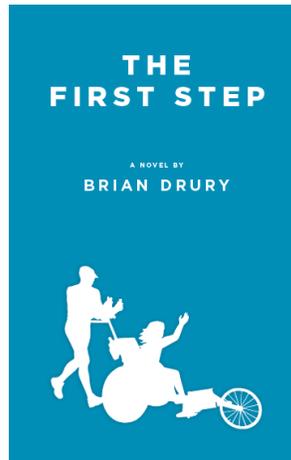


The First Step Passion Finder Questionnaire

(A product of Overcoming Graduation LLC.)



Intro:

Hello and welcome to the Passion Finder Questionnaire! This activity is meant to help you use some laser focused questions to help you identify the thing (or things) that you really want to do and experience in your life. Most people never stop to take the time to figure out what it is they really want in life and as a result, they end up doing what they think others want them to or what they are “supposed to do”. As Lewis Carroll says,

“If you don’t know where you are going, any road will get you there.”

I am so proud of you for taking this step and want you to celebrate yourself in this moment for taking a step towards your dreams! This questionnaire will help you to identify the components of a job you need to find happiness and purpose in your work. This is not about what anyone else wants, thinks, or feels, this is entirely about YOU! It may also reveal to you that what you want does not exist yet in the world, that is your sign to go out and create it!

These activities are very powerful when done alone but can be even more powerful when shared with a friend. If you choose to walk through these questions with a friend, be sure to have a friend with an open mind who is willing to allow you to dream big, think outside the box, and say things that most people might not believe.

“Have goals so big, you feel uncomfortable telling small minded people.”

These activities are not about, “being realistic,” or saying, “well I can’t make money doing that,” those phrases are things that we typically use to stay within your comfort zone. It’s time to GET UNCOMFORTABLE, DREAM BIG, and give yourself permission to look in your heart and be honest with yourself about WHAT YOU REALLY WANT! On the other side of your discomfort is the dream life you have always imagined.

When answering these questions, think bigger than you ever have, be honest with yourself, don’t think about money, don’t think about what other people will think, think about what you want in life and the impact you want to leave on this world.

Questions to Help You Identify Your Passion and Purpose:

1. What are you trying to bring more of into your life?

(In the podcast 10X Talks with Dan Sullivan and Joe Polish, Dan Sullivan discussed the importance of identifying what it is you are working towards in your life. He asked, is your goal in life to accomplish as many things in your life as possible? Or is it something much different? For him the goal in life is to create as much freedom as possible. Whether that be financial freedom, freedom of time, freedom of location, his goal is to create as much freedom as possible. When he makes decisions he uses this as a guiding principle which helps him to make decisions. Will this bring me more freedom? If yes, then he goes for it, if no, he knows there are other options out there. What is it you are working towards and want to create in your life EVERY SINGLE DAY? Do you want freedom, happiness, fun, joy, adrenaline, passion? Whatever it is for you, write it below and don’t hold back, be totally real and honest with yourself!)

2. What would you do today if you knew you were going to succeed?

(Dig deep, be willing to be uncomfortable, when you identify the things you want, ask yourself why those things are important to you then dig even deeper.

Focus on the things you want to do, the people you want to impact, and the things you want to experience. Write as much you need, the more you write the more you have to work with and the deeper you can go! Most people start off with the obvious: “Pay off my student loan debt, move to Italy, win the lottery,” but then once all of the superficial things are out of the way we can really get down to the nitty-gritty. The REAL stuff that is your truth and what you really want to be doing. Once you get past your needs and wants, you are left with what you would really love to do if you had all the time and money in the world.

THAT is what we want to get to right now. Once we find that thing (or those things) we can begin to find ways to bring them into your life! Continue writing until you start to feel a genuine flow of inspiration, connection, and energy.

Once you start to feel this natural flow of energy, you know you are hitting on something that truly ignites the fire within you!)

3. What is the impact you want to have on the world (5 whys)?

(Who do you want to touch? What mark do you want to leave? When people talk about you after you leave the room, what effect do you hope you have had on them? When answering this question, give the first answer that comes to mind, then ask yourself “Why?” again, then do this 4 more times. This is a technique I first saw in a book called, “Toyota Kata,” called “The 5 Whys.” This helps you to get to the root of why what you are doing is so important to you.

By having clarity on what drives you and motivates you, you can tap into that energy whenever life gets you down and you need a boost to push towards your dreams. Too often people have a weak commitment towards their dreams because they haven’t clearly defined why their dream is important to them. We are going to help you define that clearly right now.)

Example (by me): I want to help young adults recognize the power and potential that exists inside them RIGHT NOW so they can find their passion and make their mark on the world.

Why? So they can live a life filled with energy, passion and purpose.

Why? Because this will help them to feel fulfilled and inspire others to do the same.

Why? Because a world filled with people like this would have less hate, more happiness, and more people working together to solve all of life's toughest problems.

Why? Because I believe by doing this work I can help change the world.

Now it is your turn, answer the question below to continue working towards clarity on the impact you want to have on this world!

First answer to the question: _____

Why? #1 _____

Why? #2 _____

Why? #3 _____

Why? #4 _____

4. What could you wake up and be completely thrilled about doing every single day of your life?

(Say whatever comes to mind, don't be afraid to be honest with yourself! If it is dancing, write it, if it is blogging, write it, if it is inspiring people all over the world, write it. This is about not only showing you what you would love to do in a work or professional setting, but also to remind you of the things you enjoy the most in the world so you can get out and do them more! Write as much as you can and take the time to answer this because you will find that you have so much in you that you would love to do, so much you would love to see and experience, and by getting it on paper you have it right in front of your face and can get started on it today! Remember, small steps make the difference so once you have the list, pick one thing and make it happen today. Set up the appointment, book the class, go to the restaurant, ask her on the date, whatever it is, get started RIGHT NOW and your life will completely change forever.)

unique to offer the world. YOU have something special inside of you. YOUR STORY is unique and both your successes and downfalls in life have valuable lessons for everyone out there. By identifying your strengths and the things you love to do, we can work together to help you find or create the perfect job for you!)

Congratulations! You have completed the questionnaire! What you have just done is identify what you want in this world, who you want to help, what things bring you the most joy in life, and the unique abilities you have inside of you to make all these things happen! What we will do next is have you TAKE ACTION! Only by taking action can you begin to set things into motion to make your dreams a reality.

Action Steps to Start Creating Your Dream Life!:

1. Identify 3 Careers/Jobs/Pursuits/Passions

(I want to start this off by pointing out something very important. Here is what most people do when identifying a “dream job.” They say, “Here is what I would love to do,” then they think about what careers exist, that they are aware of, that could involve this thing. Then they run the idea through another filter and say, “Well can I make money doing this?” For many of you reading this, you will think, “There is no way I could make money doing that thing I love, so let me look for something safe, something that is a guarantee to make money.” Then many people end up selecting a career like accounting, when they hate numbers, or try to become a lawyer, when they can’t stand reading about law. You can make money doing anything, literally ANYTHING if you are committed

to it and it holds deep and profound meaning for YOU in your heart and soul. You have got to be willing to put in the work, but the most important thing is finding what you want to do first. This dream job you define below, doesn't need to be a specific job title, you could literally just describe what you would love to do every day of your life, then the next steps will help you figure out how to make this dream a reality. If what you want to do doesn't exist in the world today, GREAT! Now is your opportunity to bring your unique gift into the world!)

1. _____
2. _____
3. _____

2. Contact 3 people for informational interviews

(Identify three people who have done what you want to do or are doing something similar and who are kicking ASS! You want to learn from people who have accomplished what you want or who are doing similar things because they will have the knowledge and insight to guide you on how to make your vision a reality. Keep in mind these people may have just attained a quality of life that you desire. Maybe this person has found deep happiness, maybe this person found a way to become the world's best whisky taster and you want to figure out how they did it, look to people who inspire you and have achieved the results you desire. You can identify individuals from each of the three areas above or focus on one area you know you want to pursue.

NOTE: Informational interviews are NOT designed to get a job. In an informational interview you reach out to an individual asking to learn about their story, their journey, how they got to where they are. When requesting an informational interview be sure to make it very clear you are not asking for a job. Too many people ask for handouts, you are different and are willing to do the work, the fact that you are doing this activity shows that. Whenever possible, research the individual and show that you have taken an interest in them. Buy their book, watch their videos, read their blog, invest in THEM so you make it easy for them to find a reason to invest in YOU. Remember, an investment doesn't always mean money, in fact the much more valuable and important investment is your time. Tell them how their work impacted your life, or even better, how you applied their lessons and what results you got. This individual can be someone you have met in person or someone that you find on LinkedIn or Facebook. The very best, would be to set up a meeting in person. If this isn't possible, try calling. You will be surprised who answers. As a last resort use email but the closer you can get to human contact the better.

Do NOT go into this conversation with an agenda (aka Trying to get a job). Make this strictly about gaining information, learning about the opportunities that exist in the world, and determining what is right for you.

3. Start telling people what you want to do unapologetically

My Dad has always told me, “You would be amazed how willing people are to help you when they know what you want.” Start telling anyone and everyone what you want to do. Share it openly, honestly, and vulnerably. What happens when you do this is you open the door for someone to offer advice, a contact, or give you a recommendation on how that may be possible. Again, you are not asking them for anything, you are simply telling them what you are working towards in life. This shows people what you are working towards but also makes it more real for you. As you put energy and commitment towards putting this out into the world, you will begin to look for more and more creative ways to bring this dream into your life. Also, one of the most beautiful things you will find about doing this is that people around you will begin to open up about their biggest dreams in life, then you can fuel each other’s enthusiasm!

4. Be wholly, genuinely, 100% YOU!

There are plenty of people out there trying to be something they are not, trying to fit in, trying to be what they think others want them to be, trying to match the job description perfectly to get that job they think will complete them. As I said before, you are unique. You have special gifts and talents. You have a story that is all your own. It is time for you to stop trying to be what everyone else wants you to be and to be wholly and completely YOU! When you start saying “Yes” to the things you really want and saying “No” to the things you know do not serve you, your life will drastically change forever. Stop telling people what they want to hear and start telling people what they need to hear to hear the truth that comes from your heart.

If you are creating a company, people want something unique they have never seen before, something that solves a difficult problem for them, someone they can connect to, something that reawakens the excitement and joy in their hearts, something creates wonder about the world around them and helps them believe in possibility again. If you are looking for a job, think about this. Who would you rather interview, the person with the perfect resume, or the person who has traveled, explored, tried things, made mistakes, created things, and is REAL. In my experience when people try to seem perfect, they are generally trying to hide something they are afraid the world will see. These vulnerabilities and flaws do not make you weak, THEY MAKE YOU HUMAN.

When you show up real, authentic, and true, you are able to connect with people in a way most people never will.

These steps will get you started!

What I have learned in 3 years of personal development, traveling to 14 different countries, interviewing at Google in California, writing my first ever book, finding a dream job, and in creating a dream life where I am now living in Brazil I have realized that no matter what you do in life, success is all about the relationships you create. The relationships you create with managers, leaders, clients, the public, PEOPLE. This is what really matters. The more people you connect with people, the more people you bring value to, and the more you genuinely give of your time to help make a difference in other's lives without expecting anything in return, the more you will see the rewards coming back to you greater than you ever imagined. By being genuinely you, you LIBERATE others. You give them permission to be themselves and bring their unique message to the world.

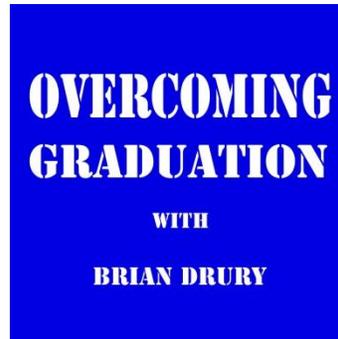
Continue to reach out, connect, learn, grow, and take action towards your dreams and things will start to magically come together. Above all, think about what you want from life. Happiness, fun, freedom, which is it? Whatever it is, make sure whatever you do is working towards bringing more of that into your life!

I love you guys and would love to hear your stories about how this questionnaire has helped you, what worked well, what didn't, any feedback you have I'd love to hear it all!

If you are interested in finding out more about doing personal coaching with me, please reach out to the email address below:

Brian@OvercomingGraduation.com

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I love you guys! Get out there and start creating the life you want today! You have everything you need inside you RIGHT NOW! It is just up to you to make the decision to act. I know you can do it and if there is anything I can do to better support you, please reach out to the email address above.