

## NLE Quick Tip: Perception is Reality

What do you want out of life? Maybe it's to leave a legacy, to make a difference, or to have a balanced work/personal life. We probably all want profit in the form of financial security. Basically we all want the same things. We all want results.

Keep in mind the idea that if you want short term change, change your behaviors. But if you want long term, effective, meaningful change, change your perspective. If we can change our perspective to align with proper principles, behavior change just comes much more naturally. In this quick tip, Mark discusses the behaviors, attitudes and perception needed to make positive changes in creating successful relationships with candidates, clients and customers.

### Meeting: "Perception is Reality"

#### YOUR PERSONAL JOURNEY

- The first step in your journey is to recognize your strengths. Review the qualities listed on the Recognize Your Strengths worksheet.
- Check those qualities you feel you possess.
- Highlight your top five personal strengths.
- Finally, create a professional statement encompassing your top five strengths.

#### SELECT YOUR TOP FIVE STRENGTHS

- |                 |                  |                  |
|-----------------|------------------|------------------|
| • Accommodating | • Easy going     | • Organized      |
| • Adaptable     | • Empathetic     | • Patient        |
| • Adventurous   | • Evidence Based | • Perceptive     |
| • Ambitious     | • Expressive     | • Persistent     |
| • Assertive     | • Flexible       | • Practical      |
| • Caring        | • Generous       | • Problem Solver |
| • Cautious      | • Goal Oriented  | • Purposeful     |
| • Collaborative | • Good Listener  | • Radical        |
| • Compassionate | • Honest         | • Reliable       |
| • Competitive   | • Imaginative    | • Sense of humor |
| • Conceptual    | • Intuitive      | • Sociable       |
| • Considerate   | • Logical        | • Spontaneous    |
| • Confident     | • Loyal          | • Structured     |
| • Courageous    | • Measured       | • Takes Charge   |
| • Creative      | • Observing      | • Team player    |
| • Demonstrative | • Optimistic     | • Trustworthy    |

### PROFESSIONAL STRENGTHS STATEMENT

**Example:** *I am a **dynamic, energetic** professional coach, who collaborates with her colleagues through the sharing of my **experience**, my **knowledge** and my **passion**.*

Your professional strengths statement: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

*"Everyone thinks about changing the world,  
 but no one thinks about changing himself."*

- Leo Tolstoy

### CLARIFY YOUR VALUES

- Review the Personal Values Inventory, adding any values that are not listed.
- Take 5 minutes to rank each (career and personal) value on a scale of 1 – 3, where:
  - 1 = **Extremely Important**. You will not compromise on it. It is constantly represented in your behavior at home and at work.
  - 2 = **Fairly Important**. You live this value under certain circumstances.
  - 3 = **Less Important**. You seldom, if ever, give time and energy to living this value.

#### Personal Values Inventory

<input type="checkbox"/> Achievement	<input type="checkbox"/> Independence
<input type="checkbox"/> Adventure	<input type="checkbox"/> Integrity
<input type="checkbox"/> Approval/Recognition	<input type="checkbox"/> Intellectual Challenge
<input type="checkbox"/> Caring	<input type="checkbox"/> Leadership
<input type="checkbox"/> Contribute to/Serve Others	<input type="checkbox"/> Loving
<input type="checkbox"/> Cultural Diversity	<input type="checkbox"/> Material Possessions
<input type="checkbox"/> Education	<input type="checkbox"/> Money
<input type="checkbox"/> Emotional Stability	<input type="checkbox"/> Non-violence
<input type="checkbox"/> Environment/Nature	<input type="checkbox"/> Personal Development
<input type="checkbox"/> Excellence	<input type="checkbox"/> Physical Challenge
<input type="checkbox"/> Family	<input type="checkbox"/> Power
<input type="checkbox"/> Freedom	<input type="checkbox"/> Security
<input type="checkbox"/> Free Time	<input type="checkbox"/> Spiritual Development
<input type="checkbox"/> Health	<input type="checkbox"/> Trustworthiness
<input type="checkbox"/> Honesty/Ethics	<input type="checkbox"/> Work Ethic

**CREATE YOUR VISION**

- Start small; select one Vision category and take five minutes to write a Vision Statement for that category
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Your physical vision (attributes of your body, your health, your diet, your exercise program, etc):

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Your spiritual vision (your belief system): \_\_\_\_\_

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Your mental vision (your intellectual self, your attitude, your education, your development, etc):

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Your emotional vision (your feelings, your expressions, your E.Q, etc): \_\_\_\_\_

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Your financial vision: \_\_\_\_\_

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*“Knowing others is intelligence.  
Knowing oneself is true wisdom.”*

- Tao Te Ching