

Gerhard Huhn / Hendrik Backerra

## PURPOSE

A PERSONAL COACHING PROGRAM  
TO GAIN CLARITY WHAT IS REALLY IMPORTANT IN YOUR LIFE  
AND TO STAY FOCUSED IN A CHANGING WORLD

Foreword by Mihaly Csikszentmihalyi

## A Selection of Checklists and Working Papers

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[gerhard.huhn@googlemail.com](mailto:gerhard.huhn@googlemail.com)

P 12-13:

**The »Basic Camp« – Your resources, your place of security**

*These are just some questions to inspire you. It is not necessary to answer everything the first time you do this exercise. But you may look at this list from time to time and especially add new remarks as soon as something positive happens or when you master a challenge.*

What successes, triumphs over previous limitations, and experiences of achievement can you remember?

What are your strengths, your particular abilities? What activities and situations make you feel good and at one with world?

Where and when do you find you have particular stamina? Where and when have you been able to infuse others with your enthusiasm?

What have you been praised for? What have you received particular recognition for?

What have you learned?

What sort of tests have you passed?

(You may want to include a swimming or a driving test here. Do you recall how exciting it was at the time and the degree of effort you made?)

What have you already achieved?

What are the things about yourself that you value?

What gifts have you been given?

Are there situations and moments in your life you feel you can be proud of? Have you been brave in a difficult situation? Have you shown civil courage?

Have you ever had extraordinary (perhaps even undeserved) luck?  
What moments of genuine happiness have you experienced in your life?

Are there particular strengths, talents, and abilities you have inherited or developed early, which you can easily call upon and which provide you with a feeling of certainty in particular areas of your life?









P 67 ff.:

## **Guided Fantasies**

### **a.) Introduction: Two types of internal seeing**

*There are two types of internal seeing, which can be engaged separately from one another or linked together.*

*One type of visualization consists in the revival of memories. With our inner eye we see what we, at some point, have actually seen and experienced in our lives. We can describe this as calling up saved images.*

*The second type of visualization consists in the construction of an imagined image. Using the creative power of our own imagination we create a completely new image. We imagine something in a form that we have not actually experienced. This second way of seeing is more demanding than the first. And, as adults, we often find it rather strange.*

*Many people will be familiar with this type of non-realistic seeing from their schooldays: "Stop dreaming and do your homework." We are accustomed to prohibitions on this type of imaginative wandering, and it often takes some time before we become accustomed to it being possible again.*

*Give yourself permission to dream now!*

*And have patience with yourself. If you are not used to working with mental images, be aware that it will take some time until your imagination achieves the kind of power it needs to produce something new.*

*The following exercises allow the real, the remembered, and the freely imagined to be blended together. Given that you allow yourself the necessary time, this is the best way to discover your own unique imagination. Do not put yourself under pressure. Allow the images to come of their own accord. Do not try to create them. However, deliberately creating them is not necessarily a problem. It can even help to increase your own imaginative powers. Sometimes it is not images that emerge but feelings, noises, and scents. Simply register everything as it happens. Refrain from judging or assessing. If you find you cannot relax, do a few strenuous physical exercises. Or dance to whatever your favorite music is at the moment. You will find that this kind of physical exertion will leave you calmer and more able to turn inwards.*

*The imagination training is followed by two fantasy journeys, which may provide you with an indication as to the direction in which your "genius" would like to move, to unfold. When exploring the imagination, the best approach is to remain calm but also playful and curious. Allow yourself to be surprised and, above all, leave yourself enough time for interpretation and conclusions.*

*When experiencing guided fantasy journeys it is most effective to adopt both a playful serenity and a childlike curiosity. Just let yourself be surprised and, above all, leave yourself enough time for associations and interpretations.*

### **b.) Preparation: To be able to relax**

*(Readers who are experienced in doing guided fantasies can start immediately with the first guided fantasy journey on page 73.)*

*First of all, make sure that anything that could potentially disturb you is eliminated. Thus take a room that is available for you entirely (put up a sign stating: Please do not disturb!). Switch off telephones, music, TV, etc.*

*In order to become immersed in the world of fantasy journeys, it is helpful to try and consciously relax beforehand using some kind of relaxation method.*

*Autogenic training, progressive muscle relaxation by Jacobson, yoga, biofeedback – certain forms of meditation are established techniques to place one into a comfortable state of inner calm.*

*Many people experience a comfortable state of relaxation after having been to sauna or after playing intensive sport. Choose what suits you and what is within easy reach for you.*

*If you are not able to relax, do some physical exercises first and really push yourself. Or dance to your favorite music. This will enable you to look inside yourself with more inner calm.*

*If you don't know any relaxation techniques do the following:*

*Lie flat on your back on the floor with your legs parallel and arms next to your torso. It is important to leave your hands straight and relaxed and not in a fist. Lay your head comfortably onto a pillow. Alternatively, you can sit yourself in a very comfortable armchair. Now close your eyes and prepare for the inner images. Breathe in deeply and let your breath escape calmly and gently. Don't concentrate on your breathing so much anymore and feel your body, feel how earth's gravitation draws you more and more firmly into your chair or the ground.*

*Feel the pleasant heaviness of your body. You become very calm and serene ... and the relaxation becomes deeper and deeper. You are now very calm and deeply relaxed ... you are serene.*

*Repeat those words to yourself until you really become calm and feel a deep inner relaxation.*

### **c.) Imagination training**

*(Pause for ten to 30 seconds after each suggestive prompt to allow images to form in your mind. These pauses are indicated in the first section by the rows of three or six dots)*

#### **Today:**

Think of your breakfast. ... ..

Be as specific and accurate as possible. How did the things you ate taste? Close your eyes and think of the colors, not just of the food but also of the dishes you used ... the size and shape of the cup or glass ... What did you drink? ... What was its taste ... color ... consistency... temperature? ... Imagine the breakfast table ... the chair. ...

Think of any things that maybe you did not want to eat. ... Now add your recollections of the smells ... and sounds ... Was the radio on? ... the television? Was the cat purring?

#### **Yesterday** *(pause as required, as in the exercise 'Today')*:

Concentrate on an event that occurred yesterday and recreate the experience.

If you happened to get upset about something, let this feel-ing come over you again.

If you were happy about something, try to recreate the feeling of happiness.

If you spoke with someone, try to remember their voice, the color of their clothes, and the temperature of the place where you met.

Try to recreate in your mind the entire situation with all these details. Take as much time as you need.

#### **The past:**

Now delve a little further into your memory. Maybe you attended a celebration or a party, or had a particular success at work or an enjoyable experience in your personal life. Remember as many details as possible and try and make the images as lifelike as possible in your mind.

#### **Tomorrow:**

Now think of a place that you know, outside of your apartment or house, where tomorrow (or in the next few days) you will have something to do.

Imagine this place in all its detail: how it looks, how it sounds, how it smells, etc. Make these details as concrete as possible.

### **Future:**

Try to imagine a place that you have not yet seen and do not know, but that you would very much like to see – maybe one day you would like to take a vacation there. Imagine yourself in that scenario: the clothes you are wearing and what you are doing. Mix in remembered images with the new ones you construct with your imagination.

Think of something that does not (yet) exist and picture it in your mind: it might be your dream house, or a baby which has not yet been born, or yourself in ten years, or your first novel, or a sculpture you have made, etc.

Count backwards slowly from ten to one; on one, open your eyes breath in and out, deeply and slowly; stretch your body and do ten quick arm bends to make sure you are fully awake.

*Paint an image in your mind or describe it in a book down to the smallest detail. Be as precise as possible and think of all of the particulars.*

*If you remember a particular tune or melody, keep it in your mind and, at the next opportunity, listen to this music in a peaceful situation.*

*After each fantasy journey, make sure you bring yourself completely back to the present; do not drive a car or conduct important business while in “fantasy mode.”*

*After having done these preparatory exercises, we now come to the first actual fantasy journey and to the approach of the basal motives.*

P 73:

**First fantasy journey:  
“The optimal working day”**

Let images of an optimal working day emerge within yourself. Images of a day where your expectations of self-determined duties were realized (it is easiest to ask somebody to read this journey to you. Otherwise read two or three suggestions or questions, then close your eyes again, relax, let the images emerge for a certain time, then open your eyes again and read the next paragraphs, and so on).

In any case, it is important to leave sufficient time between the image suggestions so that actual images can develop!

This particular day starts off with a great sense of naturalness. Everything is just the way it should be. Yesterday you fell asleep calm and relaxed, happy and content, because the important areas of your life fell into a wonderful balance.

Now you begin to perceive with your mind’s eye and with all your senses how you woke up this morning. Your eyes continue to stay closed and, as if you are watching a movie, you see everything happening as if on an inner screen.

You now see the room with the bed that you have slept in. Is the room still dark or already flooded with light? What size is the room? Is it a bedroom? Did you wake up in a hotel room because you are on a business trip? Perhaps it is a room that you live in at the same time? Take enough time to follow changing images also.

Is there anybody else in the room or are you waking up alone? What else can you see?

What furniture, what fabrics and colors determine the interior, the character of this room?

You now walk to the bathroom and after getting yourself ready you dress and find yourself at the breakfast table. Where do you breakfast? Now the images become so clear that you know whether you are in a flat or a house. Where is this flat or house? Look out of the window to create a picture of the surroundings – or are you already sitting on a balcony or patio overlooking other houses, are you look-ing into the countryside, over the ocean, or over a lake?

And after breakfast? Are you driving to work or do you work where you live? Do you work in a firm, at a clients, or in your own company or office? Again, allow enough time for the images that form to create a sense of harmony and inner joy within you.

Then, all details of your working day become clear. Which roll do you play yourself, which other people appear?

Who determines the work rhythm? Your clients, your boss, your team, or you yourself?

Which parts of the daily routine possibly still create stress, which ones create joy?

Are the contents of your work becoming clear? What task are you getting paid for? Who is acknowledging you and what for? How do you experience your own success, the feeling of being competent?

With whom do you compete? When and how is it fun to win? How big is your influence on events? Are you friends with your colleagues or are you just colleagues?  
How do these images possibly differ from your actual situation at work?

And already it is lunchtime – time for something to eat. How, and perhaps, with whom and where, do you have your lunch? Do you have enough time for a quick nap, or a short walk down the road or in the park?

How does it continue in the afternoon? Do you continue with your work or do you have time for a round of golf, for the fitness studio, for inspiring conversations with clients, business friends, colleagues, or friends?

Are you a member of a club where you hold an important role, or even not so important role? Perhaps you need to prepare a speech or organize the catering for an event?

How and when do you finish your working day? Do you prepare yourself for the following day? What mood are you in, with what feelings do you drive home?

Can you now spend time on your private life? Or do you need to meet clients for a business dinner, think about a project, or prepare a trip?

What does it mean practically to you to enjoy your private life? What does a perfect evening look like? Again, let your mind run free here.

When do you become tired and go to bed? Tonight, you look back on the day contented and happy, and you fall asleep relaxed and calm.

When you are ready, count backwards slowly from five to one and make it clear to yourself that on one, you arrive wide-awake at that point where you started your journey.

On one, open your eyes; breathe in and out, deeply and slowly; then do a few quick arm bends, and write everything down that you have seen.

*The best way is to write firstly onto the right-hand page of an empty book, so that on the left-hand page room remains for spontaneous thoughts or afterthoughts.*

*Now pay attention to the feelings that emerged or are emerging as you look back on your ideal working day. Write them down thoroughly also.*

*Spend time on the emerging afterthoughts and repeat this fantasy once in a while. There is another guided fantasy journey to follow that has proven to be successful when making important decisions. You should, however, have had some previous experience with imagination exercises.*



P 76:

**Second fantasy journey.  
“Making important decisions”**

*Intensely practicing the ability to imagine can also be helpful when making difficult decisions. We took inspiration from Penney Peirce and Carol Adrienne (see bibliography) for the following steps of an imagination exercise:*

**Step 1:**

*Again, make sure that you won't be disturbed in the next 45 to 60 minutes (switch off cell phones, etc.). Sit or lie down comfortably and begin to relax more and more deeply, using a method of your own choice.*

*Choose three possible alternatives/professional options that you find worth pursuing. Clarify the alternatives and write them down on a piece of paper.*

**Step 2** (*Read to you by someone or taped onto a cassette*):

Start with the alternative that comes into your mind spontaneously.

Then assume that this option is already reality. Imagine step by step, in which surroundings you are, how you are behaving, and how others are now behaving. Imagine a new reality within which you move under new conditions.

Now pay attention to your feelings and emotions.

What do you feel physically? Which mental emotions and moods can you notice? Is it more a trace of being nervous, or do you feel full of expectations or excited?

Perhaps you stay very calm and serene. Or an uncomfortable inclination may develop, a certain heaviness or anxiety? It's possible that your pulse increases or your hands and forehead become damp. Stay calm and wait a little. The images will develop further and, therefore, so will your reactions.

Should you happen to like the first alternative, enforce the positive feeling and let the power coming from these pictures grow stronger and stronger.

Apart from the images, you may also experience impressions via your other senses. Perhaps you hear other people's voices or a known piece of music, certain noises. Or you smell certain odors. Enjoy a situation that is comfortable if it arises, it might even develop further into a state of real happiness.

**Step 3:**

Let your mind wander and move towards a period of time that lies approximately four to six months in the future. Do the sensations and emotions change? Do they change from relaxation to a feeling of tension or do they develop into an even stronger sense of anticipation? Imagine yourself completely in this state in the future. But just imagine yourself without thinking any further. It should remain a pure observation.

**Step 4:**

Now move further into the future, a whole year. Stay with what you can sense physically. Are there any changes; is anything reinforced or diminished? Does something previously uncomfortable now become comfortable? Or vice versa?

**Finalization:**

Wait for an inner impulse. It will tell you that it is time again to come back to today's day. Say good-bye to all images and sensations, impressions and observations. Erase them as if you would switch-off a light with a dimmer.

Take a few deep breaths, breathing out slowly. Feel how you move back into a normal emotional state.

**Step 5:**

Start the whole process all over again with one of the two other alternatives, doing it the same way as before. Afterwards, conclude with the third fantasy journey. Always conduct all four steps as well as the finalization completely.

**Step 6:**

Now take a little more time in order to clarify the three fantasies once again. But this time, create your associations in such a way that you stay strictly passive, where you don't become active at all. See the options in your mind's eye once again without any preferences. Does this passive attitude feel more comfortable or does it create tension or even anxiety? When you look into the future step by step, at what point do you feel the impulse to become active, to leave your passive role and to engage with the events?

**Step 7:**

Now return finally to the present and into the room where you actually are. Perhaps you would like to go for a little walk, listen to some nice music, eat something nice, or pamper yourself in some other way.

Only after a while should you go back to your decision-making. Select the option that creates a deep-seated feeling of coherence, and not one that merely removes an existing tension and that is easier to conduct.

Count backwards from five to one silently. On one, open your eyes, breathe in and out deeply and slowly until you are wide awake again. (If necessary, do a few arm bends quickly to wake-up faster).

And finally, this is a fantasy that moves far into the future:

P 79:

**Third fantasy journey:  
“80th birthday”**

You are celebrating your 80th birthday with a large group of friends and relatives. A good friend holds an after-dinner speech in your honor. What would you like this person to say about your life? Which of your acts and thoughts would you like this person to refer to?

Take a few minutes to visualize the course of your life. Don't force this process; just let the ideas and images come up of their own accord.

Then write down everything you have seen and heard.

*(Another version of this fantasy journey develops when you imagine a TV or press interview to mark this birthday.)*

P 82:

**Values list A**

(commonly cited values)

- |   |   |
|---|---|
| <input type="radio"/> Love                | <input type="radio"/> Peace               |
| <input type="radio"/> Comfort (emotional) | <input type="radio"/> Knowledge           |
| <input type="radio"/> Marriage            | <input type="radio"/> A home              |
| <input type="radio"/> Health              | <input type="radio"/> Ecology             |
| <input type="radio"/> Recognition         | <input type="radio"/> Honesty             |
| <input type="radio"/> Mobility            | <input type="radio"/> Dependence          |
| <input type="radio"/> Solitude            | <input type="radio"/> Calm                |
| <input type="radio"/> Belongingness       | <input type="radio"/> Charisma            |
| <input type="radio"/> Helping others      | <input type="radio"/> Sharing with others |
| <input type="radio"/> Children            | <input type="radio"/> Popularity          |
| <input type="radio"/> Freedom             | <input type="radio"/> Appearance          |
| <input type="radio"/> Power               | <input type="radio"/> Security            |
| <input type="radio"/> Closeness           | <input type="radio"/> Composure           |
| <input type="radio"/> Religion            | <input type="radio"/> Leisure             |
| <input type="radio"/> Critical ability    | <input type="radio"/> Wisdom              |
| <input type="radio"/> Adventure           | <input type="radio"/> Astuteness          |
| <input type="radio"/> Passion             | <input type="radio"/> Success             |
| <input type="radio"/> Rest                | <input type="radio"/> Personality         |
| <input type="radio"/> Flow                | <input type="radio"/> Wealth              |
| <input type="radio"/> Trust               | <input type="radio"/> Fun                 |
| <input type="radio"/> Solidarity          | <input type="radio"/> Friendship          |

- |                                     |  |
|-------------------------------------|--|
| <input type="radio"/> Loyalty       | <input type="radio"/> Prestige               |
| <input type="radio"/> Family        | <input type="radio"/> Challenge              |
| <input type="radio"/> Order         | <input type="radio"/> Sustainability (ecol.) |
| <input type="radio"/> Creativity    | <input type="radio"/> Comfort (physical)     |
| <input type="radio"/> Punctuality   | <input type="radio"/> Self-expression        |
| <input type="radio"/> Pleasure      | <input type="radio"/> Athleticism            |
| <input type="radio"/> Individuality | <input type="radio"/> Independence           |
| <input type="radio"/> Fairness      | <input type="radio"/> Competence             |
| <input type="radio"/> Influence     | <input type="radio"/> Belief                 |
| <input type="radio"/> Spirituality  |  |

**Step 2: Extension of your list of values**

*Now, supplement this list with values that you feel are missing from the list.*

**My personal additions to the values list:**

- 
- 
- 
- 
- 
-

P 84:

**My current ten most important values:**

O

O

O

O

O

O

O

O

O

O

P 89:

My current most important ten values are:

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.

Date:

Follow-up date:



P 85:

**Means or end values?**

Test an example here. Assume that "money" is an important value:

What does money give me? Which end emotional values can I realize with the help of money?

Another example: "Family"

Which end values can a family help me to realize?

P 86:

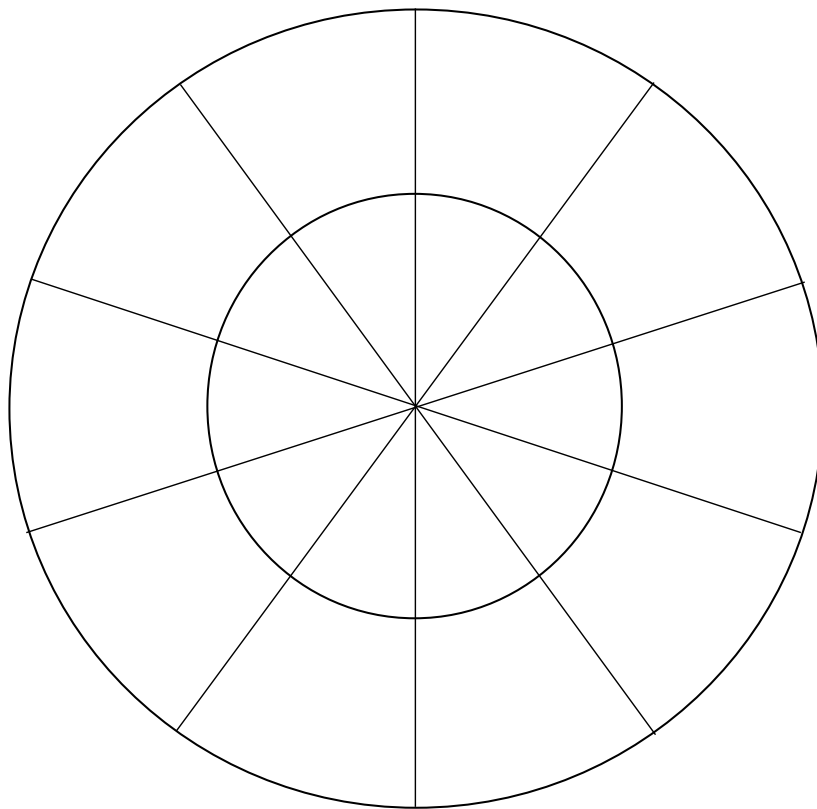
Another of my own means values is:

What can this value help me achieve?

P 90:

**The Integrity Wheel:**

# INTEGRITÄTSRAD NR. I »HABEN«



..... bedeutet für mich, dass

P 94:

(1st value:)

means for me that

(2nd value:)

means for me that

(3rd value:)

means for me that

P 98:

**Overview of values you plan to more strongly actualize in the future:**

**A. Values overview A: "all life areas"**

*Here you can record (a maximum of) three values (see steps 7 and 8, p. 92 ff.)*

1.

2.

3.

*Record only one value for each of the particular life areas:*

**B 1: Personal growth, personality development**

**B 2: Profession, career, business**

**B 3: Personal relationships, friendship, love, partnership, family, home**

**B 4: Physique, health, sport, games, leisure time,  
holidays, recuperation**

**B 5: Material well-being, possessions, wealth**

**B 6: Evaluation by others, prestige, recognition,  
social role**





P 131:

**Consequences of realizing the Goal Scenario for:**

**Surname, first name**

**My possible or necessary ways of dealing with these consequences**



P 125:

**Practice exercise**

*Before you take on your own Goal Scenario, imagine you are someone who would like to conclude a deal worth 120,000 dollars on October 12. How might this person formulate his or her Goal Scenario?*

P 126:

**Checklist: Goal Scenario**

Phase 1: "What do I WANT?"

Aspect 1: Make sure you that you are clearly aware of the purpose of achieving your goal

Aspect 2: Establish your goal in writing

Aspect 3: Formulate a self-reference

Aspect 4: Use a word of action that expresses your enthusiasm

Aspect 5: Formulate your goal in the present tense

Aspect 6: Formulate your goal in positive terms (avoid negations!)

Aspect 7: Make the moment of achieving your goal recognizable

Aspect 8: Set a precise date (or one that is as precise as possible) for the realization of your goal

Aspect 9: Remain realistic

Aspect 10: Pay attention to clarity and consequences

Aspect 11: Trusting and letting go: changes are possible at any time

Phase 2: "What can I, what do I want to, and what should I give?" (see p. 127 f.)

Phase 3: The complete Goal Scenario (HAVE and GIVE) (see p. 154 f.)

P 128:

The first goal is in the area of:

The second goal is in the area of:

The third goal is in the area of:

P 139:

**List of my strengths, talents, abilities:**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.
- 13.
- 14.
- 15.
- 16.
- 17.
- 18.
- 19.
- 20.

P 140:

**My six most pronounced strengths at present:**

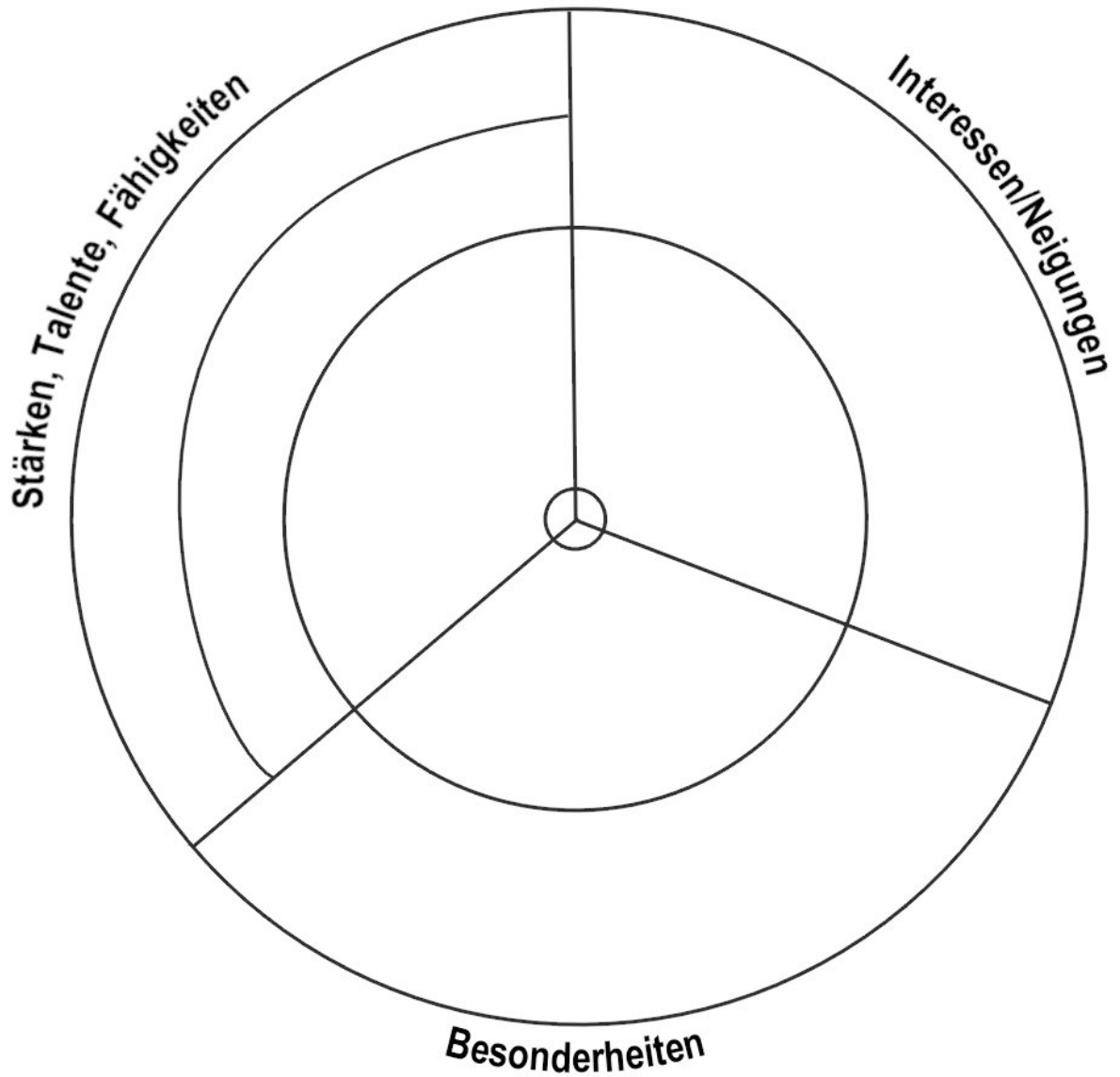
- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

P 141:

Integrity Wheel “Give”

Strengths / TALENTS / Skills

Interests



Particularities / Specialities

P 143:

**My six most pronounced interests are** *(to be entered in the "Give" Integrity Wheel, see p. 141):*

1.

2.

3.

4.

5.

6.

P 145:

My special features (particularities / specialities) are (to be entered in the "Give" Integrity Wheel, see p. 141):

1.

2.

3.

4.

5.

6.



P 147:

**A: My profile**

**Strengths (talents, abilities, aptitudes):**

1.

2.

**Interests:**

1.

2.

**Special features:**

1.

2.

P 147:

**A: Spontaneous evaluation**

**Ideas for the potential use of this profile:**

P 149:

**B: Considered evaluation**

**List of strengths (talents, abilities, capabilities), interests, affinities, specific characteristics that I really want to apply – choose new options:**

P 151:

**Description of tasks and problems or bottlenecks that I can deal with particularly well or would like to deal with:**

P 152:

**My most promising task area (a problem or bottleneck, which I am particularly qualified to deal with):**

P 153:

**For whom, where, or how can I most effectively utilize my strengths?**

**My personal target group:**

P 154:

**The complete Goal Scenario (HAVE and GIVE):**

*When I state in the first part (see p. 126):*

”I’m happy about the fact that I . . .”

*(This is followed by a Goal Scenario – formulated in vivid and positive terms, including a date and using the present tense (and an active verb that expresses joy and enthusiasm) – that defines the goal in terms of quality and quantity, so that the moment when the goal is achieved can be precisely recognized.)*

*then, in the second part of the Goal Scenario, the corresponding statement is:*

”I am achieving this by utilizing my strengths, which are . . .

( )

*(This is followed by a description of your particular strengths, i.e., your talents, abilities, and proficiencies. Now you do not need to limit yourself to your six most pronounced strengths. You can include all the strengths that you are able and want to, in the relevant life areas. Strengths that you already have but do not want to utilize should be left out here.)*

together with my interests

( )

*(Here you need to decide which interest or interests you actually want to utilize in the relevant areas of your life. You need to decide, for example, whether you want to utilize an interest that you have perhaps pursued up till now only privately on a professional level, or whether you want to continue restricting this source of energy to your private life; whether you want to extend an interest that has only applied to your professional life to your sporting activities, etc.)*

and utilize

( )

*(Here you need to describe your special features, insofar as you want or are able to utilize them in the relevant life area)*

in order to solve

( )

*(Here you need to list tasks/problems/bottlenecks, which you can see yourself solving)*

in relation to .”

*(Here you need to describe where, or in relation to whom, you have identified a bottleneck – your personal target group, your target area. In the professional area, this might comprise problems in a business, in your department, with other market participants, clients, etc., or, in the health area, "lack of endurance" or "physical laziness," etc..)*

**Date:**

**Signature:**



P 168:

### **Guided fantasy journeys – imagining your vision**

#### **Exercise 1: “A day your own perception of yourself becomes clear.”**

(based on Naomi Stephan)

Close your eyes and note how your breath becomes calm and regular. Breathe in deeply without effort and then let your breath escape calmly and gently.

Become aware of the movement of your chest and stomach.

Sense the pleasant heaviness of your body, how the earth’s gravitation holds you softly and draws you more and more firmly to the ground.

Your arms are very heavy.

Your legs are very heavy.

Your torso is very heavy.

Draw your breath into the nape of your neck and your shoulders.

Your breathing and heartbeat are quite calm and regular.

Imagine now that you have just woken from a pleasant, deep sleep and it is now a day approximately five years in the future.

It is the day on which your own perception of yourself becomes clear – fantasy has become reality.

You get up and go slowly to the window of your bedroom.

Take a moment to look out the window and observe what there is to see.

Go through your morning routine of washing and dressing.

Then go through the door of your bedroom and down the stairs.

Pause briefly on the middle landing of the stairway and look at the old grandfather clock. Take note of the time before you go down the rest of the stairs.

You fetch the morning newspaper from the front door and feel quite curious because today there is an article in the paper about you.

You take the newspaper to the breakfast table and flick through the pages until you reach the section that has the article about you.

Take note of your feelings as you discover the article.

Have a look at the article and make a mental note of the headline.

Then look at the photo of you that is printed along with the article.

How are you dressed?

What is the expression on your face?

Are you sitting or standing?

Are you alone or pictured with other people?

Now read the article in your own time and notice your reaction to what you are reading.

What is the tone of the article?

Is it favorable or critical or objectively neutral?

What does it say about you?

What insights can you gain from the article in view of your own imagination of your future, your own conception of yourself or your mission in life?

You stay quite relaxed and peaceful. Your eyes remain closed. In your imagination, you now take a writing pad and pen and write down the first word that occurs to you, the word that describes your emotional reaction to the article you have just read.

You draw a line under this word and then write down three things that you will do today in connection with your own perception of yourself.

Put the pad down and come back again to the present.

Move and stretch yourself. Breathe a little deeper and open your eyes.

Now record in your book, what you would like to remember from your fantasy journey.

***End of the fantasy journey.***

*Here are a few pointers as to how you can interpret what you have seen.*

*(Remember that what you have seen came from you yourself. Therefore, it represents personal information about you.) There is no right or wrong, no good or bad, only things that you have observed.*

1. *At which points did you have difficulty following the suggested imagery? When was it that you could not form any images at all?*
2. *What was the scene that you saw as you looked out your bedroom window?*
3. *What was the time when you went past the grandfather clock?*
4. *At that moment, did you feel relaxed, pressured by time, or even stressed?*
5. *What clothes were you wearing?*
6. *In which section of the newspaper was the article about you printed – under sports, culture, science, local news, business, or elsewhere?*
7. *What was the headline? What did the article contain?*
8. *Describe the photo.*
9. *What was your emotional reaction to the article?*
10. *What associations do you have with the words on your writing pad? What insights can you gain regarding your perception of yourself, your future vision?*
11. *What other aspects of the experience occur to you.*

*What else would you like to remember with respect to your thoughts, bodily sensations, and your perception of yourself.*

*This fantasy journey addresses aspects such as:*

*Ask yourself: In which type of surroundings would I like to live? How would my home look? What would my living conditions be like in five years?*

*With what aspect of myself would I like to win the regard and recognition of my fellow human beings (what does it say in the article)?*

*How would I organize and arrange my ideal day-to-day existence.*

*Where would I live?*

*How would things need to be arranged so that I feel at my most happy and at ease?*

*What does this tell me about my own perception of myself, my mission in life, and my vision?*

*Perhaps you had some difficulty in imagining the article so clearly that you could read it. Maybe you did not even want to appear in the newspaper. If so, then do not concern yourself; just work as best you can with what comes to your mind.*

*This exercise is not dependent on the specific images that we put to you, but rather on the images, thoughts, and feelings that your fantasy journey released. All this is your material, and the ideas and notions that are occurring to you now are what are really important. But do not judge yet – they could include unrealistic or irrelevant images. Think of the onion: under a dry, brown skin is a soft, white interior; the dried-out exterior does not represent the essence of the onion. So it is with these fantasy journeys, too – of course, they will not correspond exactly with what will happen in the future. At best, they function as a stimulus for the imagination and as a supplier of new ideas. Use them as pure, raw material, not as a prognosis (so as to be sure there is not misunderstanding.)*

P 181:

### **Self-identification exercise**

– based on the work of Roberto Assagioli

*Read or, even better, speak the following passages. While doing it, make yourself comfortable and relaxed.*

#### ***Letting go of the identification with the physical aspect of cognition***

»I now become conscious of the existence of something that is my body, but this body is not me. I am not my body. That entity which I am, which I call my self, exists but it is not the same as my body. My body has an identity and I myself have my own distinct identity. Both are related: when my physical body is healthy, I notice this just as I notice when it is sick. I realize that, at certain times, it is tired; at other times it is fresh and lively. But I am not my body; I possess another, quite distinguishable identity. I feel the tiredness, but I am not the tiredness.

– Cast your mind back now to an occasion when you really felt this separation of mind and body. Perhaps you are at a party, feeling flat; the drinks are warm, the music listless, and the people boring. You feel out of place and become aware of a great tiredness. It overcomes you. You want just one thing: to go home to your bed and sleep. You say goodbye and then, at the moment you are about to leave, another guest arrives who greets you warmly. At that instant you think to yourself: “What an enchanting person!” You stay for a nightcap; ten minutes later you are dancing and it is not until five hours later that you feel the first signs of tiredness. Haven’t you have experienced this or something similar before?–

The varying states of my body are discernible to me; I observe that I have a body; but my real self, my ego is something different. Sometimes, I think that I am my body; on some occasions, I am my body absolutely. But now, for the purpose of this exercise, I will rid myself of this idea. For a certain period of time that I myself will determine, I will no longer identify myself with my body. I will marvel at my body as a miracle – a precious tool of experience and activity in the outer world – but it is only that, a tool. I will look after it, keep it in good health, remembering that it is not me.«

»For the next minute repeat the following sentence to yourself:

**“I have a body but my body is different from what I am myself.”**

Gradually understand with ever-increasing certainty that this statement is true and that it represents an empirical fact that you yourself can truly comprehend.«

»Continue on with the following exercise in which it will become clear that you and your feelings are not one and the same.

### **Letting go of the identification with the emotional aspect of cognition**

It is clear to me now that I have feelings, but I am not the same as my feelings. My feelings change, often for reasons I understand, but sometimes not. Feelings come and go – they cause my heart to swell; they scare me sometimes. They can change from love to hate, from calmness to anger, from joy to grief; but my own identity remains unaffected. My feelings cannot change my true nature, the essence of my self does not change. “I am who I am.” I myself am not as variable as my moods. Anger goes away eventually just as luck comes and goes; thus, I know I myself am neither my anger nor my luck. I can watch my feelings and often understand them. I can even learn, gradually, how to direct my feelings, to use them and integrate them with my self. But it is clear that my feelings do not define me.

At this point, you might like to try de-identifying with particular feelings that sometimes seize control of you completely. It should become clear to you that, though you may be experiencing rage, you are not the rage itself. Or you can de-identify with particular personality traits, unwanted desires, dependencies, supposed necessities, etc. In this way, you can place your self and your feelings apart, without having to suppress or deny them. The feelings are there, but you are not the same thing as your feelings.

For the next minute repeat the following sentence over and over.

**“I have feelings, but my feelings are different from what I am myself.”**

Gradually understand with ever-increasing certainty that this statement is true and that it represents an empirical fact that you yourself can truly comprehend.

Continue on with the following exercise in which it will become clear to you that you and your thoughts are not one and the same.

### **Letting go of the identification with the mental aspect of cognition**

When I think, I use my intellect, but I am not my intellect. I use my intellect to perceive the world and people, but I myself am not my intellect. I employ my intellect as a valuable tool of discovery and expression, but it does not represent the essence of me. I realize that I am constantly developing new thoughts, gaining new know-ledge (which sometimes I forget again), gathering new experiences (sometimes important, sometimes not), and creating new ideas that can astound me. But sometimes, my intellect refuses to obey me. Therefore, it cannot be all that is me. It gives me the ability to perceive both my outer and inner world, but it is not me myself. Consequently, I am aware that: “I have an intellect, but I am not my intellect. I can think, but I am not my thoughts.”

For the next minute, close your eyes and repeat the following sentence over and over.

“I have a mind, but what I am is different from my mind. I can think but my identity is different from my thoughts.”

Gradually understand with ever-increasing certainty that this statement is true and that it represents an empirical fact that you yourself can truly comprehend.

Open your eyes again and continue on with the following exercise. It will become clear to you that after disassociation from your body, feelings, and thoughts, that which remains is the nucleus of yourself.

Your conscious self

What am I then? What remains when I have rid myself of the associations with my body, feelings and thoughts? It is the essence of my self – a nucleus of pure self-consciousness. That is the enduring facet – the continuum in the ever-changing flow of my daily life. It is here I find my own identity, the sensation of what it is to be me; that constitutes my life force, my being, my inner harmony.

I recognize and acknowledge my self as a center of pure self-awareness and creative dynamic energy. I know that from this center of true identity, I can learn how to observe, control, and harmonize my psychological processes and physical body. Even in the midst of my daily life, I want to achieve a steadfast awareness of this fact and use it, so that this elevated plane of consciousness can help me, and give my life a greater significance and direction. It is this center that gives my will its strength, constancy, and stamina.

For the next minute, close your eyes and repeat the following sentence over and over.

**“I recognize and reaffirm with complete composure that my own identity is free and can only be brought to expression by me myself. I am, and remain, a powerful nucleus of will and attentiveness.”**

Gradually understand with ever-increasing certainty that this statement is true and that it represents an empirical fact that you yourself can truly comprehend.

### **Conclusion of exercise**

Remain for a while in this state and then return by counting backwards from ten to one, becoming more awake with each number. Take a deep breath and stretch your limbs. Open your eyes and quickly flex your forearms ten times and stretch.«

P 195:

**The four phases of the creative or problemsolving process  
(based on Wallas):**

**I. Preparation, definition of issue, problem formulation, basic idea**

Search for solution, collecting material, structuring problem analytically, review of proven solutions, technical know-how, logical reflection, Internet research, internal/ external databases, morphological boxes, etc.

**II. Incubation time**

**III. Brain wave, idea, illumination**

**IV. Implementation, realization**

Comparison with Phase 1, reality check, adaptation, revision – if required, repetition of the process from Phase I



### **The practical realization of the problem-solving process**

#### **A: IS analysis:**

1. What are the individual elements of the initial situation?
2. What are the relationships between the elements?
3. What causes and developments have led to this situation?
4. Motive or reason for change? What reasons are there for changing this situation?

#### **B: SHOULD analysis:**

1. What do I actually want? (Examination of correspondence with the value to be realized. If relevant: What does my client actually want) Question: What goal should be reached?
2. What is important to me (if relevant, to my client)? (Setting priorities within what is possibly an extensive goal-setting process.)
3. What uses should the solution offer for whom?

*(This key question must be answered in detail. Even if time is limited and there are not enough resources available for an extensive analysis, it is, nevertheless, important that the answer to this question is formulated in written form!)*

4. What related conditions must the solution fulfill? (Time frame, financial budget, legal requirements, internal regulations, etc.)
5. What are the consequences of the achievement of the goal? (For me, for those involved, for those not involved, for the world, ecological consequences, etc.)

*This analysis can lead to a new, modified task definition. In cases where solutions are being sought for a third party it is absolutely necessary that the client is given a status report.*

P 200:

**The decision-making process:**

a) Solution concepts must be able to actually achieve the goal. Solution concepts that cannot achieve the goal need to be discarded (but only here – not at the moment when they first emerge!!).

b) The means that are required must be directly available or realistically attainable in the foreseeable future.

If necessary – where the necessary means for all solution concepts are equally absent – Phases I–III of the creative process should be repeated.

c) The solution must specify the attainment of the goal not only in terms of material but also time. Solution concepts that do not lie within the framework of goal attainment should be discarded.

d) Establish with what degree of certainty the remaining solution concepts will reach the targeted goal. The solution concept that offers the greatest certainty of reaching the goal is the solution.

e) The means should realize the goal as completely as possible. The solution concept that offers the highest degree of goal attainment is the best solution to the problem.

Often the best solution results from the combination of several elements of different ideas.

P 241:

**Appendix 1: Six special value lists for the following areas of life:**

- 1. Personal growth  
(personal development), from page 243**
- 2. Profession, career, company, from page 246**
- 3. Personal relations, friendship, love, partnership, family, home, from page 249**
- 4. Body, health, sport, fun, activities, holiday, recreation, from page 252**
- 5. Financial aspects, possessions, assets, from page 255**
- 6. Esteem through others, prestige, recognition, social role, from page 257**

P 241:

### **Checklist for your work with specific value lists B 1 – 6**

Step 1:

Overview of the current values list

Step 2:

Expanding the values list with your own specific values

Step 3:

Selection of your six most important values

Step 4:

Ranking your values

Step 5:

Intermediate consideration – defining the difference between intermediate and ultimate values

Step 6:

Identifying the degree of realization and visualization – entering the six selected values in the centre of the Integrity Wheel, expanding sectors, and filling the fields in accordance with the degree of satisfaction.

Step 7:

(Concentrating on fundamentals) Selecting a value that you want to take on a much greater significance in the next 12 to 18 months of your life

Once you have worked through the process several times, repeat step 7 using a time frame of five years and 15 years

Step 8:

Describing the meaning content of the selected values – formulating wishes

Step 9:

Making wishes reality – designing the goal scenario (for details see Focus 4: The Goal Scenario, p. 103 ff.)

You can find the checklists again to Steps 8 and 9 at pages 259–261.

P 243:

**B 1: Values list for personal growth (personality development)**

- |  |   |
|--|---|
| <input type="radio"/> Self-confidence          | <input type="radio"/> Composure                       |
| <input type="radio"/> Recognition              | <input type="radio"/> Meaning                         |
| <input type="radio"/> Power                    | <input type="radio"/> Security                        |
| <input type="radio"/> Influence                | <input type="radio"/> Freedom                         |
| <input type="radio"/> Honesty                  | <input type="radio"/> Attentiveness                   |
| <input type="radio"/> Acceptance<br>by others  | <input type="radio"/> Accepting others as<br>they are |
| <input type="radio"/> Integrity<br>conflict    | <input type="radio"/> Ability to deal with            |
| <input type="radio"/> Adventure                | <input type="radio"/> Strength                        |
| <input type="radio"/> Creativity               | <input type="radio"/> Success                         |
| <input type="radio"/> Personality              | <input type="radio"/> Self-respect                    |
| <input type="radio"/> Flow                     | <input type="radio"/> Ability to be alone             |
| <input type="radio"/> Living in<br>the present | <input type="radio"/> Self-esteem                     |
| <input type="radio"/> Self-confidence          | <input type="radio"/> Seeking/accepting<br>challenges |
| <input type="radio"/> Trusting others          | <input type="radio"/> Flexibility                     |
| <input type="radio"/> Knowledge                | <input type="radio"/> Astuteness/wisdom               |
| <input type="radio"/> Fun                      | <input type="radio"/> Responsibility                  |
| <input type="radio"/> Abundance                | <input type="radio"/> Self-knowledge                  |
| <input type="radio"/> Enthusiasm               | <input type="radio"/> Individuality                   |
| <input type="radio"/> Helping others           | <input type="radio"/> Intuition                       |

- |   |  |
|---|--|
| <input type="radio"/> Self-actualization                        | <input type="radio"/> Freedom of choice                |
| <input type="radio"/> Order                                     | <input type="radio"/> Freedom of action                |
| <input type="radio"/> Realism                                   | <input type="radio"/> Independence                     |
| <input type="radio"/> Justness                                  | <input type="radio"/> Harmony                          |
| <input type="radio"/> Communication                             | <input type="radio"/> Friendship                       |
| <input type="radio"/> Contact with others                       | <input type="radio"/> Ability to convince other people |
| <input type="radio"/> The feeling of being involved             | <input type="radio"/> Ability to take on risks         |
| <input type="radio"/> Radiating charisma                        | <input type="radio"/> Mastering foreign languages      |
| <input type="radio"/> Having your life under control            | <input type="radio"/> Courage of your own convictions  |
| <input type="radio"/> Knowing and experiencing your own mission | <input type="radio"/> Inner calm, inner peace          |
| <input type="radio"/> Solidarity                                | <input type="radio"/> (Self-) Discipline               |
| <input type="radio"/> Belief                                    | <input type="radio"/> Flexibility                      |
| <input type="radio"/> Punctuality                               | <input type="radio"/> Humour                           |
| <input type="radio"/> Idealism                                  | <input type="radio"/> Altruism                         |
| <input type="radio"/> Competence                                | <input type="radio"/> Critical ability                 |
| <input type="radio"/> Religion                                  | <input type="radio"/> Spirituality                     |
| <input type="radio"/> _____                                     | <input type="radio"/> _____                            |
| <input type="radio"/> _____                                     | <input type="radio"/> _____                            |
| <input type="radio"/> _____                                     | <input type="radio"/> _____                            |
| <input type="radio"/> _____                                     | <input type="radio"/> _____                            |

P 245:

**My current six most important values in the B 1 area: Personal growth (personality development):**

O

O

O

O

O

O

**These values are currently ranked:**

1.

2.

3.

4.

5.

6.

Date:

*Continuation: Transfer values to an Integrity Wheel with six sectors (see steps 6–9 in section A, p. 89 ff.) and then continue with Focus 4: The Goal Scenario (p. 103 ff.).*

P 246:

**B 2: Values list for: Profession, career, business**

- |   |   |
|---|---|
| <input type="radio"/> Recognition                   | <input type="radio"/> Good salary               |
| <input type="radio"/> Power                         | <input type="radio"/> Security                  |
| <input type="radio"/> Fascination                   | <input type="radio"/> Freedom                   |
| <input type="radio"/> Promotion                     | <input type="radio"/> Advancement opportunities |
| <input type="radio"/> Interesting tasks             | <input type="radio"/> Good working conditions   |
| <input type="radio"/> Learning opportunities        | <input type="radio"/> Partnership               |
| <input type="radio"/> Adventure                     | <input type="radio"/> Teamwork                  |
| <input type="radio"/> Competition                   | <input type="radio"/> Success                   |
| <input type="radio"/> Ecological orientation        | <input type="radio"/> Influential position      |
| <input type="radio"/> Loyalty                       | <input type="radio"/> Flow                      |
| <input type="radio"/> Independence                  | <input type="radio"/> Fun                       |
| <input type="radio"/> Harmony                       | <input type="radio"/> Responsibility            |
| <input type="radio"/> Helping others                | <input type="radio"/> Independence              |
| <input type="radio"/> Creativity                    | <input type="radio"/> Challenge                 |
| <input type="radio"/> Self-actualization            | <input type="radio"/> Freedom of choice         |
| <input type="radio"/> Being part of a renowned firm |   |
| <input type="radio"/> Comfort                       | <input type="radio"/> Fairness                  |
| <input type="radio"/> Competence                    | <input type="radio"/> Order                     |
| <input type="radio"/> Freedom of action             | <input type="radio"/> Enthusiasm                |





P 248:

**My current six most important values in the area B 2: Profession, career, business are:**

- O
- O
- O
- O
- O
- O

**These values are currently ranked:**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

**Date:**

*Continuation: Transfer values to an Integrity Wheel with six sectors (see steps 6–9 in section A, p. 89 ff.) and then continue with Focus 4: The Goal Scenario (p. 103 ff.).*

P 249:

**B 3: Values list for personal relationships, friendship, love, partnership, family, home**

- |  |   |
|--|---|
| <input type="radio"/> Affection            | <input type="radio"/> Family                        |
| <input type="radio"/> Love                 | <input type="radio"/> Power                         |
| <input type="radio"/> Marriage             | <input type="radio"/> Leisure                       |
| <input type="radio"/> Dependence           | <input type="radio"/> Home                          |
| <input type="radio"/> Children             | <input type="radio"/> Calm                          |
| <input type="radio"/> Security             | <input type="radio"/> Honesty                       |
| <input type="radio"/> Belongingness        | <input type="radio"/> Sharing                       |
| <input type="radio"/> Fun                  | <input type="radio"/> Success                       |
| <input type="radio"/> Friends              | <input type="radio"/> Closeness                     |
| <input type="radio"/> Amorous<br>adventure | <input type="radio"/> Personal integrity            |
| <input type="radio"/> Intimacy             | <input type="radio"/> Material wealth               |
| <input type="radio"/> Sexuality            | <input type="radio"/> Spirituality                  |
| <input type="radio"/> Learning             | <input type="radio"/> Reliability                   |
| <input type="radio"/> Passion              | <input type="radio"/> Feeling of belonging          |
| <input type="radio"/> Tantra               | <input type="radio"/> Supporting, helping           |
| <input type="radio"/> Security             | <input type="radio"/> Protection from<br>loneliness |
| <input type="radio"/> Partnership          | <input type="radio"/> Platonic relationship         |
| <input type="radio"/> Flirting             | <input type="radio"/> Freedom from<br>obligation    |
| <input type="radio"/> Open relationship    | <input type="radio"/> Exclusive relationship        |
| <input type="radio"/> Being needed         | <input type="radio"/> Being touched<br>physically   |

- O Confrontation
- O Caring for others
- O Relationship with child/children
- O Important friendships
- O Popularity with the opposite sex
- O Popularity with the same sex
- O Engaging in a common cause
- O – an idea
- O – a project
- O Being accepted as one is
- O Being admired, idolized
- O
- O
- O
- O
- O
- O
- O
- O
- O
- O

O Conversation

O Bond with parents

P 251:

**My current six most important values in the B 3 area: Values list for personal relationships, friendship, love, partnership, family, home are:**

- O
- O
- O
- O
- O
- O

**These values are currently ranked:**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

**Date**

*Continuation: Transfer values to an Integrity Wheel with six sectors (see steps 6–9 in section A, p. 89 ff.) and then continue with Focus 4: The Goal Scenario (p. 103 ff.).*

P 252:

**B 4: Values list for physique, health, sport, leisure time, holidays, recuperation and games**

- |   |  |
|---|--|
| <input type="radio"/> Health            | <input type="radio"/> Pleasure           |
| <input type="radio"/> Leisure time      | <input type="radio"/> Leisure            |
| <input type="radio"/> Calm              | <input type="radio"/> Recuperation       |
| <input type="radio"/> Appearance        | <input type="radio"/> Physical fitness   |
| <input type="radio"/> Muscles           | <input type="radio"/> Endurance          |
| <input type="radio"/> Mobility          | <input type="radio"/> Relaxation         |
| <input type="radio"/> Creating art      | <input type="radio"/> Reading            |
| <input type="radio"/> Enjoying art      | <input type="radio"/> Listening to music |
| <input type="radio"/> Manual skills     | <input type="radio"/> Car                |
| <input type="radio"/> Writing           | <input type="radio"/> Making music       |
| <input type="radio"/> Social contacts   | <input type="radio"/> Games              |
| <input type="radio"/> Massage           | <input type="radio"/> Travel             |
| <input type="radio"/> Cinema            | <input type="radio"/> Theatre            |
| <input type="radio"/> Opera             | <input type="radio"/> Musicals           |
| <input type="radio"/> Readings          | <input type="radio"/> Art show openings  |
| <input type="radio"/> Going for walks   | <input type="radio"/> Bodybuilding       |
| <input type="radio"/> Mountain climbing | <input type="radio"/> Jogging            |
| <input type="radio"/> Trekking          | <input type="radio"/> Swimming           |
| <input type="radio"/> Tennis            | <input type="radio"/> Golf               |
| <input type="radio"/> Riding            | <input type="radio"/> Flying             |
| <input type="radio"/> Fencing           | <input type="radio"/> Fishing            |

- |                                      |                                   |
|--------------------------------------|-----------------------------------|
| <input type="radio"/> Sailing        | <input type="radio"/> Diving      |
| <input type="radio"/> Martial arts   | <input type="radio"/> Dancing     |
| <input type="radio"/> Sauna          | <input type="radio"/> Qi Gong     |
| <input type="radio"/> Tai Chi        | <input type="radio"/> Aikido      |
| <input type="radio"/> Badminton      | <input type="radio"/> Handicrafts |
| <input type="radio"/> Needlework     | <input type="radio"/> Gardening   |
| <input type="radio"/> Painting       | <input type="radio"/> Sculpture   |
| <input type="radio"/> Silk painting  | <input type="radio"/> Photography |
| <input type="radio"/> Cooking        | <input type="radio"/> Filming     |
| <input type="radio"/> Computer games | <input type="radio"/> Bowling     |
| <input type="radio"/> Doing nothing  | <input type="radio"/> Singing     |
| <input type="radio"/>                |                                   |
| <input type="radio"/>                |                                   |
| <input type="radio"/>                |                                   |
| <input type="radio"/>                |                                   |
| <input type="radio"/>                |                                   |
| <input type="radio"/>                |                                   |
| <input type="radio"/>                |                                   |

P 254:

**My current six most important values in the B 4 area: Values list for physique, health, sport, games, leisure time, holidays, recuperation are:**

O

O

O

O

O

O

**These values are currently ranked:**

1.

2.

3.

4.

5.

6.

**Date**

*Continuation: Transfer values to an Integrity Wheel with six sectors (see steps 6–9 in section A, p. 89 ff.) and then continue with Focus 4: The Goal Scenario (p. 103 ff.).*



P 255:

**B 5: Values list for material well-being, possessions, wealth**

- |   |                                     |
|---|-------------------------------------|
| <input type="radio"/> Security                | <input type="radio"/> Independence  |
| <input type="radio"/> Money                   | <input type="radio"/> Wealth        |
| <input type="radio"/> Car                     | <input type="radio"/> Travel        |
| <input type="radio"/> House                   | <input type="radio"/> Holiday house |
| <input type="radio"/> Boat                    | <input type="radio"/> Luxury        |
| <input type="radio"/> Jewellery               | <input type="radio"/> Works of art  |
| <input type="radio"/> Clothes                 | <input type="radio"/> Horse(s)      |
| <input type="radio"/> Foundation              | <input type="radio"/> Gold          |
| <input type="radio"/> Gemstones               | <input type="radio"/> Network       |
| <input type="radio"/> Hobbies                 | <input type="radio"/> Insurance     |
| <input type="radio"/> Shares                  | <input type="radio"/> Funds         |
| <input type="radio"/> Securities              | <input type="radio"/> Properties    |
| <input type="radio"/> Speculative investments |                                     |
| <input type="radio"/>                         |                                     |
| <input type="radio"/>                         |                                     |
| <input type="radio"/>                         |                                     |
| <input type="radio"/>                         |                                     |
| <input type="radio"/>                         |                                     |
| <input type="radio"/>                         |                                     |
| <input type="radio"/>                         |                                     |

P 256:

**My current six most important values in the B5 area: Values list for material well-being, possessions, wealth are:**

- O
- O
- O
- O
- O
- O

**These values are currently ranked:**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

**Date**

*Continuation: Transfer values to an Integrity Wheel with six sectors (see steps 6–9 in section A, p. 89 ff.) and then continue with Focus 4: The Goal Scenario (p. 103 ff.).*

P 257:

**B 6: Values list for evaluation by others, prestige, recognition, social role**

- |  |  |
|--|--|
| <input type="radio"/> Recognition                            | <input type="radio"/> Prestige           |
| <input type="radio"/> Praise                                 | <input type="radio"/> Popularity         |
| <input type="radio"/> Title                                  | <input type="radio"/> Car(s)             |
| <input type="radio"/> Being a sponsor                        | <input type="radio"/> Clothes            |
| <input type="radio"/> Respect                                | <input type="radio"/> Designer furniture |
| <input type="radio"/> Being up with the latest trends        | <input type="radio"/> Relationships      |
| <input type="radio"/> Being loved                            | <input type="radio"/> Being a patron     |
| <input type="radio"/> Designer wardrobe                      |  |
| <input type="radio"/> Being politically active               |  |
| <input type="radio"/> Wearing a custom wristwatch            |  |
| <input type="radio"/> Knowing important people               |  |
| <input type="radio"/> Being referred to in the press / on TV |  |
| <input type="radio"/> Making a contribution to society       |  |
| <input type="radio"/> Being part of society                  |  |
| <input type="radio"/> Supporting the world of ideas          |  |
| <input type="radio"/> Being active in an association         |  |
| <input type="radio"/> Having an attractive partner           |  |
| <input type="radio"/>  |  |
| <input type="radio"/>  |  |
| <input type="radio"/>  |  |
| <input type="radio"/>  |  |

P 258:

**My current six most important six values in the B 6 area: Values list for evaluation by others, prestige, recognition, social role are:**

- O
- O
- O
- O
- O
- O

**These values are currently ranked:**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

**Date**

*Continuation: Transfer values to an Integrity Wheel with six sectors (see steps 6–9 in section A, p. 89 ff.) and then continue with Focus 4: The Goal Scenario (p. 103 ff.).*

P 259:

**Overview of values you plan to more strongly actualize in the future:**

**1. Values overview A: "All life areas"**

*Here you can record (a maximum of) three values (see steps 7 and 8, p. 242.)*

1.

2.

3.

*Record only one value for each of the particular life areas:*

B 1: Personal growth, personality development

B 2: Profession, career, business

B 3: Personal relationships, friendship, love, partnership, family, home

B 4: Physique, health, sport, games, leisure time, holidays, recuperation

B 5: Material well-being, possessions, wealth

B 6: Evaluation by others, prestige, recognition, social role

P 260:

**Meaning and Wishes**

(Value 1:)                      means for me that

(Value 2:)                      means for me that

(Value 3:)                      means for me that

(Value 4:)                      means for me that

(Value 5:)                      means for me that

(Value 6:)                      means for me that

P 261:

**Checklist: Goal Scenario**

Phase 1: “What do I WANT?”

Aspect 1: Make sure you that you are clearly aware of the purpose of achieving your goal

Aspect 2: Establish your goal in writing

Aspect 3: Formulate a self-reference

Aspect 4: Use a word of action that expresses your enthusiasm

Aspect 5: Formulate your goal in the present tense

Aspect 6: Formulate your goal in positive terms (avoid negations!)

Aspect 7: Make the moment of achieving your goal recognizable

Aspect 8: Set a precise date (or one that is as precise as possible) for the realization of your goal

Aspect 9: Remain realistic

Aspect 10: Pay attention to clarity and consequences

Aspect 11: Trusting and letting go: changes are possible at any time

Phase 2: ”What can I, what do I want to, and what should I give?” (see p. 79115 f.)

Phase 3: The complete Goal Scenario (HAVE and GIVE) (see p. 154 f.)