



Life On Purpose

Life Mastery System

MODULE 1

STOP DRIFTING

Self Discovery & Decision Toolkit

www.waypointmastermind.com

STOP DRIFTING: Discovery

Meet Your Monkey Worksheet



Your subconscious mind is the co-pilot in charge of 95% of your day. I call that subconscious mind your monkey. The monkey doesn't know the difference between real or inaccurate information. It acts on all the programs it has accumulated regardless of whether they are destructive to our lives. The question is, "Is your monkey a drunken monkey, or is your monkey sober?" Every limiting belief, every paralyzing emotional state, and every negative way the monkey meets its needs represents another bottle of alcohol that intoxicates the monkey. What do you think your car would look like after a drunken monkey was behind the wheel? What would your life look like being piloted by a drunken monkey? The key to living life on purpose is getting control of the monkey by sobering it up. As you complete the exercises in this course, fill in the information you discovery about your monkey below. It is imperative that you bring the monkey to life. Make no mistake it is real as you will discover. Start by giving your monkey a name.

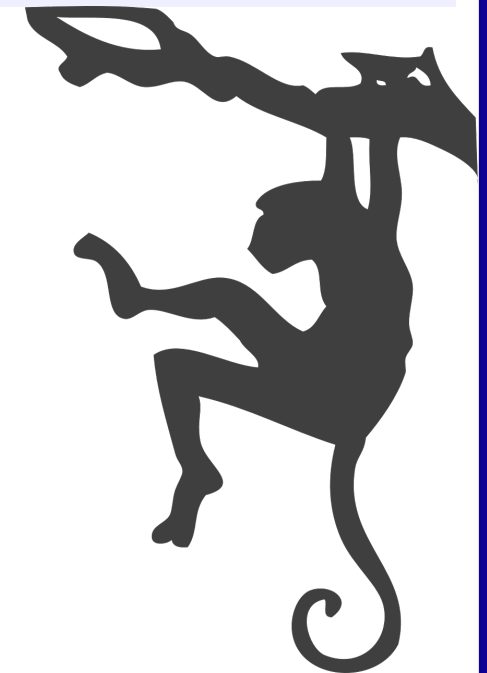
1. WHAT IS YOUR MONKEY'S NAME?

2. WHAT IS YOUR MONKEY'S NATURAL BEHAVIORAL ELEMENT?

	%		%		%		%
---	---	---	---	---	---	---	---

3. WHAT IS YOUR MONKEY'S TOP 5 CORE VALUES?

1	
2	
3	
4	
5	



4. WHAT IS YOUR MONKEY'S TWO PRIMARY NEEDS?

1	
2	

5. WHAT IS YOUR MONKEY'S BIG WHY?

STOP DRIFTING: Discovery

Meet Your Monkey Worksheet cont.....



6. WHAT ARE THE CORE BELIEF STATEMENTS AT THE ROOT OF ALL YOUR BEHAVIOR?



TOP 5 CORE BELIEF STATEMENTS ABOUT YOUR MONEY & FINANCES

1	
2	
3	
4	
5	



TOP 5 CORE BELIEF STATEMENTS ABOUT YOUR CAREER & BUSINESS

1	
2	
3	
4	
5	



TOP 5 CORE BELIEF STATEMENTS ABOUT LOVE & RELATIONSHIPS

1	
2	
3	
4	
5	



TOP 5 CORE BELIEF STATEMENTS ABOUT YOURSELF

1	
2	
3	
4	
5	



TOP 5 CORE BELIEF STATEMENTS ABOUT YOUR PHYSICAL BODY

1	
2	
3	
4	
5	

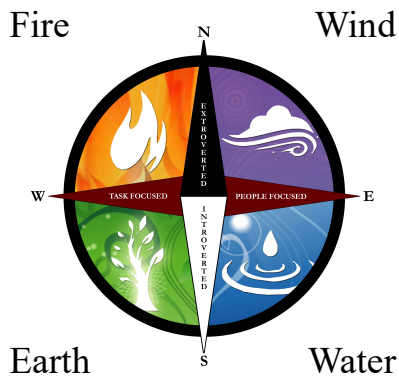


TOP 5 CORE BELIEF STATEMENTS ABOUT GOD & SPIRITUALITY

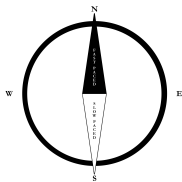
1	
2	
3	
4	
5	

STOP DRIFTING: Discovery

Exercise 2a. Identify Your Natural Behavioral Element



Our natural behavioral tendencies or elements, can be recognized using two major threads: pace and priority. The speed with which people move through the world naturally as well as whether their primary focused on spending time with people or completing tasks, speaks volumes about how they behave naturally. Use the Behavioral Compass Tool to the left, to determine your Natural Behavioral Tendency. This tool is going to be especially helpful when trying to find the NBT of those in your sphere of influence.

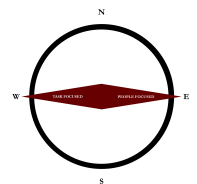


1. Does this person have a slow pace? Are they slow talkers, slow walkers and slow decision makers? Or Do they walk fast, talk fast and make decisions fast.

Circle One: North or South

- If their pace is slow, then look to the South of the Compass for their primary behavioral style which will be either Earth or Water.
- If their pace is fast, then look to the North of the Compass for their primary behavioral style which will be either Fire or Wind.

2. Is their first priority, the people they are going to see (Ex. family, friends, & colleagues) or are they more focused on the tasks that need to be completed. (Ex. plans, projects, process and programs?)



Circle One: West or East

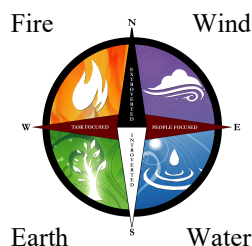
- If their priority is people, then look to the East of the Compass for their primary behavioral style which will be either Wind or Water.
- If their priority is tasks, then look to the West of the Compass for their primary behavioral style which will be either Fire or Earth.

3. Now, to find your natural behavioral element, follow the formula below.

DIRECTION Q.1	+	DIRECTION Q.2.	=	NATURAL BEHAVIORAL ELEMENT
Ex. North	+	West	=	NW or Fire Behavioral Element
DIRECTION Q.1	+	DIRECTION Q.2.	=	NATURAL BEHAVIORAL ELEMENT

STOP DRIFTING: Discovery

Exercise 2b: Identify Your Natural Behavioral Element



Circle only one word in each row that you feel describes you best right now. Then transfer your answers over to the Scoring Sheet. Count the circles in each column and add the number total to the bottom of the column. Divide each total by 24 and list the percentage in the last line. Any column that scores a 40% or above is your predominate personality type.

#	A	B	C	D
1	Restrained	Forceful	Careful	Expressive
2	Pioneering	Correct	Exciting	Satisfied
3	Willing	Animated	Bold	Precise
4	Argumentative	Doubting	Indecisive	Unpredictable
5	Respectful	Out-going	Patient	Daring
6	Persuasive	Self-reliant	Logical	Gentle
7	Cautious	Even-tempered	Decisive	Life-of-the-party
8	Popular	Assertive	Perfectionist	Generous
9	Colorful	Modest	Easy-going	Unyielding
10	Systematic	Optimistic	Persistent	Accommodating
11	Relentless	Humble	Neighborly	Talkative
12	Friendly	Observant	Playful	Strong-willed
13	Charming	Adventurous	Disciplined	Deliberate
14	Restrained	Steady	Aggressive	Attractive
15	Enthusiastic	Analytical	Sympathetic	Determined
16	Commanding	Impulsive	Slow-paced	Critical
17	Consistent	Force-of character	Lively	Laid-back
18	Influential	Kind	Independent	Orderly
19	Idealistic	Popular	Pleasant	Out-spoken
20	Impatient	Serious	Procrastinator	Emotional
21	Competitive	Spontaneous	Loyal	Thoughtful
22	Self-sacrificing	Considerate	Convincing	Courageous
23	Dependent	Flighty	Stoic	Pushy
24	Tolerant	Conventional	Stimulating	Directing

STOP DRIFTING: Discovery

Identify Your Natural Behavioral Element Score Sheet



NATURAL BEHAVIORAL ELEMENT SCORING SHEET

	FIRE	WIND	WATER	EARTH
1	B	D	A	C
2	A	C	D	B
3	C	B	A	D
4	A	D	C	B
5	D	B	C	A
6	B	A	D	C
7	C	D	B	A
8	B	A	D	C
9	D	A	C	B
10	C	B	D	A
11	A	D	C	B
12	D	C	A	B
13	B	A	D	C
14	C	D	B	A
15	D	A	C	B
16	A	B	C	D
17	B	C	D	A
18	C	A	B	D
19	D	B	C	A
20	A	D	C	B
21	A	B	C	D
22	D	C	B	A
23	D	B	A	C
24	D	C	A	B
TOTALS				
%	%	%	%	%

STOP DRIFTING: Discovery

Exercise 3. Core Values Exercise



Core values are personal values that guide you when making important decisions and doing work. Determining the values that are meaningful in your life can help you discover why you do what you do. It can also help you set goals and find jobs and companies that align with your ideals. Circle 20 of the values that speak to you. Of those 20, refine them down to your top 5.

Abundance	Dedication	Kindness	Resilience
Acceptance	Dependability	Knowledge	Resourcefulness
Accountability	Diligence	Leadership	Responsibility
Achievement	Diversity	Learning	Responsiveness
Adventure	Empathy	Love	Reverence
Advocacy	Encouragement	Loyalty	Risk Taking
Ambition	Enthusiasm	Making a Difference	Safety
Appreciation	Ethics	Mastery	Security
Attractiveness	Excellence	Maturity	Self-Control
Autonomy	Expressiveness	Mindfulness	Selflessness
Balance	Fairness	Modesty	Service
Being the Best	Family	Motivation	Simplicity
Benevolence	Flexibility	Open-Mindedness	Spirituality
Boldness	Freedom	Optimism	Stability
Brilliance	Friendships	Originality	Success
Calmness	Fulfillment	Passion	Teamwork
Caring	Fun	Peace	Thankfulness
Challenge	Generosity	Perfection	Thoughtfulness
Charity	Grace	Performance	Traditionalism
Cheerfulness	Growth	Personal Development	Transparency
Cleverness	Happiness	Playfulness	Trustworthiness
Collaboration	Health	Popularity	Truth
Community	Honesty	Power	Understanding
Commitment	Humility	Preparedness	Uniqueness
Compassion	Humor	Proactive	Usefulness
Consistency	Inclusiveness	Proactivity	Variety
Contribution	Independence	Professionalism	Versatility
Cooperation	Individuality	Punctuality	Vision
Creativity	Innovation	Quality	Warmth
Credibility	Inspiration	Reason	Wealth
Curiosity	Intelligence	Recognition	Well-Being
Daring	Intuition	Relationships	Wisdom
Decisiveness	Joy	Reliability	Work

STOP DRIFTING: Discovery

Exercise 4. Six Human Needs 1 of 6



Every statement must be graded as: "Y" for Yes this is really me, "P" for this is Partly how I am, or "N" for this is probably Not how I am." (If you don't know whether it applies, it's usually best to check "N.") Give each yes answer a score of 10 pts, each partly answer a score of 5 pts. and each no answer a score of 0 pts.

QUESTION	Y,P,N	PTS.
1. People are impressed by me.		
2. Feeling that I "belong" is important to me.		
3. I need to feel grounded.		
4. I don't mind taking risks.		
5. I don't fear change.		
6. A failure is not a failure if you keep trying.		
7. I believe in giving back.		
8. I'm good at taking care of people.		
9. I often worry about what people are saying about me.		
10. I like to have as much stability in my life as possible.		
11. It's important to contribute to your community.		
12. I like to develop new ideas and projects.		
13. I'm security conscious.		
14. I like to be an example to others.		

STOP DRIFTING: Discovery

Exercise 4. Six Human Needs 2 of 6



Every statement must be graded as: "Y" for Yes this is really me, "P" for this is Partly how I am, or "N" for this is probably Not how I am." (If you don't know whether it applies, it's usually best to check "N.") Give each yes answer a score of 10 pts, each partly answer a score of 5 pts. and each no answer a score of 0 pts.

QUESTION	Y,P,N	PTS.
15. I'm competitive.		
16. I hate the feeling of boredom.		
17. I know how to make connections with people.		
18. I constantly aspire to improve.		
19. Danger is never exciting to me.		
20. In most close relationships I'm usually the giver.		
21. There is always something new to be learned.		
22. I need to feel fulfilled.		
23. I frequently evaluate myself.		
24. I like for things to be predictable.		
25. I am more loving than most people.		
26. Recognition is very important to me.		
27. I like the feeling of exertion.		
28. I'm very careful of not over spending.		

STOP DRIFTING: Discovery

Exercise 4. Six Human Needs 3 of 6



Every statement must be graded as: "Y" for Yes this is really me, "P" for this is Partly how I am, or "N" for this is probably Not how I am." (If you don't know whether it applies, it's usually best to check "N.") Give each yes answer a score of 10 pts, each partly answer a score of 5 pts. and each no answer a score of 0 pts.

QUESTION	Y,P,N	PTS.
29. Education is important to me.		
30. I'm a leader.		
31. I'm always looking for new experiences.		
32. I sometimes over extend myself in trying to help people.		
33. My routines and habits are important to me.		
34. I take pride in who I am.		
35. I like how learning something new changes my perspective.		
36. Sometimes the most important work is not what you're being paid for.		
37. I'm not an adventurous person.		
38. No one would say that I'm selfish.		
39. I tend to spend beyond my limits.		
40. I like to feel important.		
41. Every failure is a learning experience.		
42. I like to learn in order to teach what I learn.		

STOP DRIFTING: Discovery

Exercise 4. Six Human Needs 4 of 6



Every statement must be graded as: "Y" for Yes this is really me, "P" for this is Partly how I am, or "N" for this is probably Not how I am." (If you don't know whether it applies, it's usually best to check "N.") Give each yes answer a score of 10 pts, each partly answer a score of 5 pts. and each no answer a score of 0 pts.

QUESTION	Y,P,N	PTS.
43. I seek unity in my relationship.		
44. I like to make a difference.		
45. I refrain from acting when I'm not sure about all the consequences of my actions.		
46. I suffer when I feel blocked.		
47. I enjoy suspense.		
48. Prestige is very important to me.		
49. I'm a romantic.		
50. I'm constantly learning.		
51. Giving is more important to me than receiving.		
52. I like to be Number 1.		
53. I hate taking risks of any kind.		
54. I like to constantly develop myself.		
55. I like to give my time and energy to good causes.		
56. I like to be admired by others.		

STOP DRIFTING: Discovery

Exercise 4. Six Human Needs 5 of 6



Every statement must be graded as: "Y" for Yes this is really me, "P" for this is Partly how I am, or "N" for this is probably Not how I am." (If you don't know whether it applies, it's usually best to check "N.") Give each yes answer a score of 10 pts, each partly answer a score of 5 pts. and each no answer a score of 0 pts.

QUESTION	Y,P,N	PTS.
57. I'm proud of my ability to learn new things.		
58. We are here to make this world a better place.		
59. I like to grow and develop in different areas.		
60. Personal relationships are the most important thing in my life.		
61. Sometimes I can be intimidating.		
62. I often look for new forms of entertainment.		
63. I'm concerned about anything that might be risky.		
64. Being fulfilled in your work is more important than being admired.		
65. I strive to improve my skills.		
66. I get close to people by being generous with money, time and energy.		
67. I like to think carefully before I go into action.		
68. Sometimes I like the thrill of experiencing fear.		
69. I need to feel respected.		
70. When we stop growing, we die.		

STOP DRIFTING: Discovery

Exercise 4. Six Human Needs 6 of 6



Every statement must be graded as: "Y" for Yes this is really me, "P" for this is Partly how I am, or "N" for this is probably Not how I am." (If you don't know whether it applies, it's usually best to check "N.") Give each yes answer a score of 10 pts, each partly answer a score of 5 pts. and each no answer a score of 0 pts.

QUESTION	Y,P,N	PTS.
71. The feeling of togetherness is important to me.		
72. For life to make sense, you have to leave a mark in the world.		
73. Feeling comfortable at all times is important to me.		
74. I enjoy being involved in many different activities.		
75. I'm always comparing myself to others in terms of success.		
76. I need to have passion in my relationship.		
77. If I'm not contributing to others, my life is meaningless.		
78. When making a decision, I often think about what might be more enjoyable.		
79. I can't stand to feel stagnant.		
80. I need to feel as safe as possible at all times.		
81. If I commit to something, I worry that something better might come along.		
82. I never want to be seen as a loser.		
83. I don't care about having much stability in my life.		
84. I have a mission.		

STOP DRIFTING: Discovery

Exercise 4. Six Human Needs Score Sheet



This score sheet can be used in one of two ways: 1) Write in the answers on the previous six sheets and send them to us via email with the email address that matches your account and we will tally this sheet for you. 2) Fill in this sheet using Adobe Acrobat or Adobe Acrobat Reader and this sheet will tally automatically.

HUMAN NEED	SCORE
CERTAINTY	
VARIETY	
LOVE AND CONNECTION	
SIGNIFICANCE	
GROWTH	
CONTRIBUTION	
MAXIMUM POINTS	840
TALLIED POINTS	

STOP DRIFTING: Discovery

Exercise 5. Find Your Big Why: Seven Levels Deep



Sometimes all it takes to find the most important information about you is to dive seven levels deep. Ask yourself the first question and then write the answer on the line below it. Then transfer the answer to the end of question 2 and answer the new question. Continue on until you have gone seven levels deep. As you pass question five, you may resist. Just keep on trudging on until you complete the worksheet. Level seven will reveal your Big Why.

1. Why is it important that you are successful?

2. Why is it important to you to? _____

3. Why is it important to you to? _____

4. Why is it important to you to? _____

5. Why is it important to you to? _____

6. Why is it important to you to? _____

7. Why is it important to you to? _____

STOP DRIFTING: Discovery

Exercise 6a. Core Belief Statements About Yourself



Core Belief Statements are the blood supply to our models, emotional states, decisions, and behaviors. They are deeply and firmly embedded and are responsible for how we perceive information which shapes our thinking and significantly shapes our reality and actions. Our subconscious mind does not know the difference between real and inaccurate information and acts upon all programming as if it is true.

Core Belief Statements about oneself begin with words like I am, or I can't, or don't. Please list all the Core Belief Statements that come to mind and list them below. When finished, decide where you think the belief originated and put an x in the box, "Yours" or "Others." Mark if you want to change it.

Discovering Your Belief Statements About Yourself

Core Belief Statement	Yours	Others	Change it?

STOP DRIFTING: Discovery

Exercise 6b. Core Belief Statements About Others



Core Belief Statements are the blood supply to our models, emotional states, decisions, and behaviors. They are responsible for how we perceive information that shapes our thinking and significantly shapes our reality and actions as they are deeply and firmly embedded in our subconscious minds. Our subconscious mind does not know the difference between real and inaccurate information and acts upon all programming as if it is true.

Core Belief Statements about others begin with the words like He/She Is, Everyone Is, God is, or People will. Please list all the Core Belief Statements that come to mind and list them below. When finished, decide where you think the belief originated and put an x in the box, “Yours” or “Others.” Mark if you want to change it.

Discovering Your Belief Statements About Others

Core Belief Statement	Yours	Others	Change it?

Waypoint
Mastermind

Core Belief Statements about the world begin with the words Money is, Love is, Work is, Marriage is, etc.. Please list all the Core Belief Statements that come to mind and list them below. When finished, decide where you think the belief originated and put an x in the box, “Yours” or “Others.” Mark if you want to change it.

[illegible]

STOP DRIFTING: Discovery

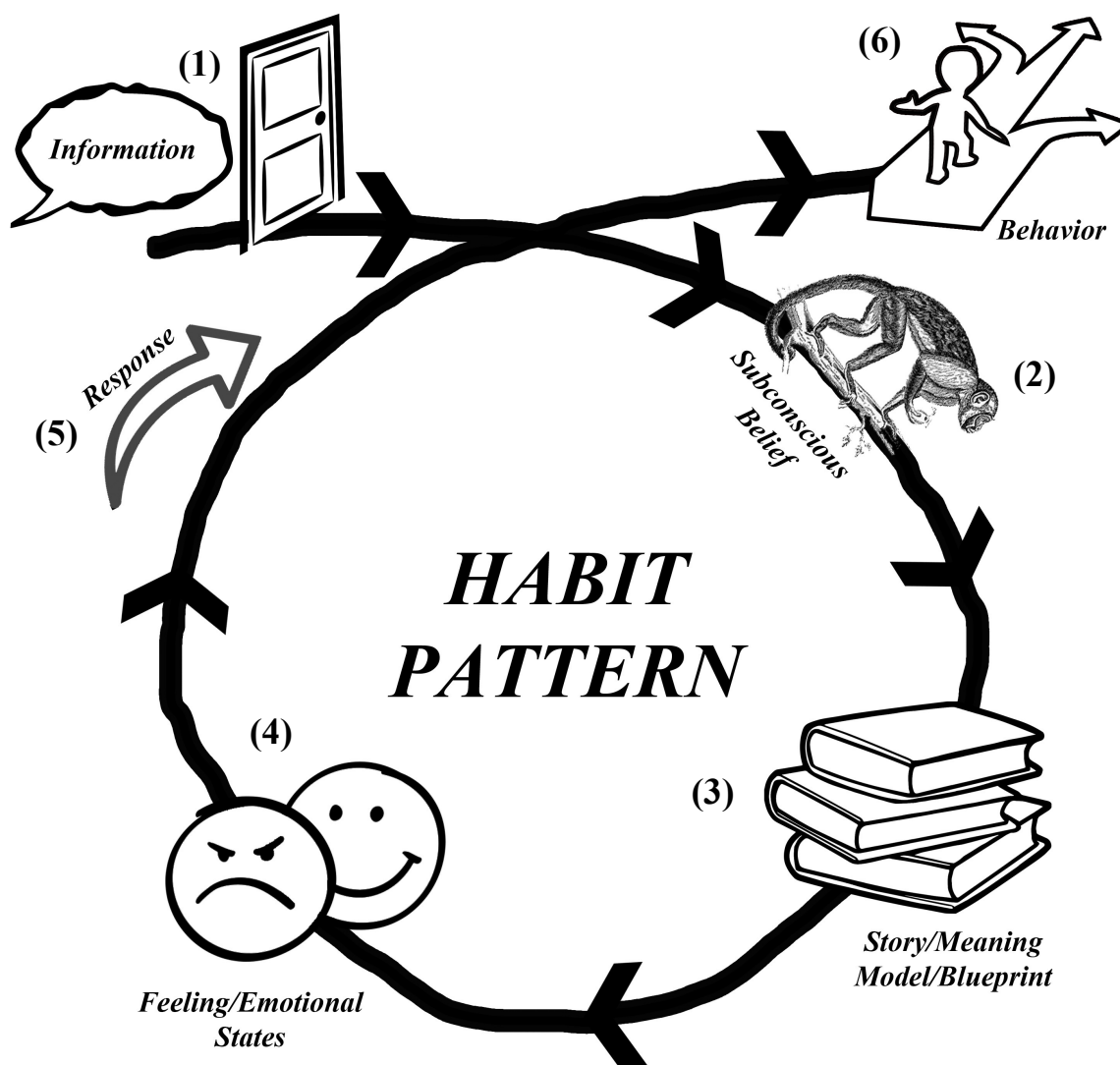
Understanding Your Habit Patterns



When statements of information from outside sources are allowed to penetrate the doorway to your subconscious mind or "Monkey" (1), your "Monkey" (2), not knowing the difference between real and false information, accepts the data, turning it into "Core Belief Statements (CBS)."

To further reinforce the CBS, your "Monkey" then creates "Stories/Meanings/Models & Blueprints" (3); When triggered, create an Emotional State (4) that is either empowering or paralyzing. In turn, this Emotional State determines how you respond. This Response Decision (5) leads to your resulting Behavior (6).

Study this Habit Pattern diagram and post it to help you become aware of these patterns and log them on the next page.





Ex. Passed your real estate exam on your first attempt, Won an award for art in the 2nd grade, You were the first to graduate college in the family or to buy a house.

[illegible]