

# Outrageous

A C H I E V E M E N T



TAPPING INTO YOUR  
LIMITLESS POTENTIAL  
TO CREATE THE LIFE  
YOU'VE ALWAYS WANTED

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EXERCISES

# Outrageous

## A C H I E V E M E N T

### **Tapping into Your Limitless Potential to Create the Life You've Always Wanted**

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**EXERCISE A: Ignite Your Vision**

Future date (on or before): \_\_\_\_\_

If you could design your life – in any area of your choosing – to be exactly the way you want it, what will it look like?

1. Where will you be?

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2. Who will you be with?

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3. What work will you be doing?

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4. How will you be impacting the world and making a living?

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5. What will your day look like?

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6. How much will you be earning?

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The answers to these questions are the first step toward creating a compelling Vision for your life and/or your business.

And now that you know what you want, take your newfound clarity and move into the next phase of the process. In the following Exercise, you'll go through 5 simple steps to take a Vision Quest into your future. You'll take the dreams you declared in the first exercise and envision a new future where those dreams become a reality. You'll write a clear, detailed and compelling version of your life exactly as you want it to be, as if it has already happened. As you cast your new Vision, keep your answers from Exercise A on hand and refer to them as you navigate the process. Take your time, be bold, dream big, and have fun.

## EXERCISE B: Take a Vision Quest

### Step 1:

To create a compelling Vision, you've got to invest some time. Find a quiet spot where you won't be interrupted for an hour or more. Grab a pen and notepad or journal (or laptop).

### Step 2:

Refer to the future date you identified in Exercise A. In your mind's eye, pick a place and jump to your designated future time and space. It can be six months, one year, or two years from now. Fast forward to that time and imagine where you'll be and who you'll be with.

### Step 3:

Begin writing in the *present tense* as if you are looking back at the past and reliving it with excitement and appreciation of all you accomplished. As an example, you might begin with: "The past twelve months have been amazing! I am filled with excitement and gratitude as I look back and reflect. I am in awe of all that has taken place."

### Step 4:

One by one, review each area of your life (see seven life categories below) and write (again in present tense) what you are experiencing. Write about it as if it has already happened. And the more details you add, the better.

You have the opportunity to design your life. Now is not the time to play small. Dream big and play big. Do not give even a moment's thought to what you can't do, or any perceived obstacles that might be in your way. Instead, focus on and imagine all of the wondrous possibilities.

When crafting my Vision work, I use the following seven life categories:

1. Physical
2. Mental
3. Spiritual
4. Family/Friends/Relationships
5. Career/Money
6. Adventure/Recreation
7. Service/Contribution

I work on my Vision over a week's time. Rather than try to develop it all in one sitting, I focus on one category a day.

You do not necessarily have to use all seven life categories in your Vision work. Let's say you are already comfortable with the Physical category – you work out regularly, take yoga classes, eat healthy – focus on the categories where you want to see a big improvement. Or, if you want to focus on just *one* category, that's okay too.

**Step 5:**

Don't delay. Take action! I have a simple plan I implement after I complete my Vision work. I've learned to take *immediate action* so I don't talk myself out of any dream, or start entertaining thoughts about how "impossible" something might seem.

I review each of the life categories I included in my Vision work and from each one I identify at least ONE ACTION STEP I will take to move me in the direction of that Vision. After coming up with my list of action steps, I prioritize them.

And here's another tip: Don't prioritize them by what's easiest to do, rather by the action step that will move you in the direction of what you truly want most in your life.

Once you have your list, take action. Examples: Join the gym. Send your resume for the dream job. Put your profile on a dating site. Sign up for the dance class.

### EXERCISE C: Drop Your Emotional Baggage

Is heavy emotional baggage keeping you from tapping into your full potential? Let's identify the emotional baggage that may be slowing you down, and drop it once and for all.

Do you sometimes find yourself feeling a little "blah" – not all that excited about your business or your life? One way to rekindle your spark is to do a little dreaming: Identify some fresh goals, and create a new perspective.

Your business, in fact any area of your life, thrives on dedicated time for strategic planning and reflection. So, set aside a specific amount of time each week to identify ideas and activities that will make a lasting impact as you move ahead.

With your career or a particular aspect of your life in mind, start by looking back and reviewing the past six months.

Take note of the areas where you excelled and achieved – evolved and experienced breakthroughs. Enjoy this opportunity to acknowledge your strengths and the times you were willing to take risks.

Even if you fell short of your ultimate goals, in what areas did you move in the right direction?

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Next, with honesty and self-compassion, identify the areas where there is room for improvement. What would you like to do better, or feel more confident about? In what particular aspect of your business or life would you like to step up to the plate more often?

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As part of this Exercise consider the two types of emotional baggage. Some baggage is heavy and drags you down. But other baggage is light and provides so much positive support for your dreams and aspirations, that it almost carries *you!*

As you create your Vision for your future, start by identifying the baggage you DO NOT want to carry with you.

For any of the following topics that are relevant, write a sentence or two that describes how they apply to you.

**Procrastination:**

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**Negative self-talk:**

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**Avoidance:**

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**Poor time management:**

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**Low self-confidence, or self-worth:**

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**Fear of rejection, or fear of failure:**

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Now, identify the baggage you DO want to carry with you into the future, because it supports your success and your vision for your life!

You'll find it helpful to write out your intentions. For example, in terms of "baggage":

"I choose to carry positive self-talk with me at all times!" Or, "I choose to carry good time management every day!" Other examples of baggage you may want to carry with you could be:

**Joyful productivity:**

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**Positive self-talk:**

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**Consistent daily activity:**

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**Excellent time management:**

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**High self-confidence, and self-worth:**

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**The determination to act now:**

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Set your intentions and choose your baggage accordingly! Step into the future with purpose, with solid convictions, with inspired dreams and joyful optimism.  
Drop the baggage that doesn't serve you. Travel light with a positive attitude.

**EXERCISE D: Claim Your Core Values**

*In 2010, my then business coach, Jane Dueber, introduced me to this exercise. Ever since I've devoted time twice a year to doing a review using the upcoming list. As I continue to learn and grow, I revisit and revise my CVs. Over and over I have found that redefining my values drives my behavior and keeps me on track in the direction of my dream.*

If you want to make a change in your life, that will move you into a more positive future, then having clear Core Values is an essential tool.

What areas of your life do you want to change?

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Where are you feeling frustrated or stuck?

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Where do you feel like you're settling?

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Where do you feel angry? Powerless? Unhappy?

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Where are you not living up to your full potential?

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Identify the changes you would like to see in any or all of these areas:

Relationships:

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Career/Business:

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Health:

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Creative Expression:

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**Explore Your Values**

Start by brainstorming what your Core Values are. Later on you'll see a master list of Core Values that can give you some additional ideas.

Ask yourself these questions until you've listed as many values as you can think of.

What do I value most in my life? (Example: Health)

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What else do I value most? (Example: Success)

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Now ask yourself the following questions to drill down a little deeper. Your answers will help you reveal your Core Values as you see them today.

What gives my life meaning?

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When have I been the happiest?

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What value was being fulfilled then?

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When have I felt on top of the world?

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What aspect of myself was I expressing?

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## Time to Claim Your Core Values

Circle the words on the Master List on that best describe what motivates you.

While you're reviewing the Master List be on the lookout for words that are more precise in describing any of the values you've already identified.

You might find words that express values you hadn't thought of yet. You might also see a single word that more precisely describes *several* values on your own list, so you can use it to consolidate them all.

And, know that it's okay if you come up with one or more words that are *not* on the List.

Accountability	Dependability	Grace	Patience	Teamwork
Accuracy	Determination	Growth	Patriotism	Thankfulness
Achievement	Devout	Happiness	Perfection	Thoroughness
Alertness	Diligence	Hard Work	Perseverance	Thoughtfulness
Ambition	Discipline	Harmony	Personal Freedom	Tolerance
Assertiveness	Discretion	Health	Personal Growth	Traditionalism
Adventurous Attitude	Diversity	Helping Society	Positivity	Tranquility
Authentic	Dynamism	Honesty	Practicality	Trustworthiness
Balance	Economy	Honor	Preparedness	Truthfulness
Being the Best	Effectiveness	Humility	Productivity	Truth-Seeking
Belonging	Efficiency	Independence	Professionalism	Understanding
Boldness	Elegance	Industry	Prosperity Prudence	Uniqueness
Calmness	Empathy	Ingenuity	Quality Consciousness	Unity
Carefulness	Enjoyment	Inner Harmony	Reliability	Usefulness
Caring	Enthusiasm	Integrity	Resourcefulness	Vision
Cheerfulness	Equality	Inquisitive	Restraint	Vitality
Cleanliness	Excellence	Insightful	Results-Oriented	
Clear-mindedness	Excitement	Intelligent	Security	
Commitment	Expertise	Intuition	Self-Control	
Community	Exploration	Irreverence	Selflessness	
Compassion	Expressive	Joy	Self-Reliance	
Competitiveness	Fairness	Justice	Sensitivity	
Consistency	Faith	Leadership	Serenity	
Contentment	Family	Legacy	Service	
Continuous Improvement	Fidelity	Love	Silence	
Contribution	Fitness	Loyalty	Simplicity	
Control	Flexibility	Making a Difference	Sincerity	
Cooperation	Fluency	Mastery	Spontaneity	
Correctness	Focus	Merit	Stability	
Courtesy	Freedom	Mindfulness	Strategic	
Creative Expression	Frugality	Obedience	Strength	
Curiosity	Fun	Openness	Structure	
Decisiveness	Generosity	Order	Success	
	Goodness	Originality	Support	

## Identify and Prioritize Your Top 10 Core Values

And now for the most revealing part of the process! In this two-part exercise, you're going to narrow your list down to your top ten values, and then rearrange them in their order of importance to you.

First, review all of the Core Values you picked. Then ask yourself:

- Which values could I conceivably live without? (Cross these off your list.)
- Which ones do I need most? (Put an asterisk by these.)
- Which ones would cause me the greatest discontent if they were missing? (Put a question mark by these.)
- Which ones have such high value that if I didn't have them, none of the others would matter? (Put an exclamation point by these.)

Second, copy your Top Ten Values from your list into the left column below.

(NOTE: It's okay if you have fewer than ten.)

<b>1.</b>	<b>1.</b>
<b>2.</b>	<b>2.</b>
<b>3.</b>	<b>3.</b>
<b>4.</b>	<b>4.</b>
<b>5.</b>	<b>5.</b>
<b>6.</b>	<b>6.</b>
<b>7.</b>	<b>7.</b>
<b>8.</b>	<b>8.</b>
<b>9.</b>	<b>9.</b>
<b>10.</b>	<b>10.</b>

Finally, review the values on the left, then list them in priority order on the right.

## **Review the Process**

What was the result of identifying your Core Values?

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How did the process of prioritizing your Core Values help you?

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Which Core Value did you expect?

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Which Core Value was the biggest surprise?

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## **A Call to Action**

Now that you've identified your Core Values, it's time to take action.

I make a list of my Top 5 Core Values and post it next to my bathroom mirror where I will see them every day. This way, my awareness drives my behavior. To follow is a sample list with the explanations in parentheses:

- 1. DISCIPLINE** (drives me to take action – even when I feel fear or resistance. This is the foundation for all the others.)
- 2. CREATIVE EXPRESSION** (spurs my excitement to write new material)
- 3. FAITH** (grounds my belief that my life is working in divine order)
- 4. HEALTH** (motivates me to eat healthy and exercise daily)
- 5. SERVICE** (inspires me to support my favorite charities and meet the needs of my clients)

More than goals or ambitions, Core Values – when you are constantly aware of them – become not only a driver of consistent behavior, but a powerful force for becoming your best self, and achieving your biggest dreams.

*We are what we repeatedly do. Excellence, then, is not an act, but a habit.*

– Aristotle, Greek philosopher and scientist

## EXERCISE E: Be Accountable

Accountability is your willingness to answer for the outcomes of your behaviors, choices, and actions. Rather than make excuses, assign blame, and be a victim of circumstance, you *claim your life*.

Write down one area in your life where you are dissatisfied:

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What excuses are you making? Where are you assigning blame? How have you taken the role of victim?

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When things go awry, look to yourself first. Most people look outward and want to place the blame on others.

Return to the situation above and ask yourself: “What can I do differently that will create different results?”

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Be honest with yourself. A mistake is simply an opportunity to learn and grow. Deluding yourself will only delay the inevitable. We expect truth from others – demand it from yourself.

NEXT ... Describe how you will now be accountable going forward:

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Personal accountability will open you up to new opportunities. And it's a choice you get to make. Only you can shine this light of character and conviction onto your daily activities, options, and circumstances.

## EXERCISE F: Notice What You Are Saying To Yourself

Identify one, two, or three limiting thoughts that are defining you as ineffective:

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Select someone you trust in your life – perhaps your spouse, a friend, or a parent – and ask them to compassionately call you out whenever you speak a limiting thought.

Who will you select? \_\_\_\_\_

As part of the agreement, each time they hear you say a limiting thought, they remind you to replace it with a positive, empowering one.

Write down your new, empowering, positive thought(s) that will replace the one, two, or three limiting ones from Step 1.

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Remember: change will take some time *and* it will be a gradual process. For example, I know we don't shift from "I can't get this weight off" to "I'm at my perfect weight" in one easy step. I recommend you find believable "stretch" thoughts that move you in the right direction. "I can't get the weight off," can become "I'm ready to get this weight off." Then, "I'm doing the best I can to get this weight off, and it's easier than I thought." To finally: "I love my healthy lifestyle and maintaining my perfect weight."

Give yourself a reasonable period of time to break the habit and turn your limiting thoughts into new positive statements.

As part of this practice, I encourage you to use William James' principle, "Act As If," whereby you speak your declarations as if you're already being, doing, or having the end results you desire. Some examples are:

"I am enjoying a loving and supportive relationship."

"I take pride in being on time!"

"I am a highly productive business person!"

"I feel great about my weight and my overall health."

"I'm efficient and always have plenty of time to get things done!"

"I love thinking creatively and coming up with exciting new ideas!"

As you begin stating your positive declarations that you wrote in Step 4, please understand: This is not the *END* – rather the *BEGINNING* of the process. You'll start with these new, positive declarations, and with time and repetition, you will *live into them*. What begins as an idea and an intention will soon become your reality.

*Whatever you can do or dream you can, begin it. Boldness has genius, power, and magic in it.*

– Goethe, writer, statesman

## EXERCISE G: Three Simple Questions

Identify a personal challenge you are dealing with, or having a hard time resolving:

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What is your truth?

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How can you meet your commitment(s)?

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What will it take to deliver your best?

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A shift in Mindset *will* lead to change. But how do we create and maintain change? Here is what Dr. Dweck says: “When people change their mindset, it can be difficult to maintain their progress because once the problem improves, they stop doing what caused it to improve (having a growth mindset). Not only is this silly, it undermines the progress that they make. It’s better to make a long-term commitment to changing your mindset in order that the changes you make will last for the long term.

“Change is hard, there’s no denying that. However, change is completely within your grasp if you decide to take the root of your problems seriously. By changing your mindset from a fixed thought pattern to a growth one, you will be working to solve many of your problems and pushing yourself to be your very best.”

As I pointed out in Chapter 1, fear will always be lurking in the background, trying to tell you what you can’t do. It’s up to you to face your fears and tell yourself what you *can* do. Otherwise, your non-action will doom you to a life of mediocrity. Don’t give up what you want most ... for what you need now.

**Don’t give up what you want most:** robust health, satisfying career, substantial income, a loving relationship, creative expression...

**For what you need now:** security, comfort, status quo, predictably, familiarity?

Manage your fear of change, develop your courage, and do not settle for anything less than the very best.

## EXERCISE H: Take Right Action

Identify a current goal you have for either your career, health, relationships, or creative expression.

Goal:

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What are the top three action steps that are necessary to turn your goal into reality?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

***Note: Use a separate piece of paper and complete this exercise for every action step identified in your plan to achieve your goals.***

Define how each step:

Is specific and purposeful?

Moves you closer and faster to your goal?

Reflects your character, discipline and commitment?

Creates measurable results?

It's easy to stay busy, preoccupied, and frenetic with your actions. This is very common for those who are not reaching the level of high achievement they desire.

When you turn ordinary action into "Right Action" your vision will move from dream to reality, and you will create Outrageous Achievement.

## EXERCISE I: Create Your WHY

What personal goals are important enough to drive your desire to succeed?

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What fears or limiting beliefs have kept you from moving forward?

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What are the consequences if you don't change?

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What are the rewards if you do change?

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What vision do you hold for you career, health, relationships, or creative expression?

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How would overcoming your fear support your vision?

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What is your greatest weakness that could derail you?

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How will you overcome this?

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What is your greatest strength that will contribute to your success?

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How will this strength support you?

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Whose help and support do you need?

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Why is this goal so important to you?

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In one sentence, what is your compelling WHY for creating success?

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When you clearly define your WHY, you'll understand what's at the heart of motivating yourself, what you want to attract into your life, and what your biggest dreams are. This clarity will give you the discipline to joyfully, authentically, consistently, and enthusiastically stay in the game and create success.

And by reviewing your WHY on a regular basis, you'll have the drive to dream bigger, set higher goals, and stay in the flow of creating bigger and better results. Your WHY will drive your discipline, your accountability, your belief, and your determination. It will ground you through the ups and downs of your journey, and keep you always moving forward.

The success you dream of becomes readily possible when you are inspired by the overwhelming clarity of your own personal WHY.

## EXERCISE J: Develop Your Attracting Attitude

### Step 1:

TODAY'S DATE: \_\_\_\_\_

I challenge you to say this affirmation aloud every day for 30 days. You can say it once in the morning – or you can say three times a day (morning, midday and before sleep).

### Step 2:

DATE 30 DAYS LATER: \_\_\_\_\_

Describe the results you have accomplished in the past 30 days with your new Attracting Attitude.

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### You vs. Them

When you approach a business deal with the attitude, “What can I get?” or “What's in it for *me*?” it's simply a matter of time before the relationship disintegrates. Sooner or later, they realize your self-serving nature and how you are bringing greediness to the deal.

If, on the other hand, you show up with the attitude of “What can I give?” or “What's in it for *them*?” you set a precedent to bring authentic value to the deal. With a focus on service, you increase the odds for long-term relationships, new business, and referrals.

We all want to become the kind of professional we'd want to work with. So consider for a moment, would you work with someone whose demeanor conveys expectations such as:

- “We've got to make this happen today.” (Desperate)
- “If you don't buy today, this deal is going away.” (Self-serving)
- “There's nothing like it on the market.” (Unrealistic promises)
- “You need to commit to a one-year order now.” (High-pressure)
- “Don't worry, this is our standard contract.” (Misleading)

Consider your thoughts about your business prospects, or clients. In many cases, your thoughts will reveal *attachment* to certain assumptions that you have about yourself as a professional, and what you expect from them.

You don't necessarily need to say your expectations out loud. Your demeanor will more times than not convey them. And that's where the real danger to your professional development lies.

When you start feeling emotions like disappointment, frustration, and regret, trace them back. Are you focused on *your* goals or on the goals of your business prospects/clients? Are you feeling responsible for their actions? Are you emotionally attached to the outcome? Do you believe your ultimate success is based on *their* ultimate decisions?

As a professional, it's not about what you expect from your business prospects/clients – it's about what you expect from yourself!

When you can genuinely focus on their needs, you learn to detach yourself from the outcome. You learn to let go of the attachment to whatever unrealistic expectations you hold about them and their ultimate actions or decisions.

*Don't get attached to attachment.* Focus on authentically modeling your personal character, and in this way, all your interactions will reflect your commitment to a higher level of service, collaboration, and cooperation.

**EXERCISE K: Rehire Yourself Every Week**

Pretend there are two of you and that one is the *boss* and the other is the *employee*.

With your *boss* hat on, evaluate the activity and productivity of your *employee* self over the past week, two weeks, or month. Be compassionate, yet honest, as you evaluate your decisions, actions, and results:

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With your *boss* hat still on, decide whether or not your *employee* self deserves a raise, a warning letter, or even a pink slip. In other words, as the *boss*, would you give yourself a promotion, a stern lecture, or would you fire yourself?

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If you are willing to be honest with yourself, this exercise can be effective in creating clarity on whether or not you are truly in action. Or if you're suffering from a lethal case of denial.

You may wonder if your *boss* self is experienced enough, knows enough to evaluate your *employee* self accurately and fairly. Your *boss* self only needs to evaluate one thing: Whether or not you are taking consistent productive action in the direction of your goals.

## EXERCISE L: Gratitude List

Making a daily list of things you are grateful for is a simple yet mighty way to tap into the power of Gratitude.

List five (or more) things in your life you are grateful for:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

First thing, every morning, when you wake up, say OUT LOUD: “I am incredibly grateful for [THING].” You can say all of them, one of them, or some of them – whatever you prefer, as long as you are consistent. Do this for 15 days.

Here is an additional strategy to access the power of Gratitude: Having Gratitude for people, situations, and opportunities that are *not yet* a reality, and *feeling* grateful as if they're *already* in your life. Gratitude for things you want – *before* you have them – expedites the attraction process.

**List five (or more) future Wants or Desires:**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Say OUT LOUD: “I am so incredibly grateful for [THING]” ... *as if it is already yours*. Again, it can be all or some of the things on your list, but always do this first thing in the morning – for 15 days.

If you have stayed with the practice and did not let a day slide, then about day 15, notice what is joyously different in your life, and write it here:

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When you lead with Gratitude, and focus on what *is* working in your life, you take charge of your thoughts. You are empowered to take Action and design the life that before you only dreamed of.

*There are only two ways to live your life. One is as though nothing is a miracle. The other is as though everything is a miracle.*

– Albert Einstein, physicist

**EXERCISE M: Identify  
Your Passion(s)**

What do you love to do, but aren't doing?

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What excuses are holding you back?

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What has to change for you to make this a priority?

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How will you FEEL when you add this Passion to your life?

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List at least three action steps you can take immediately to create options and possibilities.

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**Mark this page.** Once you have experienced one or more of your passions, come back and write about your experience. How did you feel: before, during, and after the event? What benefits (physical and/or emotional) are you noticing by bringing this passion into your life? How has your life been impacted by rekindling or discovering this passion?

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“Why do we stop doing the things we love?” We forget about them as our life moves into a new chapter. We dismiss them for any number of excuses I’ve already discussed. And often without realizing it, past failures have left their imprint. For most of us, we’ve let too many things we love fall by the wayside. The good news is, you can pick them right back up at any time you choose.