

# Wendy Hearn

Coaching Services

<http://www.business-personal-coaching.com>

Midsummer Court, 314 Midsummer Boulevard, Central Milton Keynes, MK9 2UB United Kingdom  
Phone UK 01908 357899 Fax 01908 357898  
Email Wendy at [wendy@Business-Personal-Coaching.com](mailto:wendy@Business-Personal-Coaching.com)

## True Values™ Program

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Anglicised Version - Gillian Pearce 1998

Values form the basis of how you approach your life. What you value and how much you value it affects your attitudes, beliefs, choices and behaviours. These values include such things as:

- ♦ Creativity
- ♦ Making a Contribution
- ♦ Adventure
- ♦ Leadership
- ♦ Teaching
- ♦ Spirituality

A complete list of over 150 values follows.

The True Values Program helps you to discern your top 4 values and puts you on a path to honouring them.

This 3-phase, 25-step process can take up to 2 years to complete - not because it is difficult - but because you have to resolve other aspects of your life in order to be able to distinguish the subtlety of values and then reorient your life around them. This takes time. I believe that to honour your values is to give yourself the ultimate gift.

I recommend you work through the Clean Sweep and NeedLess Programs prior to or concurrently with the True Values Program. Your values are not as clear when clouded by things that are incomplete or by unmet needs. I also recommend that you work with a Professional Coach trained in Values work. You can do this on your own, but you will complete this program more quickly and more fully with a trained coach who is familiar with the process.

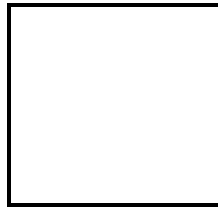
Developed by the Staff, Trainers and Participants of

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## COACH UNIVERSITY

[www.coachu.com](http://www.coachu.com)

# CURRENT SCORE



# PROGRESS CHART

## TRUE VALUES

1    2    3    4

Value	1	2	3	4	The Steps
25					Party
24					Assist
23					Align Goal/Val
22					Make Changes
21					How Upgrade
20					Big
19					Phase 7
18					Phase 6
17					Phase 5
16					Phase 4
15					Phase 3
14					Phase 2
13					Phase 1
12					Detail Project
11					Create
10					Change 3
9					Change 2
8					Change 1
7					Select 3
6					List Dishonour
5					List Honouring
4					Who am I,
3					Who am I
2					Why
1					Select Values

## PURPOSE OF THE TRUE VALUES PROGRAM

The purpose of the True Values Program is to help you:

1. Identify what your true values really are
2. Design and complete a Values Expression Project
3. Make the necessary changes so that these True Values become the foundation upon which you build your life

### WHAT ARE TRUE VALUES?

When you live your life according to what you truly value, you feel most like yourself. You are excited, energised, productive, at peace and things seem effortless. However, most of us lead lives which do not grant us the chance to do ONLY those things which truly matter to us. We feel we have to do other things to meet our "responsibilities", please other people, pursue unmet needs, or just get by, etc. It's like we know what we really care about and we will get round to it one day but, only after we've done all these other things we have to do first. Many of us spend our lives trying (consciously or unconsciously) to honour these True Values. We find ourselves getting upset or frustrated, bored or resigned, wishing and hoping to have a better life. This better life is, among other things, based upon your True Values. In order to honour them, and be in integrity with yourself, you have to substantially alter and enhance your life to create the room you need to engage in your ideal life.

Will you give yourself the best gift ever? Embark on this program and don't stop until you reach 100 points. Your Professional Coach can assist you to more fully understand the dynamic of values and the steps to honouring and expressing them.

### INSTRUCTIONS

Please read these instructions twice.

#### PHASE 1 - SELECT 10 VALUES

Read the list of 150+ values and tick around 10 which you feel are important to you. You are looking for a VALUE: not a want; a should; a fantasy or a wish. A value is a MUST in order for you to BE YOURSELF. Part of the first step is to TELL THE TRUTH about what you ACTUALLY VALUE or LOVE to do with your time. This may be the first time you have ever admitted this to yourself. Some of these you will know innately. Others require some frank 'soul-searching'. PLEASE be willing to consider words you might normally skip over. These may be hidden values and you may have one or more of the following reactions:

You may - blush or shake when reading the word

You may think - "No, that can't be one; that would be too much fun!"

"That's a silly value; I should have a better one".

"If that is true, I'd have to change my life a lot!"

Now tick the 10 words you believe to be your True Values. Ask yourself: "If I had this, would I feel energised and at peace? Would life seem less effort?" (Work - yes, but a struggle - no).

## PHASE 2 - NARROW DOWN YOUR VALUES TO 4

Now we want you to be even more discerning and to pick the 4 most important True Values from the ones you have ticked. You may wish to compare each of your 10 with each other and ask yourself "Do I really prefer X or Y? Which ones aren't that intriguing to me anymore? Which ones, when honoured, make the other ones less exciting? Which are the ones I really care about?"

Write these 4 True Values in the boxes at the top of the Progress Chart on the front page of this programme. Fill in the appropriate lines as you proceed, using a tick to show you have started on a step and crossing it through when you have completed it. Work through the 25 steps in order and complete this process for each of your 4 True Values.

- Step 1 - Put a tick in the box at Line 1, Column 1 to show that you have completed this step for this particular value.*
- Step 2 - Ask yourself "Why is this value important enough to me to be a True Value?" Write down 5 specific reasons on a sheet of paper.*
- Step 3 - Ask "Who am I when I am this value? How do I act? What do I think about? What motivates me?" Write down 5 specific examples on a piece of paper.*
- Step 4 - Ask "Who am I not when I am this value? How do I behave? How do I feel about myself? About others? About life?" Write down 5 specific responses on a piece of paper.*

(Remember to tick and cross through the boxes, on the front page, as you go).

## PHASE 3 - DESIGN A LIFE WHICH HONOURS AND EXPRESSES YOUR VALUES

Now that you have identified your True Values and you understand why they are important to you and who you are when you live by them, you are ready to reorient your life so that you consistently set goals, make plans and take actions that express them. This process has 3 parts, as described below.

### **Part 1 - HONOUR YOUR VALUES**

When you honour your values, you honour your True Self or Higher Self. Until now, you may have been expressing your values some of the time, but you are not honouring them all of the time. To honour your values means to design and live your life in such a way that there is nothing in the way of them. This means living a life of integrity that is free of addictions or attachments; having all your needs met; being complete with the past; tolerating nothing and being part of a full and supportive community - an ideal life.

- Step 5 - Ask "How well am I honouring or expressing this value? What am I doing in my life that permits this value to be free enough to express itself?" Write down 5 specific ways that you are currently honouring this value.*
- Step 6 - Ask "Where am I not honouring or expressing this value? What I am doing that restricts, dishonours or does not give this value the room and nourishment it needs and deserves?" Write down 5 specific things you are doing which don't serve this value.*
- Step 7 - Ask "What 3 changes am I willing to make in my life in order to fully honour and express this value?" Write down the 3 specific (and probably large) changes to make in the next 90 days. For example:*
  - \* change jobs*      *\* face and handle something difficult*
  - \* stop smoking*      *\* let go of duties*
  - \* get special training*      *\* start fully communicating*
  - \* let go of the future*      *\* let go of people who drain me*
- Step 8 - Make Change No. 1 permanently.*
- Step 9 - Make Change No. 2 permanently.*
- Step 10 - Make Change No. 3 permanently.*

## Part 2 - EXPRESS YOUR TRUE VALUES THROUGH A PROJECT

Now that you've cleared the decks and upgraded your life so your values can play, it is time to come up with a fun project which gives your values a showcase - a way to get stimulated and used; a way to show yourself that living your values is both possible and fulfilling. (Fulfilment is the experience of life one has when values are honoured and expressed.) This project shouldn't have any 'shoulds' about it. Don't pick one that will drive you crazy, one that you are not ready for (but 'should' be), one that you think you should want, but really don't. Rather, design a project that lets you play big or play well, effortlessly. Design a project that brings out your best, naturally. Don't do a project in order to 'get something' out of it. Do it because you enjoy it.

**Step 11** - Ask "What is the project/goal that I could design which would be a full expression of this value?" For example:

- \* Run the London Marathon
- \* Write a Book
- \* Make £1,000,000 this year
- \* Go parasailing in the Alps
- \* Throw a huge party
- \* Make yourself stunning
- \* Help 1,000 people out
- \* Invent a product/process
- \* Master a subject/field
- \* Climb Mt. Blanc
- \* Develop a community
- \* Get on a spiritual path

path

**Step 12** - Outline and divide the project into 7 Phases. Give each phase a measurable result or milestone with a deadline.

**Step 13** - Begin the project; complete Phase 1.

**Step 14** - Complete Phase 2.

**Step 15** - Complete Phase 3.

**Step 16** - Complete Phase 4.

**Step 17** - Complete Phase 5.

**Step 18** - Complete Phase 6.

**Step 19** - Complete Phase 7. Tie up loose ends.

**Step 20** - Have a big celebration for completing your True Values Expression Project. Take a vacation. Buy yourself a present. You'll know what to do.

## Part 3 - ALIGN YOUR GOALS WITH YOUR VALUES

After finishing your values expression project, you are ready for the final phase - aligning your life goals with your values. In other words, being at the place in life where you can afford to set only those goals which honour or express your values. This assumes you're close to 100 on the 'Clean Sweep' and 'NeedLess' programs. What a great place to be in life!

**Step 21** - Ask "what changes must I make in my life to have this value fully honoured and expressed throughout it?" Come up with 5 substantial changes.

**Step 22** - Make these changes.

**Step 23** - Align your top 10 goals for this year with your Top 10 values by taking these steps:

Step A. Make a list of your top 10 goals for this year.

Step B. Make a list of your top 10 values.

Step C. Match the goals with the values.

NOTE: The objective here is to only have value-based goals this year. If you have a goal that does not "fit" with one of your top 10 values, either adapt the goal to fit the value or GET RID OF IT and come up with another. Don't adapt the value to the goal and only have one goal per value. You are using your values as the reference point in your life - not your goals. That is what makes this process so exciting!

**Step 24** - Share this process with a friend and help them get started with it.

**Step 25** - Throw a party to celebrate your new life.

**ADVENTURE**

Risk  
The Unknown            Thrill  
Danger  
Speculation  
Dare  
Gamble  
Endeavour  
Quest  
Experiment  
Exhilaration  
Venture

**TO CATALYSE**

Impact  
Move forward  
Touch  
Turn on  
Unstick others  
Coach  
Spark  
Encourage  
Influence  
Stimulate  
Energise  
Alter

**TO DISCOVER**

Learn  
Detect  
Perceive  
Locate  
Realise  
Uncover  
Discern  
Distinguish  
Observe

**BEAUTY**

Grace  
Refinement  
Elegance  
Attractiveness  
Loveliness  
Radiance  
Magnificence  
Gloriousness  
Taste

**TO CREATE**

Design  
Invent  
Synthesise  
Imagination  
Ingenuity  
Originality  
Conceive  
Plan  
Build  
Perfect  
Assemble  
Inspire

**TO CONTRIBUTE**

Serve  
Improve  
Augment  
Assist  
Endow  
Strengthen  
Facilitate  
Minister to  
Grant  
Provide  
Foster  
Assist

**TO FEEL**

Emote  
To experience  
Sense  
To glow  
To feel good            Be with  
Energy flow  
In touch with  
Sensations

**PLEASURE**

Have fun  
Be hedonistic  
Sex  
Sensual  
Bliss  
Be amused  
Be entertained  
Play games  
Sports

**TO LEAD**

Guide  
 Inspire  
 Influence  
 Cause  
 Arouse  
 Enrol  
 Reign  
 Govern  
 Rule  
 Persuade  
 Encourage  
 Model

**TO RELATE**

Be connected  
 Part of community      Family  
 To unite  
 To nurture  
 Be linked  
 Be bonded  
 Be integrated  
 Be with

**BE SENSITIVE**

Tenderness  
 Touch  
 Perceive  
 Be present  
 Empathise  
 Support  
 Show compassion  
 Respond  
 See

**TO TEACH**

Educate  
 Instruct  
 Enlighten  
 Inform  
 Prepare  
 Edify  
 Prime  
 Uplift  
 Explain

**MASTERY**

Expert  
 Dominate field  
 Adept  
 Superiority  
 Primacy  
 Pre-eminence  
 Greatest  
 Best  
 Outdo  
 Set standards  
 Excellence

**TO WIN**

Prevail  
 Accomplish  
 Attain  
 Score  
 Acquire  
 Win over  
 Triumph  
 Predominate  
 Attract

**BE SPIRITUAL**

Be aware  
 Be accepting  
 Be awake  
 Relate with God  
 Devoting  
 Holy  
 Honouring  
 Be passionate  
 Religious