

**Determine Your Values from the book; *Wealth On Any Income* by Rennie Gabriel,
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Values: The ideals, customs, or institutions of a society toward which the people of the group, or an individual, hold in high regard. These values may be positive, such as cleanliness, freedom, education, or negative such as cruelty, crime or greed.

Value: An intrinsic excellence or desirability. The quality that renders it desirable or useful.

Principle(s): A personal or specific basis of conduct or management. A guiding sense of the requirements and obligations of right conduct. Used as a rule, implying a standard or test for guiding conduct or practices. A fundamental truth which may be used in deciding conduct or choice.

As we discussed earlier in the book, to create the level of power needed to change past attitudes and actions for the long term, you must operate from your values. Some consider these to be the principles they use to guide their actions. To determine your values, or principles, ask yourself any of the following questions and write down your answer on a separate sheet of paper. If you can't come up with an answer easily, you can look over the list of values that follow.

Values exercise questions:

- What's most important to me in my life?
- What's most important to me in (fill in any area you want: relationships, business, work, community)?
- What are five values I would use to describe who I am?

(Example: I would say I appreciate beauty, I am honest, thoughtful of others...)

After listing several values, ask yourself the following questions: "If I could only have one, which would it be?" "If I could only have one more, which would it be?" This will establish the priority of your values. Another way is to look at the list you made and continue to choose among two at a time to establish which is more important. Example: If I listed integrity, helping others, freedom, wisdom and stability as my values, I would use the following method to prioritize them: If I had to choose between freedom and helping others which would I choose? If I had to choose between freedom and wisdom, which would I choose? If I had to choose between helping others and wisdom, which would I choose? Go through each value and be sure you match it against each other value to determine which one you would have first, second, third and so on.

Please use a separate sheet of paper to write your values or principles from the previous values exercise questions. You can select from the following list of values if you need help.

Please do not look at this list until you have tried to do the values exercise first.

ACCOMPLISHMENT: Aspiring for excellent, making a lasting contribution.
ADVENTURE: Seeking thrills and excitement.
AESTHETICS: Appreciating beauty, art, music and so on.
AFFECTION: Love; being intimate and sensitive to another.
APPEARANCE: Physical attractiveness, sex appeal.
COMMUNITY: Participation in a social, business or geographic group.
COMPETITION: Winning, enjoying games against opponents.
COOPERATION: Participating with others, involved in team.
CREATIVITY: Being innovative, imaginative, solving problems.
DEVOTION: Strong, spiritual beliefs, faith, transcending self.
ECONOMIC SECURITY: Comfortable life, freedom from economic worry.
EDUCATION: Having a high level of training and culture; being well-informed.
EMOTIONAL WELL-BEING: Peace of mind, contentment.
EXCITEMENT: Adventure, new experiences, challenge.
EXPERTNESS: Being considered an authority.
FAMILY: Taking care of loved ones.
FREEDOM: Capacity to exercise free will; control one's path.
FRIENDSHIP: Closely knowing and being known by others.
HEALTH: Physical well-being.
HELPING OTHERS: Service and concern for the less fortunate, assuming social responsibility.
HONESTY: Being truthful and open with others.
INTEGRITY: Soundness of moral character.
INTELLECT: Using one's mind, acquiring knowledge.
LEADERSHIP: Being influential, persuasive, in command.
LOVE: Feelings of warm attachment and strong affection toward others; a desire for others' well-being.
LOYALTY: Sense of duty to others.
MONEY: Acquiring wealth.
PERSONAL GROWTH: Developing and using one's potential.
PLAY: Having fun; enjoying sports, games and so on.
POWER: Ability to dominate or control others; position of authority.
PRESTIGE: Gaining fame, respect, admiration.
PROMOTIONS: Career advancement.
RELIGION: Devotion to specific organized beliefs, practices or worship of god(s).
SECURITY: Free of danger, excitement or anxiety; firmly fixed.
SELF-ACCEPTANCE: Comfort with one's own strengths and limits.
SELF-CONFIDENCE: Faith in own talents and abilities.
SELF-CONTROL: Ability to inhibit expression of undesirable feelings and behaviors.
SEX: Seeking, enjoying physical pleasure.
SPIRITUALITY: Influenced by sacred or divine belief in the soul or god within all.
STABILITY: Order, predictability, an individual or world at peace.
STATUS: Position or rank of self in relationship to others.
WEALTH: Acquiring money and physical possessions.
WISDOM: Acquiring or possessing understanding and insight.