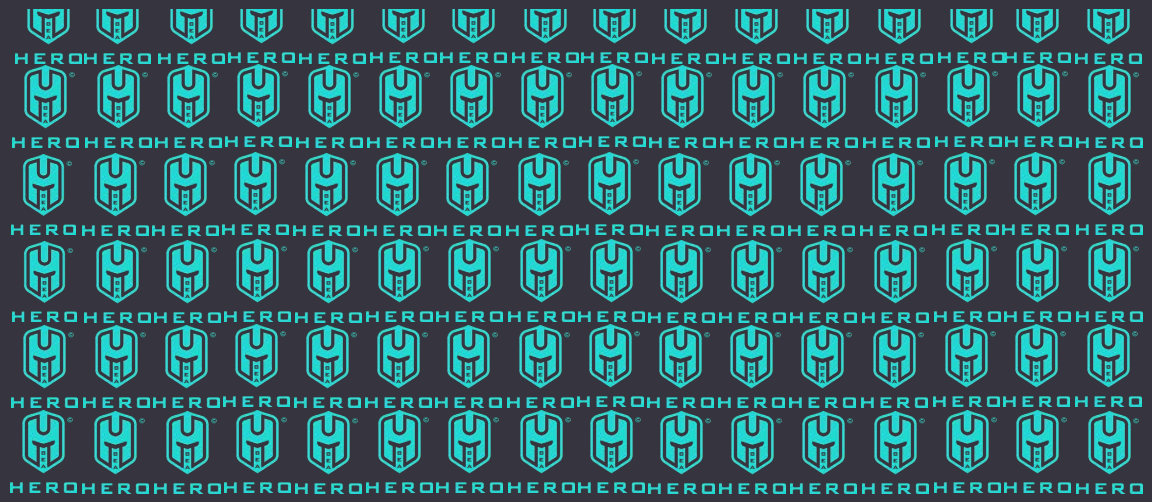


PART

3





**ACHIEVEMENT
STRATEGY
PART 2**

What is Success?

The third step in the science of achievement is to understand the factors that ultimately drives the machine of success.^{***}

Before we get deep in to the mechanics, I would like to ask you **what is success for you?**

Is success be better than anyone else, or is success about winning?

While by common definition success means having accomplished something, one of my favorite way to look at success is by renown American basketball player and coach John Wooden:

"success is **peace of mind** that is the direct result of **self-satisfaction** in knowing **you did your best** to become **the best that you are capable** of becoming."

Tony Robbins on
What You Can
Achieve.
yourawesomelife.co
m. 2011.

You learnt a lot in the previous chapters about how meaning effects our emotions, so as you approach this session do your best at rewiring your definition of success.

In this society we compare ourselves with others all the time due to the methodology of benchmarks from the school system, statistics, income, profession, world records, competitions, while neglecting our own individual benchmark. What do I mean by that?

I mean your true success score should be based on what you are capable of based on your skills, your talent, your personal growth path.

There will be always people who can do things better or worst, that's why **success should be based on your own growth factor**, and you should give yourself a ten score not when you are the best in the class, but when you've incremented your own current potential by ten times.

"Define success on your own terms, achieve it by your own rules, and build a life you're proud to live." — Anne Sweeney



Define success on your own terms, achieve it by your own rules, and build a life you're proud to live.

ANNE SWEENEY
AMERICAN BUSINESS WOMAN



Success is liking yourself, liking what you do, and liking how you do it.

MAYA ANGELOU
AMERICAN POET, MEMOIRIST, AND CIVIL RIGHTS ACTIVIST

Sequence Of Success

The third step in the science of achievement is to understand the factors that ultimately drives the machine of success.***

Many people despite having a very specific goal (step one), and a great deal of certainty (step two) are still unable to fully achieve their goals. Why?

The answer lies with the mechanics of the third step, which I decided to call the **S.O.S. star, or Sequence Of Success star.**

The S.O.S. five pointed star has five interconnected elements:

1. **Certainty**
2. **Potential**
3. **Actions**
4. **Results**
5. **Beliefs**



The logic is pretty simple once explained.

Your **certainty** determines your potential.

Your **potential** determines what actions you take.

Your **actions** determines your results.

Your **results** affects your **beliefs.**

Your **beliefs** ultimately affects your **certainty**, and the cycle repeats.

This process keep repeating like a cycle over and over again as a **new belief** (new evidence, new reality) reffect your certainty, which redetermine your potential, actions, results and another new belief.

This sequence has happened daily since you where born, it can spin upward towards success, downwards towards non-success, or waving in between.

From the time you learn how to walk, to the time you quit playing the piano, from the moment you persevere doing something and got good at it, to the time you gave up something because it was too difficult, you unconsciously have been applied this S.O.S. star in one way or the other.

Tony Robbins on
What You Can
Achieve.
yourawesomelife.co
m. 2011.

The S.O.S Star

1. CERTAINTY

- It's the story that lives only inside my head.
- The world has proven that everything is possible.
- It only takes someone with enough certainty to show the world how.

5. BELIEFS

- Depend on how I interpret results.
- Depend on my past or others people experiences (past results).
- Can be changed, consolidated, and even totally deleted.
- Think of beliefs like a program in your computer.

2. POTENTIAL

- It's unlimited in all humans.
- It's driven by my reasons why I have to, or want something (forced-certainty).
- It's driven by my past experiences (self-certainty).
- The limits are set by my excuses.

4. RESULTS

- They're the collection of new evidence, new reality, new standard, new discovery, new consciousness.
- They're the result of actions.
- They're neither negative nor positive.
- They're are just results measured in numbers, methods, effectiveness, records, statistics, and comparisons.

3. ACTIONS

- They're a generic form of describing what cost us labor, time, energy, money, sweat.
- The process of action can either be painful or joyful.
- They're the essential universal law required to transform, to become, to change, to destroy, to create.
- The execution of actions depends on the executor potential.



Downward spiral

Let's assume that you have little certainty about something, how much of your potential are you most likely to use? Very little.

How much action are you going to take when tapping in to little of your potential? Very little.

Now, if you add up your little potential with little action, what kind of results are you most likely going to get? Very poor.

Once you achieved poor results, how's that going to affect your belief? Making it worse and you're probably going to tell yourself: **"I told you this was not going to work."**

Due to this new experience, new evidence, you have now less belief, which causes you to have even less certainty, tapping to even less potential, less actions and further less results.

This is what occurs in the great majority of cases, to people with low certainty, and enter in a cycle of a downward spiral.

Upward spiral

Let's assume this time that something powerful is giving you a sense of absolute certainty about achieving your goal. Are you going to tap into more of your potential?

Of course, when you're absolutely certain you will be using the best of your potential, and what would happen next?

You will undeniably take more action. If something doesn't work, you try something else, and if that doesn't work, you try again with something else, and keep changing method until eventually you make it work. You don't interpret events as failures, but as discoveries of what did or didn't work.

Many coaches use the tenacity of Thomas Edison, the inventor of the first light bulb, as an example to prove the astonishing level of certainty which gave birth to the first electric light bulb after 10,000 attempts. ***

As you progress and achieve your results, your belief becomes even stronger, which in turn boosts your certainty, taps into more potential, more effective actions, more results, and keeps feeding your beliefs even further, repeating the cycle like an upward spiral of success and you are probably going to tell yourself:

"I told you I was an ace at this."

Napoleon Hill
Humor - Thomas A.
Edison 10,000
Failures. YouTube.



I have not failed. I've just
found 10,000 ways that
won't work.

THOMAS A. EDISON
INVENTOR OF THE LIGHT BULB

The sequence of success (SOS) is what makes achievers become hyper achievers, while losers remain losers. It's the core difference between why some people are successful in anything they do, whereas others quit in most things they do.

Once you realize this process the main question to ask is: **how do you produce certainty when the world isn't giving it to you?**

Since your potential was and is always unlimited, since it's not about taking more actions, then how can you achieve the results you want, and boost your belief and certainty?

Let's look at what achieves do, and discover how they apply the SOS star.

What achievers have in common?

Achievers constantly visualize in their heads the result they want to manifest, and they play their goal like a movie so vividly as it somehow already happen.

As a result, the dream constantly played inside their minds **implies and feeds a state of certainty.**

Testimonials of successful people, all share the **inevitable certainty of achieving their goals before it occurs.** It's for them out of question "if" they will achieve their goal, it's just about the "when" they will achieve it.



For examples, athletes who have broken world records, won Olympic medals, or became champions in their category, are even taught to constantly **rehearse in their minds their perfect performance**, their perfect swing, their perfect jump, day in and day out, feeding their belief constantly, and visualizing themselves on the podium. ***

Athletes are just one of the many categories of successful achievers who have been able to reach the most incredible of human accomplishments.

Successful people create rituals to read about other successful people, **they adorn their rooms** with pictures of their role models, celebrities, heroes from movies, quotes from leaders, dream destinations, places, and cars.

Achievers often dress like their favorite role models, mimic their body language, and even their vocabulary.

Model your role models

As a Hero-in-the-making you must begin to model your role models.

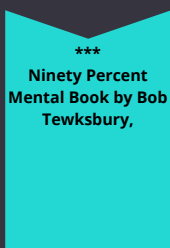
When modelling someone often enough, you're essentially conditioning your whole mind, and building the **essential state of certainty**, necessary to achieve your outcome.

You must pretend, in the best of your abilities, that it's just a matter of time before you reach your goal, only by doing so you can tap to your unlimited potential.

What other think of achievers?

When you embark in the achiever's path, it is likely to be laugh at, bullied, or discourage from other people for being unrealistic, dreamy, unreasonable, but guess what? Other people's negative or discouraging opinions, may hurt like bullets, but they should only feed your arsenal with more desire to succeed, and to prove them wrong.

One simple tip I'd like to give you is **at the beginning to avoid telling about your goal to naysayers** until you have formulated your mind. Basically, give your goal some deep roots before exposing its leaves, to sustain any negative winds. Tell your idea to people who will support and help you, they're endless.





Do not let what you
cannot do interfere with
what you can do.

JOHN WOODEN
AMERICAN BASKETBALL PLAYER AND COACH

The Pretending Game



Learning to pretend that something already happen is a successful method to tap into certainty, and imagination.

So, how can you begin to change your internal world in order to shape your external one? Below are some ideas.

Prosperity

- Insert two notes of one hundred dollars into your pocket money.
- Get a nice car key ring.
- Tare from a magazine the pictures of your dream home, dream car, dream holiday and place it in your room.
- Sign a check of one million dollars with your name on it.
- Wear elegant clothes as often as you can.
- Wrap around your drink bottle with a note saying: "wealth flows to me from all directions."

General

- Surround yourself with photos in your room and bathroom associated with your goal.
- Make a dream board that you can see daily.
- Change your screensavers to what would be your goal.
- Change your passwords to something meaningful to your goal.

Role modelling

- Change the way you dress by copying your role model.
- Change the way you walk, stand, and talk by copying your role model.
- Change your daily routine by copying your role model.
- Do what your role models do.

Be around your role models

- Participate to activities as a volunteer to be as close as possible to successful people who achieved what you desire.

If you had already achieved your goal, or became who you want to become how would you/your...

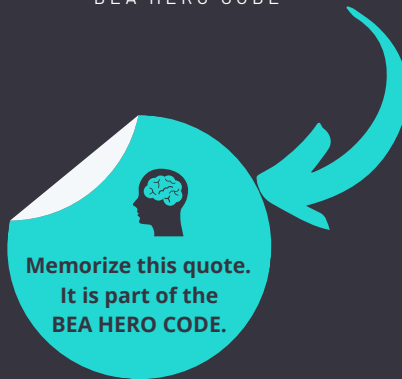
- ...treat your body?
- ...respect yourself?
- ...diet consist of?





How far are you from
achieving your goals?
Two millimeters.

INSPIRED BY TONY ROBBINS
BEA HERO CODE



When you think about it "pretending" is something we have all been doing since childhood. Ask yourself, how did you learn to walk, to speak your language? What was fundamentally different at that age compared to now?

The main difference is that **when we were babies we subconsciously never doubt ourselves**, we didn't even know what failing is, we had no fear on doing new things, we did them by instinct, by curiosity, by watching. As babies we had the absolute certainty, and belief that we will achieve what adults did, inevitably.

It's only later in our childhood that we begin to doubt yourself, to develop fears, to compare our self with others, letting what's around affect your self-esteem.***

Instinctively as a child didn't you begin to speak the same accent as your parents?

Didn't you wear the t-shirt of your favorite cartoon, or your favorite hero?

Didn't you go to sleep hugging your favorite toy, while your almost fearless mind dreamed and expanded towards all possible variables in a universe where nothing is impossible as you gazed to the stars of your bedroom ceiling?

Unfortunately, as we grow older we lose that state of certainty, that instinct, that belief, that we have the potential to achieve anything.

One of my mentors once mentioned me about this simple formula of achievement:

BE → DO = HAVE

Stop believing that is a prerequisite to "have" money, love, time, experience in order to finally "do" something significant, like pursuing your passion, creating a relationship, going on an exotic vacation, or buying a home, so you can "be" what you truly seek in life: peaceful, fulfilled, inspired, wealthy, in love etc.

In actual reality achievement works the opposite way. First, you must **pretend to "be"** what you want, peaceful, loving, inspired, abundant, successful, then **"do" things** from this **state** of being – and sooner or later you will discover that you **"have"** the universe at your feet.

At the end of the day **what truly separates us from pretending to "be" into actually "being"?**

Time. Time is the only element that separates you now from tomorrow as we already talk in great detail in the principle section.

"Children's self esteem.."
M. McElroy. 2015.



You don't have to be great to
start, but you have to start to
be great.

ZIG ZIGLAR
AMERICAN AUTHOR, SALESMAN, AND MOTIVATIONAL SPEAKER.

The imagination paradox

Several scientific studies show that when we close our eyes and imagine something our minds cannot differentiate between imagination and reality, as the neurological brain activity is identical. *111

Similar studies also shows that the imagination activates and strengthen regions of our brains involved in our real-life execution, improving performance. *222

For instance, imagining playing piano boosts neuronal connections in regions related to the fingers. The same implies with updating our memories, improving cognitive abilities, or even suppressing stress and anxiety.

In quantum physics, more commonly know as the road to the theory of everything through the study of sub-atomic atoms, there is an increasing debate about quantum consciousness, and how the simple act of having your eyes open or close produce a total different result at quantum vibration level.

When I research topics related to quantum physics, what is real or not makes no sense. Our best science today cannot explain a myriad of things related to this subject, all we know is that thoughts, emotions, imagination do affect quantum physically our reality and the future.

So, if we can concur that there are no limits to our imagination, and it has been proven that imagination affects reality, we can conclude that we have the power to influence all our creations through thoughts.

Also, since **imagination is free** shouldn't we take advantage of it as often as possible? Absolutely!

In summary, remember that our mind is a wonderful servant, but a terrible master. **It's a fertile soil, and our thoughts are the seeds that we plant inside.**

The brain doesn't care if we plant seeds of greatness or despair, whatever seeds we plant and feed, it grows them into trees to harvest. Whether is a good harvest giving positive fruits or not it is up to us.

*444

*11

CALM - Subconscious mind does not know the difference.
Sandy MacGregor.
YouTube.

*222

Bruce Lee Striking Thoughts: Bruce Lee's Wisdom for Daily Living.
By Bruce Lee.
2002.

*333

The strange link between human mind and quantum.
BBC Psychology.
Philip Ball. 2017.

*444

Your Brain on Imagination: It's a Lot Like Reality.
University of Colorado at Boulder.
2018.



Imagination is the very
gateway of reality.

NEVILLE GODDARD
AMERICAN AUTHOR

To help you boost your "pretending" and "imagination" what else can do in order to develop further, and feed your **state of certainty** like you did as a child?

Well ask yourself, what three things the best of the best have in common?

Coaches, rituals, and network.

At BEA HERO to set every Hero-in-the-making towards their coaching/ritual pathway, I have created the **BEA HERO LifeMasters**, a free daily program, composed of videos from different coaches, experts, gurus in their fields to feed and expand your belief daily.

This program has helped me and others to keep the momentum required to boost our beliefs and keep feeding our state of certainty.

The program exposes various successful rituals, testimonies, ideas, strategies by the most influential people in the world.

You can begin the program concurrent to this book, it's up to you. The program makes you aware of the world of awesomeness that I have discovered and learnt throughout the years.

Like one book leads to another, one program, one coach leads to another. It's a journey, your own journey.

From every person you meet, you have something to share and learn from. In fact, another thing that successful people have in common is that they know a lot of people. Their circle of friends, colleagues, partners is much much larger than the average person.

Most problems in life are just one phone call away, so who are you going to call?

Have you heard the saying **"it's who you know, not what you know?"**

**BEA HERO
LifeMasters
Day 1.**

Another great element of having a coach, is that it **pushes you beyond your comfort** zones. A coach can point out what you do right and wrong in a single session, saving you lots of trial and error. So, **I totally recommend any form of coaching**, art, skill, sport, anything that you're attracted to, just do it.

Many great lessons today are easily accessible for free online, through YouTube, Vimeo, or for just a few dollars on Udemy, Skillshare, Mighty Networks, Kajabi. Also don't forget to take advantage of your local library, or the internet archive website archive.org, which contains millions of free books across the world.

On top of that, any form of networking with other peers, influencers, meet-ups groups, events...go for it. There is no point to fry your brain about something when your neighbor is the one having the solution, remember the principles at the beginning of this book.

From every person you meet, you have something to share and learn from. In fact, another thing that **successful people** have in common is that they **know a lot of people**. Their circle of friends, colleagues, partners is much much larger than the average person. Most problems in life are just one phone call away, so who are you going to call?



You don't need to know everything, just know someone who does.

LAO TZU
CHINESE PHILOSOPHER



How can you understand life?
Backwards.

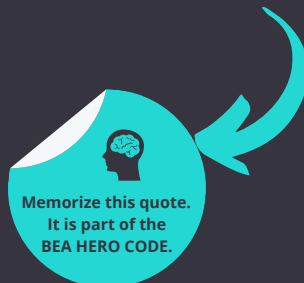
But, it must be lived?
Forwards.

What you cannot stop?
The future.

What you cannot rewind?
The past.

So, what's the secret of life?
To press play.

BEA HERO CODE



Progress

Progress equals happiness

Another element that will really help with your achievement plan is progress. Why?

Because **progress implies happiness and it also reinforces your belief** as a consequence of improved result. It's a validation that feed your belief.

You don't have to have achieved your final goal to experience a sense of euphoria, in fact progress is the moment you recognize what is possible.

Progress requires a way of measurement

In order to tap into the emotional state of happiness and progress towards your inevitable goal, you must find ways to measure your achievements.

According to most brilliant minds, **if you cannot measure something, can it even exist?**

So in one way or another find a way to measure your progress. Numbers are the most powerful form of evidence because they are universally undeniable. Your brain knows it, and so the whole universe.

Progress requires chunking

In order to take advantage of this important condition "progress", you must become good at "chunking" goals.

Chunking is about **dividing your plan in smaller pieces, in smaller milestones**, which in turns will allow you to quantify your progress.

So, become good at chunking a main goal in smaller goals. A main task in smaller tasks, and so on.

Progress entails celebration

Progress, for a Hero-in-the-making must involve **"time to party,"** and "celebrate". You don't have to wait until the achievement of your final goal to reward yourself.

That's a very, very big mistake! A very big human misunderstanding!

Taming a horse, as any other animal successfully, requires small steps and constant rewards. The same implies to you, so **tame yourself with a commensurate reward each time you make small progress.**

In summary, since all depends on our perception of the outside world, it makes life been literally a battle game inside our heads. The way to win the battle is achieved by tricking our minds into believing something to be real, over and over again until it becomes real. It's what coaches call **conditioning** our minds. Conditioning our minds influence our body and vice versa.

Without realizing too many people to avoid facing disappointment they lower their expectation. This is a duel between joy and pain, with expectation and disappointment being directly correlated.

So, what's better?

Does being pessimistic, skeptical take any effort, or is it a good story we tell ourselves to hide behind fear and self doubt?

Life has two avenues; the avenue of **results**, and the avenue of the **story** will tell ourselves.

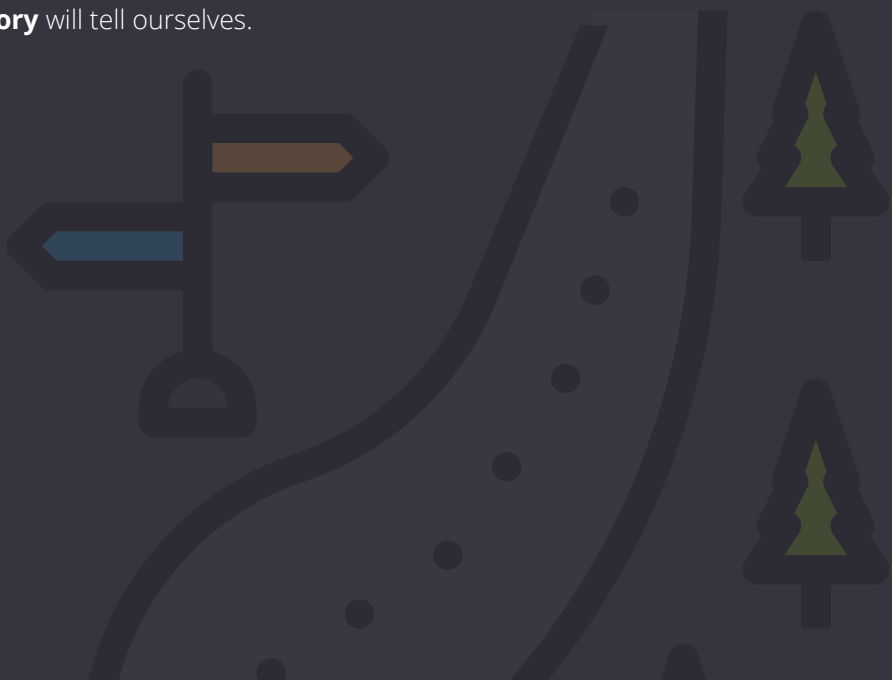
It's a choice we take daily between **excuses** versus **execution**. Once again we are going back to our internal communication, and what this chapter has allowed is to peel the onion a bit further in a constructive scientific way.

Remember people achieve what they set their mind if they a strong enough reason (force-certainty), or if they have a strong enough self-certainty.

Your "I can" is more important than your IQ.

The two sub characters Chinese word for crisis "危机" spelt "Wéiji," stand for danger and opportunity.

It's up to us to decide which side to lean towards to. **Where your focus goes energy flows.**





How should you treat your
body?

Like a temple.

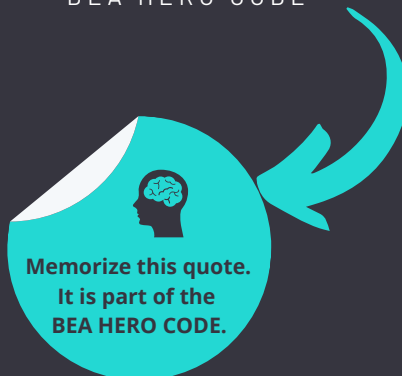
And your mind?

Like the most fertile soil.

Why?

Because thoughts are the
seeds of the brain.

BEA HERO CODE



Keep Adapting

If one method doesn't work what you should do? Try another one; and if that doesn't work what should you do? Change, and try again; and what if that doesn't work? Change, and try again.

Keep on changing until it eventually works.

The difference between those who achieve and those who don't is on how many times they change, adapt, learn from their mistakes, and tried over, and over again.

What constitutes a loser?

For Heroes a **loser is one "change" away from becoming an achiever** whether by choice or chance, is one change away; one more attempt, one more idea, one more strategy, one more book, one more experiment, one more phone call, one more application, one more blessing...have you though of this, have you considered that, what if I try this...

So, in your life right now, what could be just one change away from be achieved?



Don't wish it was easier, wish you were better. Don't wish for less challenge, wish for more wisdom.

JIM ROHN
AMERICAN ENTREPRENEUR

Become a smart underdog

A simple research about **how many time you are expecting to fail** on something, or how many hours you're required to practice before becoming good at it, it's a great start to avoid disappointments, which may drive your feelings towards quitting.

Quitting smoking for example takes about thirty attempts, but good luck trying to tell that to the smoker who already tried twenty nine times and gave up.

It takes telemarketers eight failed phone calls attempts before reaching a prospect customer. It takes pilots seventy take off and landings attempts before their first solo flight, so **don't be fool to let your disappointment be in charge.** Keep adapting the method, and use the tools that you have learnt to fast track your success.

You will never achieve anything substantial in life with a poor attitude towards adapting. So, **become a master at adapting to failures**, in fact next time you meet another Heroes, ask them: "how many times did you fail this week?"

If their answer is zero, they are either an ace, or haven't progress nowhere.

In the journey of failing and adapting you will discover something very important: yourself, and, since self knowledge is the DNA of self enlightenment, only through the challenges of your Hero's journey, you can discover your life's purpose, the same transformation process that turns a carbon into a diamond.



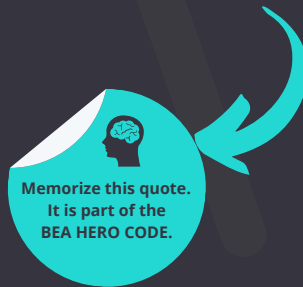
Knowing others is wisdom,
knowing yourself is
enlightenment.

LAO TZU
CHINESE PHILOSOPHER



What makes a winner?
A dreamer who never gives
up.

INSPIRED BY NELSON MANDELA
FORMER PRESIDENT OF SOUTH AFRICA



Keep Failing

In our Hero's vocabulary there's no room for the singular word "failure," since **failures are the fertilizers of success**. There is also no room for the word "dead-end," since it's for Heroes a detour.

Failures are your medals of honor, they are learning experiences, so **unless you are failing enough you are not progressing enough**.

Failures are results acquisition. Results represent new information to learn from, and adapt. Either you, or someone else has to fail to acquire the new result, and then fine and tune it towards the desired outcome.

The quicker you can fail, and adapt the quicker you can progress and succeed.

The only downside effect of failing is that can be costly. So, to avoid making stupid mistakes you should study at least three books about the subject; or seek a minimum of three testimonials from people who have already achieved what you want.

Leverage on other people failures

Failing is great, but leveraging on other people's past failures is a smarter way to go for it.

That's what in BEA HERO™ we mean by becoming an intelligent underdog, failing smartly.

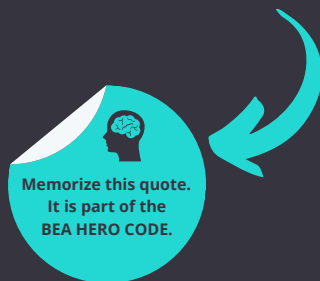


What is luck?
Labor Under Constructive
Knowledge.

Where?

Where preparation meets
opportunity.

BEA HERO CODE



The Smart Underdog Check



While winning is likely losing is always guaranteed. Why?

Because while it takes a degree of good in winning, it takes zero effort in losing. Becoming a smart underdog is about stacking the odds in your favor.

Books

- How many books did you read about the subject of your goal?
- Are these books from the same source or have you looked at other opinions, authors, cross lined methods?
- Are the books specific to your location, situation, historic time..?
- In order to comprehend one pertinent book is there another book that you should study which provides you with the base knowledge?

Friends

- Can you call anyone who has already achieved your goal?
- Have you asked your friends if they know someone who has achieved what you want?

Expectations

- From your research how many times are you expected to fail before experiencing progress?
- Are you practicing frequently enough or are you having too long brakes in between?
- If you are still not progressing is anyone who can help you assess what you are doing incorrectly?
- If you reach a wall stopping you from improving what force certainty strategy can you use to have a breakthrough.

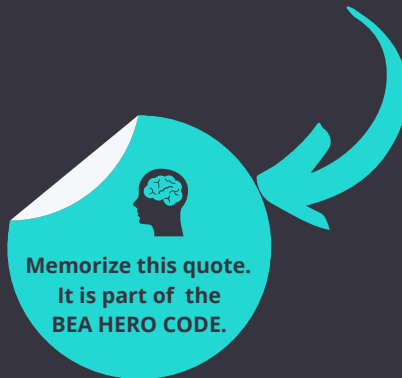




What are the three treasures
of life?

My roots, friends and books.

BEA HERO CODE





HERO

Let's recap...

ACHIEVEMENT STRATEGY Part 2

STEP 3

- Understand the sequence of success:
 - Certainty determines your potential
 - Potential determines your actions
 - Actions determine your results
 - Results determine your beliefs
 - Beliefs determine your certainty
 - This cycle repeats
- How to produce certainty when the word isn't giving it to you?
- Use imagination, visualization, pretending
- Model the rituals of your role models
- The Pretending Game
- BE → DO = HAVE
- Imagination is reality
- Success is more likely to be achieved through coaches, rituals and large network
- The free BEA HERO™ LifeMasters program
- It's who you know, not what you know
- Treasures lie in your roots, your friends and books
- Progress = Happiness
- Measure your goal through small milestones
- Tame yourself with fair rewards regularly
- Don't confuse what is real from the story you tell yourself to be real.
- Every outcome is just a result.
- Leveraging from other people failures
- If something doesn't work change it until it works.



10th Milestone Quiz

Choose the most correct answer according to the BEA HERO's teaching. When you're ready undertake your official quiz online on our website using the link or the QR code.

10th Milestone Test.
Beahero.world.

Q1. Which are the components of the Sequence of Success Star?

- a) Certainty, Courage, Passion, Results, Beliefs.
- b) Certainty, Potential, Actions, Result, Beliefs.
- c) Certainty, Courage, Credibility, Action, Results.
- d) Certainty, Belief, Determination, Focus, Strategy.

Q2. In the Sequence of Success (S.O.S) Star what relationship is there between Certainty and Potential?

- a) The level of your certainty determines your potential.
- b) The level of your potential determines your certainty.
- c) The level of your potential is unaffected by certainty.

Q3. Why is the SOS star sequence so important to comprehend?

- a) Because it capture the logic of what makes losers remain losers.
- b) Because it capture the logic of what makes achievers remain achievers.
- c) Because it highlights the interrelationship between the five main elements of success.
- d) All of the above.

Q4. Since your potential depends on certainty, which depends on your beliefs, what successful people do to believe in something they don't have?

- a) They visualize in their head what they want and pretend to have already achieved it.
- b) They work hard and listen to other's people advises carefully.
- c) They avoid tricking their mind to belief something is not possible.
- d) All of the above.

Q5. What useful activities will help you shape your belief in achieving your goal?

- a) Participate to activities where I can meet my role models.
- b) Model people who already achieved my goal.
- c) Adorn my bedroom with pictures of my goal.
- d) All of the above.

Q6. Select the correct formula?

- a) HAVE \rightarrow BE = DO
- b) BE \rightarrow DO = HAVE
- c) HAVE \rightarrow DO = BE
- d) DO \rightarrow HAVE = BE

Q7. Is it true that when our eyes are closed our mind's activity cannot differentiate between reality and imagination?

- a) True.
- b) False.

Q8. Can the act of imagination and pretending improve your performance and future?

- a) Yes, science suggests that it is possible but unlikely.
- b) Yes, science suggests that it can make you feel better.
- c) No, because imagination or pretending are intangible according to science.
- d) Yes, it has been proven that they both influence reality through quantum physics.

Q9. What three things most successful people have in common?

- a) Routines, family and faith.
- b) Coaches, rituals and network.
- c) Money, plan and training.
- d) Meditation, imagination, fortune.

Q10. According to the BEA HERO Code: "What are the three biggest treasures in life?"

- a) My mind, heart and soul.
- b) My background, knowledge and memory.
- c) My past, present and future.
- d) My roots, friends and books.

Q11. What's the advantage of having a coach or following a coaching program?

- a) The advantage of learning without any trial and error.
- b) A coach knows when to push your limitation, or to go beyond your comfort zone.
- c) There is no real advantage, since it all depends on you.
- d) All of the above.

Q12. What's the advantage of having a large circle of friends or acquaintances?

- a) Often in life is not what you know, but who you know.
- b) The benefit that most of the solutions you seek are one phone call away.
- c) The benefits that if you don't know how to solve a situation, someone else you know does.
- d) All of the above.

Q13. What's a precursor of happiness?

- a) Forgiveness.
- b) Unhappiness.
- c) Progress.
- d) Smiling.

Q14. What's something important you must do when planning a big dream?

- a) Take the time to reward yourself when making progress.
- b) Measure the dream into smaller milestone, allowing to quantify small progress.
- c) Be able to measure your progress.
- d) All of the above.

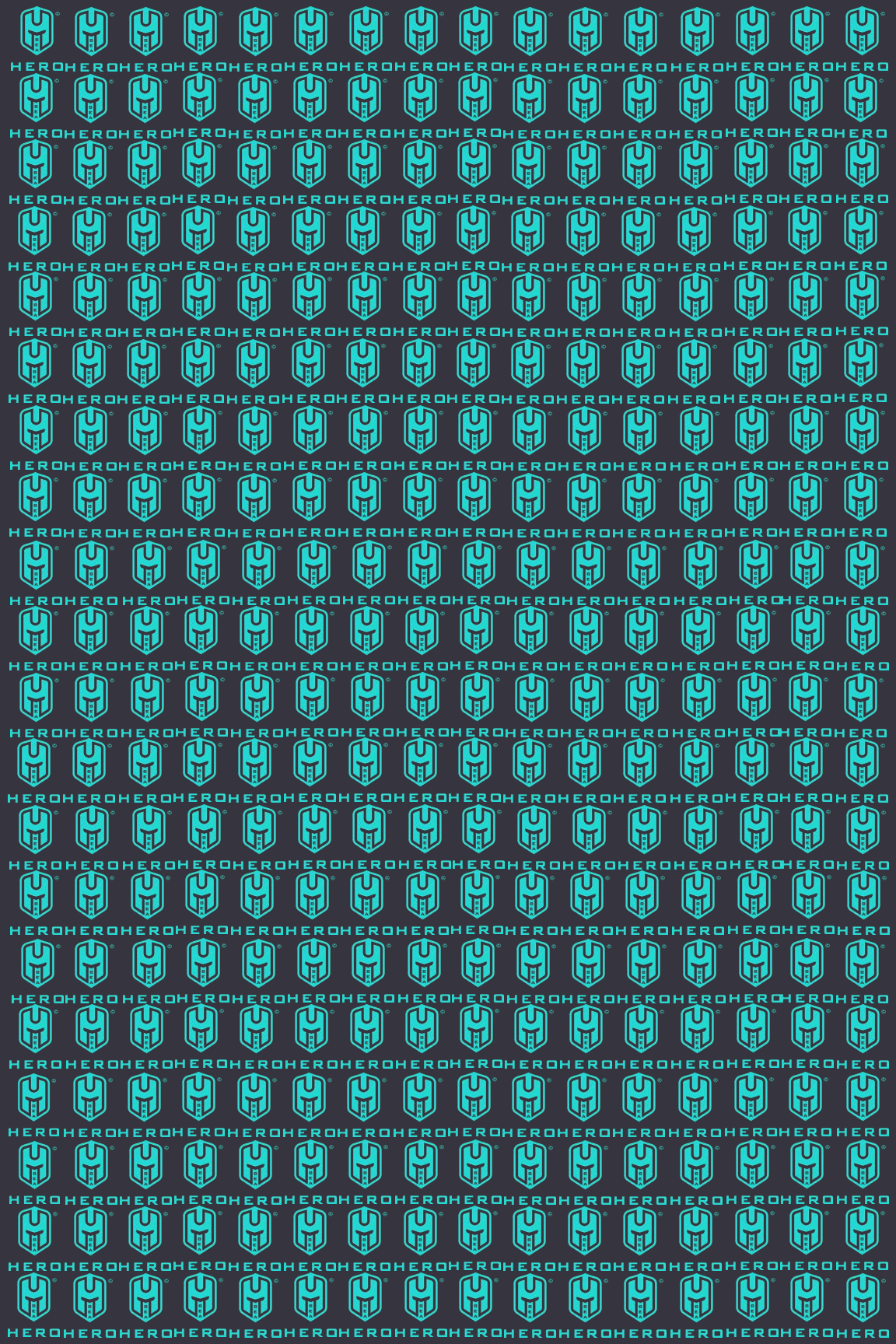
Q15. According to the BEA HERO Code: "How you should you treat your body? And your mind?"

- a) With care. With mindfulness.
- b) With respect. Like seeds of greatness.
- c) Like a temple. Like the most fertile soil.



Gratitude looks to the
past, and love to the
present; fear, avarice,
lust and ambition look
ahead.

CLIVE STAPLES LEWIS
BRITISH WRITER AND LAY THEOLOGIAN





**FINDING TRUE
PURPOSE
"THE METHOD"**

As a Hero-in-the-making discovering, or clarifying your true life's purpose is in my view one of the most delicate, challenging and articulated task of the Hero's journey.

I am going to offer you here my best methods to achieve this task, or at least get as close as possible to it. Keep in mind that **purpose is something dynamic**, it can change over time, and it **can** even **disappear** or **appear in an instant**. So, take a big breath and let's begin reasoning slowly, steadily as everything is interconnected.

What is purpose?

From Anglo-French *purpos* - "**intention, aim, goal.**"

The reason for which something is done, created, or for which something exists.

From this definition it's reasonable to ask **what triggers an aim, a goal, or an intention?**

The need to meet a certain **necessity**.

- So, if **purpose is masked in front of a need**; and
- if need is the expression of an inner human command in the form of emotion, but
- emotions are piloted by meaning,
- then, we can firmly conclude that **meaning is what codes our needs, thus our purpose.**

As a result, if you agree with me **it's "meaning" that ultimately gives "purpose," and vice versa.**

Purpose ↔ Meaning

Our first challenges begin when having strong needs, or invoking them (like what we're doing right now), by mixing multi layered emotions with multilevel meanings. It's chaos!

This **emotional chaos can cause us to feel lost in a never ending labyrinth**, often going in circles. So, how can we find guidance inside chaos?

According to my research we have three step process to begin decoding the labyrinth. The first one is to **identify our compass**, so despite being inside a storm, our compass can still allow us to navigate through it, or even better avoid it.

The second process is to **elevate our perception** above life's labyrinth, allowing us to see the complete bigger picture.

The third method which it is the subject of another book is to **be able to manipulate the construct** of the labyrinth, decoding its matrix completely, since the walls are just a subordinate of our own always changing reality, the universe as an hologram.

Decoding life's labyrinth

To best achieve our outcome I am going to propose you to think like an explorer. So, shake your body up, and imagine being inside a prob orbiting the galaxy in outer space.

During your exploration journey you point your telescope towards a blue planet named Earth. You see lots of little people moving around, they seem busy, buzzing, and as you zoom in your attention lands towards one person reading a book, that's you – look up, smile and wave "hello" if you like, you are looking at yourself.

You are a curious researcher so you decide to follow this person (yourself) for some time to collect data. You notice some patterns, and you start asking yourself what's this human truly up to? Looks similar to many others, does similar things, but not all the time?

Does things because that's just the way it is, or does things because it's what others say so, or because it wouldn't look good otherwise?

But wait a minute, who really decides what's wright or wrong in this planet anyway, and does it have to be that way?

I am challenging you with these little outer perspective to shutter your reality in many pieces, so that **only with a clear purpose you can truly reframe your reality.**

Why are you here trapped inside a biological quantum been? What's the overall meaning? Why even bother making any efforts? Why chasing a career, a degree, a family, a home, a trophy, a skill, a hope, a dream..why, why?

I want to help you find your answers, but where do we begin? In my view if I could sum up all these questions into one, it would have to be: **what is reality?**

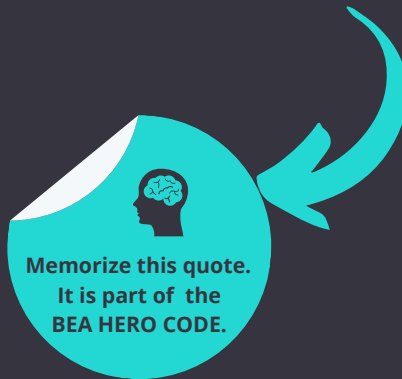
Being able to answer this question is fundamental to decode your Hero's journey, and to become aware that **is your perception of reality that ultimately gives meaning to your life.** It doesn't matter whether you are the explorer inside a prob orbiting this planet, or not; "what's reality" is a question that requires special treatment for both.





What is reality?
The meaning of perception.

BEA HERO CODE



What is reality?

Different fields take different approaches when answering this question. Scholars would favor fixed principles, philosophers would analyze concepts, artists prefer individual views, while social scientists favor facts; each and all describe their meaning of reality based on their own vocabulary, and so are you, and me.

What most of them agree on is that there are **two categories to reality**, both real and interrelated:

i. The physical matter

Things such as rocks, trees, sand, glass, water, microorganisms, or any compositions of atoms spinning.

ii. The meaning affecting physical matter

This is referred as the act of taking the elements of physical matters and making a car for example, or making a note we recognize as money, a meaningful instrument for commerce; or algebra which doesn't have a mass nor a chemical composition, although it's an universal language affecting reality. In this category is also where we encounter love, belief, faith, imagination, dreaming etc. All powerful and invisible forces, capable of **influencing reality through its meaning**, as we already learnt earlier in the book.

Where does "meaning" come from?

Meaning it's a shared mental representation of possible relation among things, events, relationships.

Despite the first category of reality been related to physical matter, have you noticed that **"meaning" keeps occupying a central role?**

When attempting to decode the labyrinth of life in both purpose and reality, **the code keeps sending us back to the same source, meaning.**

Decoding meaning

I am going to propose to decode meaning in five stages.

1. First, since we're already inside the labyrinth of life, I'm going to suggest that we look for clues by briefly **uncovering any wisdom** left by renown philosophers, psychologists, polymaths, doctors, and writers **from the beginning of civilization to modern times**.

Answers about one question:

"what's the meaning of life?"

This should give us a decent map to work. Why are we here? What's life? Is there any logic driving humans?

2. Second, we need to color this map, and differentiate its main features. How? By clarifying and **magnifying our six universal emotional human needs**.

Mapping them out to help us understand the relation on how they affect our goals and desires. In fact, we must **learn to** differentiate these three things: the driving source, the activity and the outcome.

For example, if health is our outcome, and medical science the activity, human survival is a plausible driving force.

Similarly, we must **differentiate our human activity from our outcome, and our outcome from our needs (driving force)**.

3. Third, we are going to shuffle any dust across our human needs, and **identify** which are **your two strongest needs**. Why?

Because **often** than not our strongest human needs are **not properly align towards our best interest**, or to an end result that truly aligns with us.

As a result, we need to **reshuffle our top needs so that** our drivers can during our human experience give a life of meaning, happiness and fulfillment, commonly referred as **living according to our true purpose**, our true bliss.

4. Once you have a full map of your life's meaning, **stage four** is to **create your own mission statement**; a compelling and meaningful sentence fully encompassing your purpose and needs.

5. Then, **stage five** if we did a good job in decoding your life's labyrinth, we would **be able test it**. How?

Anytime your life would seem without direction, like a compass without signal, your mission statement should navigate your spirit with its vivid meaning. If not, it means you have evolved to a new life phase, requiring a new meaning, thus a new mission statement.

So, let's begin.



HERO

Let's recap...

FINDING TRUE PURPOSE - The Method

- Purpose = Intention, aim, goal
- What triggers purpose?
 - A need
 - ↳ Need is based on human command
 - ↳ Command is triggered by emotions
 - ↳ Emotions are piloted by meaning
 - ↳ Meaning is interrelated to our own perception of reality
- Life is a chaos due to our multi layers emotions with multilevel meanings affecting reality
- It feel likes being inside a labyrinth

THREE METHODS TO NAVIGATE LIFE'S LABYRINTH

- Identify your true compass
- Elevate your perception, seek the bigger picture
- Manipulate the construct of your reality
- True reality entails seeking true meaning, leading to your true purpose.

5 STAGES FOR DECODING MEANING

1. Wisdom's across the centuries to modern times
2. Examine our six emotional human needs
3. Identify your two strongest human needs
4. Create your own compelling mission statements
5. Test it and adjust it



11th Milestone Quiz

Choose the most correct answer according to the BEA HERO's teaching. When you're ready undertake your official quiz online on our website using the link or the QR code.

11th Milestone Test.
Beahero.world.

Q1. Someone's purpose is something static that doesn't change with time?

- a) True.
- b) False.

Q2. What's the definition of purpose?

- a) It's the feeling of being determined to do or achieve something.
- b) It's a form of intention or objective.
- c) The reason for which something is done, created, or for which something exists.
- d) All of the above.

Q3. What triggers human to have purpose?

- a) The exigency to meet a necessity.
- b) Survival.
- c) The search for an identity.
- d) The search for comfort.

Q4. What logic coexists between purpose and meaning?

- a) When life seems to have no purpose we find meaning.
- b) Purpose is dynamic, thus can't follow a set of logical rules.
- c) Purpose is triggered by need, need is triggered by emotions, emotions are triggered by meaning.

Q5. Why life seems like a labyrinth when searching for your own purpose?

- a) Because life is a chaotic cosmic human experience.
- b) Because as humans we have multi faced needs mixed with multi layered emotions, for which we give multi level meanings.
- c) Because as our needs often changes as we grow, so our purpose.

Q6. How can you we find guidance inside a labyrinth?

- a) By keeping a life journal.
- b) By adopting the method of elimination.
- c) By seeing through the labyrinth, its construct meaning to help us view the bigger picture.

Q7. Why is it helpful to have a clear purpose?

- a) Because life feels better that way.
- b) Because life becomes meaningless otherwise.
- c) Because with a clear destination, if a detour occurs proper corrections can be taken.
- d) Because it is less likely to waste time.

Q8. Do "purpose" and "reality" have anything in common?

- a) Yes, since the way we see reality influences the meaning inside our purpose.
- b) No, since decoding reality has a broad spectrum, whereas purpose is unique for each person.

Q9. In the BEA HERO Code what's the answer to the question: "what is reality?"

- a) The interpretation of our senses.
- b) The meaning of perception.
- c) The mental representation of events.

Q10. Which are the categories of reality?

- a) Physical matter and the meaning affecting physical matter.
- b) Fire, water, air, metal, and earth.
- c) Atomic and sub-atomic.

Q11. Can you choose an example of physical matter?

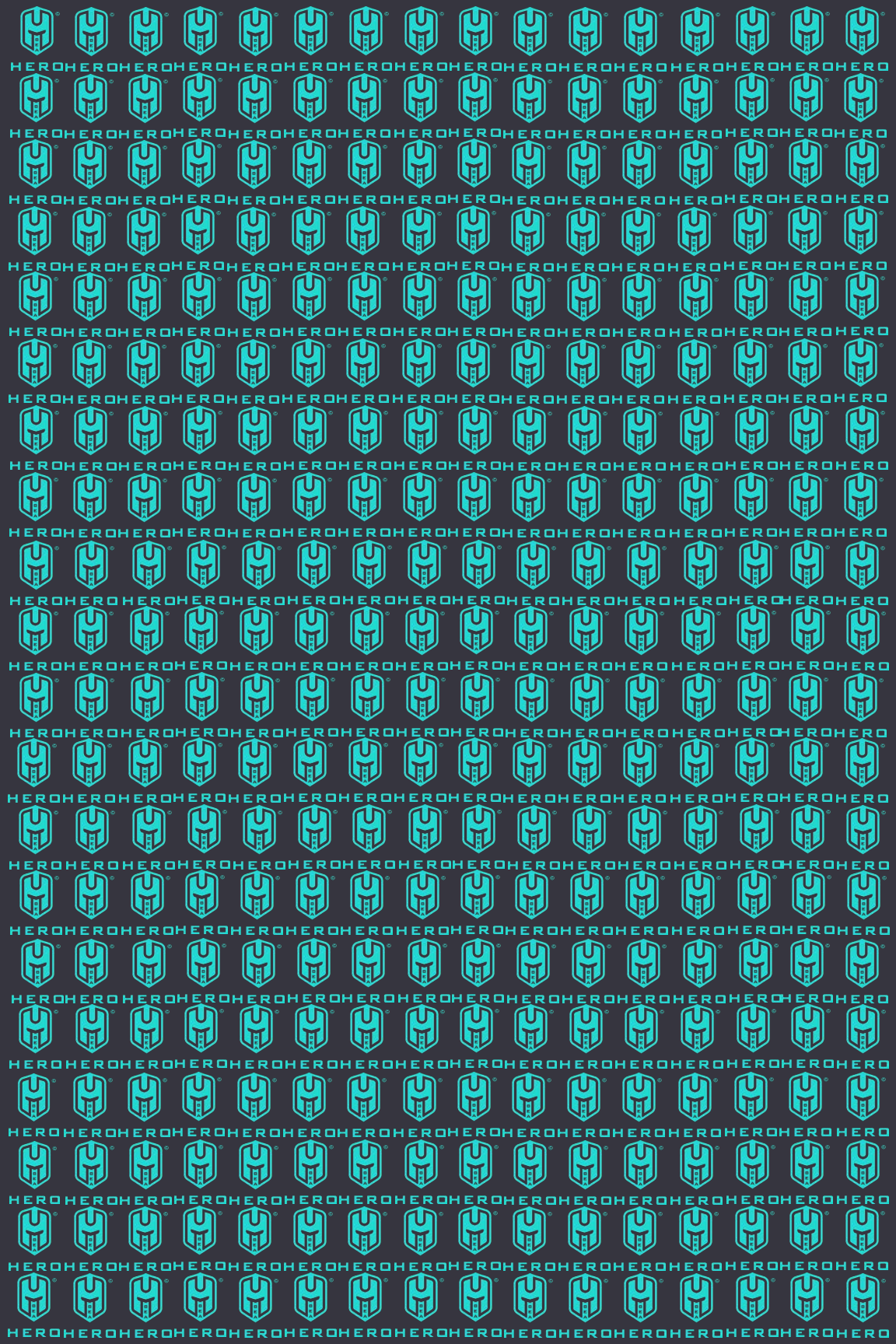
- a) Building, streets, traffic light.
- b) Cars, bridges, streets, airplane.
- c) Trees, water, metal, rock.

Q12. Can you choose an example of meaning affecting physical matter?

- a) Sand, glass, plastic.
- b) Geometry, gravity, telescope.
- c) Tiger, lion, monkey.

Q13. What's the most important thing from this whole chapter?

- a) That finding true purpose it's a process that involves the decoding of meaning.
- b) That your purpose requires a mission statement.
- c) That human emotions are the primary factor affecting meaning.





**FINDING TRUE
PURPOSE
"STAGE 1"**

**WHAT'S THE MEANING
OF LIFE?**

Why are we here?



Ptahhotep - 2350 BC

Egyptian Vizier

Follow your heart to live a good life according to the concepts of truth, balance, order, harmony, law, morality, and justice. The human race never accomplishes anything; it's what God commands that gets done.

Hinduism - 2300 BC

Fusion of beliefs

The meaning of life is to achieve act virtuously and righteously (Dharma), pursuit of wealth (Artha), obtain enjoyment (Kama), and self-realization, enlightenment, or unity with God (Moksha).

Laozi - 600 BC

Chinese Philosopher

To experience the laws of nature and lead a simple and desire-free life. Follow the "Tao" (flow) and return to one's natural wellspring.

Confucius - 480 BC

Chinese Philosopher

Life's purpose is to achieve harmony, the most important social value.

Socrates - 399 BC

Athenian Philosopher

Life's purpose is personal and spiritual growth.

Plato - 347 BC


Athenian Philosopher

The meaning of life is in attaining the highest form of knowledge, from which all good and just things derive utility and value.

Aristotle - 322 BC

Greek Philosopher

Every action and purpose should aim to some good. Each man's life is to acquire virtues.



Epicurus - 270 BC

Greek Philosopher

Living fully is finding happiness through friendship, a humble life, while avoiding pain and fear.

Christianity - 30 AD

Scriptures from the Bible

Life is God's gift, it must be protected and flourished by loving and valuing each other in peace, and by putting others need's before yours.

Seneca - 65 AD

Stoic Philosopher

Living is about finding a purpose that **you own and control without wasting time**, most of us live on a boat that has never left the harbor.

Marcus Aurelius - 180 AD

Roman Emperor

We are all looking for purpose. It provides a sense of direction and fulfillment in life.

Buddhism - 563 BC

Teachings of Siddhārtha Gautama (the Buddha)

Life is both endless, subject to impermanence, suffering, and uncertainty. The path to Enlightenment is through the practice and development of morality, meditation and wisdom.

Islam - 622 BC

Scriptures from the Quran

Life is to serve God's purpose and living a life that is linked to an eternal life on one hand, and attaining existential meaning from worldly goals and moral virtues on the other.

Avicenna "Ibn Sina" - 1037

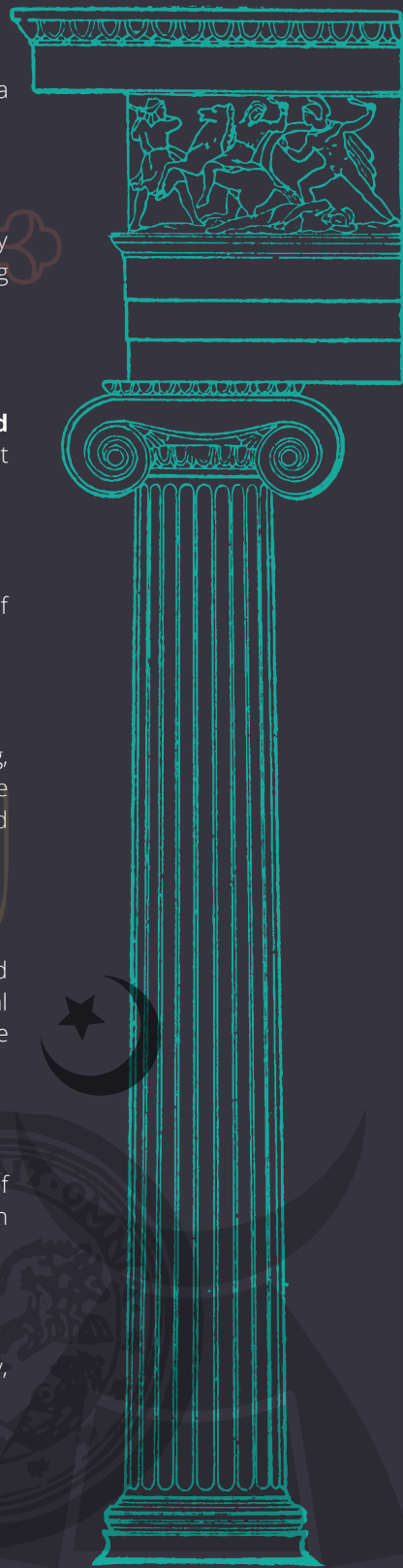
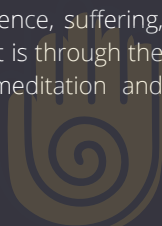
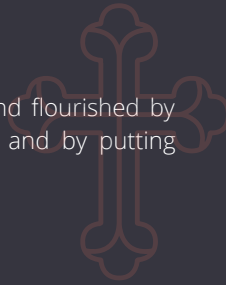
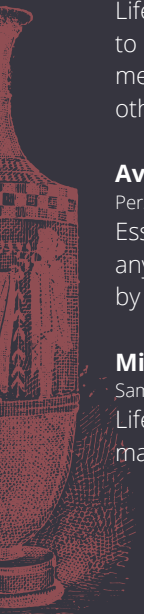
Persian Polymath, Father of modern medicine

Essence comes before existence, and the knowledge of anything, is not acquired, or complete unless it is known by its causes.

Minamoto Yoritomo - 1199

Samurai Shōgun Ruler

Life purpose is honor your duty with moral integrity, mastering loyalty in front of death.





Nothing exists except
atoms and empty space;
everything else is
opinion.

DEMOCRITUS
GREEK PHILOSOPHER
460 BC

Ikigai

1185 AD

Japanese reason for being

Live a balance life through your passion, mission, vocation, and profession



Ikigai: The Japanese Art of a Meaningful Life.
Y. Mitsuhashi.
2018.

Saint Thomas Aquinas - 1225

Italian Philosopher

We're animals that can reason, and drawn towards generative, communicative and creative love.



Dante Alighieri - 1321

Italian Poet

The meaning of life is different for everyone, as it's God's intention that we have different vocations. Finding yours will bring you closer to the divine in a healthy, and incapable way of willing devil, and body, two different substances which interact with one another.

Leonardo da Vinci - 1519

Italian Polymath

Living is stretching ourselves to the very limits of human possibility. Life without love, is no life at all. Nothing can be loved or hated unless it is first understood, and while you learn to live, you are only learning to die.

William Shakespeare - 1616

English writer

The purpose of life is to discover your gift. The meaning of life is to give your gift away.

René Descartes - 1650

French philosopher, Father of Modern Philosophy

"I think, therefore I am."

All humans were born with innate knowledge through the higher power of God; with a mind and body, which interact with one another. Use your mind well. If you seek truth doubt, as far as possible, all things.

John Locke - 1704

English Philosopher and Father of Liberalism

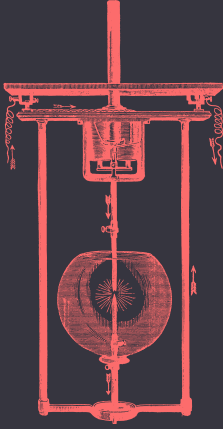
The most basic human law of nature is the preservation of mankind. To serve that purpose, individuals have both a right and a duty to preserve their own lives. All knowledge is acquired through experience.





Fix your course to a star
and you can navigate
through any storm.

LEONARDO DA VINCI
ITALIAN POLYMATH



Immanuel Kant - 1804

German philosopher, and central Enlightenment thinkers

Moral philosophy applies to everything in our lives, so live ethically. Self-improvement is a duty—an undebatable obligation. Intelligence is everything, so is the freedom to exercise it.

Friedrich Nietzsche - 1844

German Philosopher

Man is god in the making, with unexhausted procreative will of life. Without this will, human history would have no meaning at all.

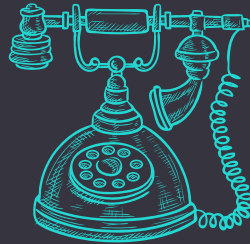
To live is to suffer, to survive is to find some meaning in the suffering.

He who has a why to live can bear almost any how. There are no facts, only interpretations, anything can be questioned, even the most traditional moral virtues.

Alfred Adler - 1870

Austrian medical doctor and founder of the school of individual psychology.

People innately strive to accomplish the purpose of their lives, particularly through participation in social activities.



Karl Marx - 1883

German philosopher, economist, revolutionary..

We're naturally productive, sociable beings who find fulfillment and meaning in their lives through the free exercise of their natural powers. We're the expression of our creations.



Erich S. Fromm - 1900

Social psychologist, German Jew who fled the Nazi
Love is the only sane and satisfactory answer to the problem of human existence. Immature love says: "I love you because I need you." Mature love says: "I need you because I love you."

Erik Erikson - 1902

American-German psychologist
Searching for meaning focuses on struggling to understand one's life experiences and what it all has meant in the Big Picture.

Viktor E. Frankl - 1905

Austrian neurologist, psychiatrist, Holocaust survivor, Founder of Logotherapy (a meaning-centered school of psychotherapy)
Finding one's own purpose makes all the difference between those who survive and those who perish. you must find yours.



Abraham Harold Maslow - 1908

American psychologist
Meaning would arise from self-actualization, or achieving one's full potential.

Leo Tolstoy - 1910

Russian writer
Given the inevitability of death, there is no rational justification for saying that life is meaningful.

Sigmund Freud - 1939

Austrian neurologist, Founder of Psychoanalysis
All instincts fall into one of two major unconscious classes: life or death instincts. The goal of all life is death.



Mahatma Gandhi- 1944

Indian lawyer

Life is to live rightly, think rightly, act rightly, knowing that truth is one, paths are many. So get to know oneself. The instrument of this knowledge is boundless, selfless service.

Max Plank- 1947

German physicist, founder of Quantum Theory

The mind is the matrix of all matter.

Mary Ainsworth - 1999

American-Canadian psychologist

In hatred as in love, we grow like the thing we brood upon. What we loathe, we graft into our very soul.



Dalai Lama XIV - Present time

Tibetan Buddhist Monk

Life is to be happy, and the more we care for the happiness of others, the greater is our own sense of well-being. The key is to develop inner peace.

Roy Baumeister - Present time

Social psychologist

Life is chaos, but full of meanings. When not facing an imminent danger life requires an identity and self-knowledge. Although since your own meaning are whats offered by society and culture, the outcome is a negotiation between individual and social principles.





Where there is no vision
people perish.

PROVERB

I hope you learnt a lot from reading the various life's perspectives of some of the brightest predecessors across the millenniums. You probably feel overwhelmed, and noticed how similar some of the findings are, while others are totally in contrast.

Who is right?

Answering such question is taking a moral stance, since **they're all right based on their construct of reality and meaning.**

My aim if successful was to satisfy stage one in the quest of your life's purpose, and I hope I have created a decent base map for you to work on your frame of reality, life's meaning.

Since both your **frame of reality and life's meaning are highly influenced by your values, and morals.** I would you like, before closing this chapter, to dig in and ask yourself a set of questions to better understand how you see yourself. What are your values? What are your morals? Do you fully know yourself?

Let's go!

Getting to know yourself

How well do you really know yourself?

You may be well aware of the things that your family, and society wants you to believe in, although are those your true core values, morals, needs and true desires?

Without knowing yourself well enough it's going to be challenging to choose a life path that makes you feel happy and fulfilled. Or by the time you do find out most of your precious years may have already gone.

As a result, let's carry out a self diagnosis and apply some techniques which aim to help you in knowing yourself better.

Since you may be surprised by some aspects you will find **remain open minded** especially if you find it difficult to disengage from the judgments of others.

So, let's begin from properly marking you values and morals.

Difference Between Values and Morals

Morals are **codes of conduct** that **tell us what is right and what is wrong**, and they mostly come from religion, politic, and society. They are universal, objective and tend to remain the same. Think of morals as **"unwritten laws."**

Values are our **internal belief systems** that guide our behavior. They're personal, subjective, are built over time and can change.

To achieve the objectives of our next exercise it's not important to spot whether your conduct or belief come from values or morals, what's important is that you **come to a better understanding of your core making as a person.**

Acknowledging your core values and morals



In combination with the lists of characters in the next pages, use the following questions to guide your self analysis. Put a tick () next to the character that best describes you, and transcribe below your top ones.

- What matters to me the most?

- How or when these values developed?

- Did my parents model these traits, or did they evolve in opposition to what I experienced growing up?

- What am I most proud of?

- What do I struggle to accept from society, or from time to time?

- What do I like about yourself?

- Which parts of myself consistently elicit compliments from others?

- When thinking about books, movies, TV shows I like, what resonates with me emotionally?

- When thinking of my roles models growing up, what values do they have?

- Has my supervisor, coach, trainer pointed out some of my specific strengths?



My Positive Character Traits

- o Able
- o Accessible
- o Active
- o Acute
- o Adaptable
- o Admirable
- o Adventurous
- o Agreeable
- o Alert
- o Allocentric
- o Ambitious
- o Amiable
- o Anticipative
- o Appreciative
- o Articulate
- o Aspiring
- o Athletic
- o Attractive
- o Authentic
- o Aware
- o Balanced
- o Benevolent
- o Bold
- o Brave
- o Brilliant
- o Calm
- o Capable
- o Captivating
- o Carefree
- o Caring
- o Challenging
- o Charismatic
- o Charming
- o Cheerful
- o Clean
- o Clear-headed
- o Clever
- o Colorful
- o Companionly
- o Compassionate
- o Concerned
- o Conciliatory
- o Confident
- o Conscientious
- o Considerate
- o Constant
- o Contemplative
- o Cooperative
- o Courageous
- o Courteous
- o Creative
- o Cultured
- o Curious
- o Dainty
- o Daring
- o Debonair
- o Decent
- o Decisive
- o Dedicated
- o Deep
- o Dependable
- o Determined
- o Devoted
- o Dignified
- o Diligent
- o Direct
- o Directed
- o Disciplined
- o Discreet
- o Discriminating
- o Distinct
- o Dramatic
- o Dutiful
- o Dynamic
- o Eager
- o Earnest
- o Easy-going
- o Educated
- o Efficient
- o Elegant
- o Eloquent
- o Empathetic
- o Enduring
- o Energetic
- o Enterprising
- o Enthusiastic
- o Esthetic
- o Ethical
- o Exceptional
- o Excited
- o Exciting
- o Extraordinary
- o Exuberant
- o Fair
- o Faithful
- o Farsighted
- o Fascinating
- o Feisty
- o Felicitic
- o Feminism
- o Fervent
- o Firm
- o Flexible
- o Focused
- o Forgiving
- o Fortright
- o Freethinking
- o Friendly
- o Fun
- o Fun-loving
- o Gallant
- o Generous
- o Gentle
- o Genuine
- o Giving
- o Good
- o Good-natured
- o Gracious
- o Gutsy
- o Happy
- o Hard Working
- o Healthy
- o Hearty
- o Helpful
- o Heroic
- o High-minded
- o High-minded
- o Honest
- o Honorable
- o Humble
- o Humorous
- o Idealistic
- o Imaginative
- o Impressive
- o Incisive
- o Incorruptible
- o Independent
- o Individualistic
- o Ingenious
- o Innovative
- o Inoffensive
- o Inquisitive
- o Insightful
- o Insouciant
- o Integrity
- o Intelligent
- o Interesting
- o Intuitive
- o Inventive
- o Invulnerable
- o Jolly
- o Jovial
- o Joyful
- o Keen
- o Kind
- o
- o Knowledgeable
- o Laid-back
- o Leader
- o Leaderly
- o Leisurely
- o Liberal
- o Light-hearted
- o Likable
- o Lively
- o Logical
- o Lovable
- o
- o Loving
- o Loyal
- o Lyrical
- o Magical
- o Magnanimous
- o Mannerly
- o Many-sided
- o Masculine
- o Mature
- o Mellow
- o Memorable
- o Methodical
- o Meticulous
- o Mighty
- o Moderate
- o Modest
- o Motivated
- o Multi-leveled
- o Natural
- o Neat
- o Noble
- o Non-authoritarian
- o Nurturing
- o Objective
- o Observant
- o Open
- o Open-minded
- o Optimistic
- o Orderly
- o Organized
- o Original
- o Out-going
- o Painstaking
- o Passionate
- o Patient
- o Patriotic
- o Peaceful
- o Perceptive
- o Perfectionist
- o Perky
- o Persevering
- o Persistent
- o Personable
- o Persuasive
- o Planful
- o Playful
- o Pleasant
- o Polished
- o Popular
- o Positive
- o Practical
- o Precise
- o Principled
- o Private
- o Problem-solver
- o Profound
- o Protean
- o Protective
- o Proud
- o Providential
- o Prudent
- o Punctual
- o Purposeful
- o Quick-witted
- o Quiet
- o Rational
- o Real
- o Realistic
- o Reasonable
- o Reflective
- o Relaxed
- o Reliable
- o Resilient
- o Resourceful
- o Respectful
- o Responsible
- o Responsive
- o Reverential
- o Romantic
- o Rustic
- o Sage
- o Sane
- o Scholarly
- o Scrupulous
- o Secure
- o Self-confident
- o Self-critical
- o Self-defacing
- o Self-denying
- o Self-directed
- o Self-reliant
- o Self-sacrificing
- o Self-starter
- o Self-sufficient
- o Selfless
- o Sensitive
- o Sentimental
- o Seraphic
- o Serious
- o Sexy
- o Sharing
- o Sharp
- o Shrewd
- o Simple
- o Sincere
- o Skillful
- o Smart
- o Sober
- o Sociable
- o Solid
- o Sophisticated
- o Spirited
- o Spiritual
- o Spontaneous
- o Sporting
- o Stable
- o Steadfast
- o Steady
- o Stoic
- o Strong
- o Studious
- o Suave
- o Subtle
- o Successful
- o Supportive
- o Surprising
- o Sweet
- o Sympathetic
- o Systematic
- o Talented
- o Tasteful
- o Teachable
- o Teacherly
- o Thorough
- o Thoughtful
- o Tidy
- o Tireless
- o Tolerant
- o Tractable
- o Trusting
- o Trustworthy
- o Truthful
- o Uncomplaining
- o Understanding
- o Undogmatic
- o Unfoolable
- o Unique
- o Unity
- o Unselfish
- o Upbeat
- o Upright
- o Valorous
- o Vigilant
- o Vigorous
- o Visionary
- o Vivacious
- o Warm
- o Wealthy
- o Welcome
- o Well-bred
- o Well-read
- o Winning
- o Wise
- o Witty
- o Worthy
- o Youthful

A great way in getting to know yourself better is by clearly figuring out **what you are not!** In fact, this time put a cross (X) to the characterful traits that are absolutely not part of your making.

- What I absolutely don't like about my family mentality?

- What I absolutely don't like about my colleagues, and boss beliefs?

- What I absolutely don't like about my society's behaviour?

- What traits I absolutely don't like generally?



My Other Character Traits

- Abrasive
- Abrupt
- Absent-minded
- Afraid
- Aggressive
- Agonizing
- Aimless
- Airy
- Aloof
- Amoral
- Angry
- Annoyed
- Anxious
- Apathetic
- Arbitrary
- Argumentative
- Arrogant
- Artificial
- Asocial
- Assertive
- Astigmatic
- Awkward
- Babyish
- Bad
- Barbaric
- Belligerent
- Bewildered
- Big-headed
- Bitchy
- Bizarre
- Bland
- Blase
- Blunt
- Boastful
- Boisterous
- Bone-idle
- Bored
- Boring
- Bossy
- Brittle
- Brutal
- Brutish
- Calculating
- Callous
- Cantankerous
- Carefree
- Careless
- Cautious
- Changeable
- Charmless
- Childish
- Clinging
- Clingy
- Clumsy
- Coarse
- Cold
- Cold-hearted
- Colorless
- Complacent
- Compliative
- Compulsive
- Conceited
- Condemnatory
- Conformist
- Confused
- Conservative
- Contemptible
- Conventional
- Cowardly
- Crafty
- Crass
- Crazy
- Criminal
- Critical
- Cross
- Cruel
- Cunning
- Cynical
- Daring
- Dangerous
- Dark
- Dauntless
- Decadent
- Deceitful
- Deceptive
- Delicate
- Demanding
- Dependent
- Depressed
- Desperate
- Destructive
- Detached
- Devious
- Difficult
- Dirty
- Disconcerting
- Discontented
- Discouraged
- Discouraging
- Discourteous
- Dishonest
- Disloyal
- Disobedient
- Disorderly
- Disorganized
- Disputatious
- Disrespectful
- Disruptive
- Dissolute
- Dissonant
- Distractible
- Disturbing
- Dogmatic
- Domineering
- Doubtful
- Dull
-
 - Egotistic
 - Ego-centric
 - Embarrassed
 - Enervated
 - Envious
 - Erratic
 - Escapist
 - Evil
 - Excitable
- Expedient
- Extravagant
- Extreme
- Facetious
- Faithless
- False
- Fanatical
- Fanciful
- Fatalistic
- Fawning
- Fearful
- Fearless
- Feisty
- Fickle
- Fiery
- Finicky
- Fixed
- Flamboyant
- Flirtatious
- Foolhardy
- Foolish
- Forceful
- Forgetful
- Foul
- Fraudulent
- Frightened
- Frightening
- Frivolous
- Frustrated
- Fussy
- Gloomy
- Glum
- Graceless
- Grand
- Greedy
- Grim
- Grouchy
- Grumpy
- Guilty
- Gullible
- Harsh
- Hateful
- Haughty
- Hedonistic
- Hesitant
- Hidebound
- High-handed
- Hopeless
- Hostile
- Hot-tempered
- Ignorant
- Ill-bred
- Imitative
- Immature
- Impatient
- Impolite
- Impractical
- Imprudent
- Impulsive
- Inactive
- Inconsiderate
- Inconsistent
- Incurious
- Indecisive
- Indiscreet
- Indulgent
- Inert
- Inflexible
- Inhibited
- Insecure
- Insensitive
- Insincere
- Insulting
- Interfering
- Intolerant
- Irascible
- Irrational
- Irresponsible
- Irritable
- Jealous
- Jovial
- Lackadaisical
- Lazy
- Liar
- Libidinous
- Lonely
- Loquacious
- Loud
- Machiavellian
- Malicious
- Manipulative
- Mannered
- Mannerless
- Materialistic
- Mawkish
- Mealy-mouthed
- Mean
- Mechanical
- Meddlesome
- Meek
- Melancholic
- Melodramatic
- Meretricious
- Messy
- Mischievous
- Miserable
- Miserly
- Misguided
- Mistaken
- Money-minded
- Monstrous
- Moody
- Morbid
- Muddle-headed
- Murderous
- Mysterious
- Naive
- Narcissistic
- Narrow
- Narrow-minded
- Nasty
- Natty
- Naughty
- Negative
- Negativistic
- Neglectful
- Nervous
- Neurotic
- Nihilistic
- Noisy
- Obnoxious
- Obsessive
- Obstinate
- Obvious
- Odd
- Offhand
- One-dimensional
- One-sided
- Opinionated
- Opportunistic
- Oppressed
- Outrageous
- Over-imaginative
- Overcritical
- Overemotional
- Paranoid
- Parsimonious
- Passive
- Patronizing
- Pedantic
- Perverse
- Pessimistic
- Petty
- Pharisical
- Phlegmatic
- Picky
- Plain
- Plodding
- Pompous
- Poor
- Possessive
- Power-hungry
- Predatory
- Prejudiced
- Presumptuous
- Pretentious
- Prim
- Procrastinating
- Profligate
- Provocative
- Pugnacious
- Puritanical
- Pusillanimous
- Quarrelsome
- Quick-tempered
- Quirky
- Reactionary
- Reactive
- Reckless
- Regimental
- Regretful
- Repentant
- Repressed
- Repugnant
- Repulsive
- Resentful
- Restless
- Ridiculous
- Rigid
- Risk-taking
- Ritualistic
- Rowdy
- Rude
- Ruined
- Ruthless
- Sad
- Sadistic
- Sanctimonious
- Sarcastic
- Scared
- Scheming
- Scornful
- Secretive
- Sedentary
- Self-centered
- Self-Confident
- Self-indulgent
- Self-Indulging
- Self-Pitying
- Selfish
- Shallow
- Sharp
- Shortsighted
- Shy
- Silly
- Single-minded
- Skeptical
- Sloppy
- Slow
- Sly
- Small-thinking
- Sneaky
- Snobbish
- Soft-headed
- Sordid
- Spoiled
- Steely
- Stern
- Stiff
- Stingy
- Strange
- Strict
- Strong-willed
- Stubborn
- Stupid
- Submissive
- Superficial
- Superstitious
- Suspicious
- Tactless
- Tardy
- Tasteless
- Tense
- Thievish
- Thoughtless
- Timid
- Tireless
- Touchy
- Transparent
- Treacherous
- Trendy
- Troublesome

- Truculent
- Unappreciative
- Uncaring
- Uncharitable
- Unconcerned
- Unconvincing
- Uncooperative
- Uncoordinated
- Uncreative
- Uncritical
- Unctuous
- Undisciplined
- Unemotional
- Unforgiving
- Unfriendly
- Ungrateful
- Unhappy
- Unhealthy
- Unimaginative
- Unimpressive
- Unkind
- Unlovable
- Unpolished
- Unpredictable
- Unprincipled
- Unrealistic
- Unreflective
- Unreliable
- Unrestrained
- Unself-critical
- Unstable
- Untidy
- Untrustworthy
- Upset
- Vacant
- Vacuous
- Vague
- Vain
- Venal
- Vengeful
- Venomous
- Vindictive
- Violent
- Vulgar
- Vulnerable
- Weak
- Weak-willed
- Well-meaning
- Wicked
- Wild
- Willful
- Wishful
- Withdrawn
- Worried
- Wrong
- Zany

- Aggressive
- Ambitious
- Amusing
- Artful
- Ascetic
- Authoritarian
- Big-thinking
- Boyish
- Breezy
- Businesslike
- Busy
- Casual
- Cerebral
- Chummy
- Circumspect
- Competitive
- Complex
- Confidential
- Conservative
- Contradictory
- Crisp
- Cute
- Deceptive
- Determined
- Dominating
- Dreamy
- Driving
- Droll
- Dry
- Earthy
- Effeminate
- Emotional
- Enigmatic
- Experimental
- Familial
- Folksy
- Formal
- Freewheeling
- Frugal
- Glamorous
- Guileless
- High-spirited
- Hurried
- Hypnotic
- Iconoclastic
- Idiosyncratic
- Impassive
- Impersonal
- Impressionable
- Intense
- Invisible
- Irreligious
- Irreverent
- Maternal
- Mellow
- Modern
- Moralistic
- Mystical
- Neutral
- Noncommittal
- Non competitive
- Nonreligious

- Obedient
- Old-fashioned
- Ordinary
- Outspoken
- Paternalistic
- Physical
- Placid
- Political
- Predictable
- Preoccupied
- Private
- Progressive
- Proud
- Pure
- Questioning
- Quiet
- Religious
- Reserved
- Restrained
- Retiring
- Sarcastic
- Self-conscious
- Sensual
- Skeptical
- Smooth
- Soft
- Solemn
- Solitary
- Stern
- Stolid
- Strict
- Stubborn
- Stylish
- Subjective
- Surprising
- Tough
- Un-aggressive
- Unambitious
- Unceremonious
- Unchanging
- Undemanding
- Unfathomable
- Unhurried
- Uninhibited
- Unpatriotic
- Unpredictable
- Unsentimental
- Whimsical

- Tick only the traits that describe you.
- Score yourself from 1 to 5.
1 = A little bit.
5 = A lot



Other tips



Just ask

The previous exercises were about how you see yourself. Although, how about others see you? Ask a friend or family about what they see in you. Of course, it's not easy asking others for feedback, but they may share some helpful and surprising insights. After all, it's usually easier to observe others than ourselves.

Connect to your younger self

Find a photo of yourself in a photo album, and connect to your younger self's feelings. Ask the younger what values and morals you had to learn to be where you are today.

Learn about your body

Body awareness helps by setting realistic goals based on your physical capabilities, setting better limits, as well as helping you feel more comfortable in your own skin. If you struggle with body image issues, challenge yourself to think of five things you love about your body, and what your body can do (or has done).

Journal

Daily, or weekly journal have shown to lead to self-reflection, while boosting self-knowledge. Why? Because when keeping a log of our reflections and events it teaches us to look past our superficial reactions and instead spot our underlying needs, and emotions.

A journal basically helps identify our own voice, distinguishing our inner voice from the voices of people whose approval you may be seeking.

Meditation

Meditation is an excellent way to find ourselves, to understand who we are and what matters to us. As we better connect with ourselves it allows to better connect with others.

To make the most of it, there are two goals you should seek in meditation: understand yourself, and appreciating yourself.

The most common tips to achieve a good session are: turn off any gadgets that could distract you, observe your thoughts, scan your body, embrace your imperfections, evaluate your values, express gratitude for what you have, repeat some affirmation, and end with a resolution



HERO

Let's recap...

FINDING TRUE PURPOSE - STAGE 1

What's the meaning of life?

- Chronological answers through the centuries:

Year 2350 - 2300 B.C.

- Ptahhotep
- Hinduism

Year 600 - 270 B.C.

- Laozi
- Confucius
- Socrates
- Plato
- Aristotle
- Epicurus

Year 30 - 622

- Christianity
- Seneca
- Marcus Aurelius
- Democritus
- Buddhism
- Islam

Year 1037 - 1883

- Avicenna
- Yoritomo
- Ikigai
- Aquinas
- Dante Alighieri
- Leonardo Da Vinci
- Shakespeare
- Descartes
- John Locke
- Kant
- Nietzsche
- Adler
- Marx
- Fromm

Year 1900 - 1999

- Fromm
- Erikson
- Frankl
- Maslow
- Tolstoy
- Freud
- Ghandi
- Max Plank
- Mary Ainsworth

Year 2000 - Present

- Dalai Lama
- Roy Baumeister

- Getting to know yourself better
 - What are your values and morals?
 - Journal, meditation and other tips



