

## "10 Signs You Know What Matters"

November 5, 2018

- November Unpack the Wellness Specials - Buy 3 GinMax and get 1 free, Buy one Trushape and get 1 free
- Week 5 of the Richard Brooke training on “full training curriculum “The Four Year Career Learning Series- 6 week series every Tuesday at 6 PM CT-  
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- Next DFW Business Training – November 10<sup>th</sup> from 9 AM – 12 PM - at Mannatech Corporate or [www.allaboutmannatech.com](http://www.allaboutmannatech.com)
- The next TNL –November 13<sup>th</sup> at 7:30 PM at Mannatech Corporate or [www.allaboutmannatech.com](http://www.allaboutmannatech.com)
- M5M “packing party” Nov 16<sup>th</sup> from 2-4 PM... join us if you can!
- 2019 Planners coming soon – you can preorder on <http://www.mannatrain.net/new-2019-planner.html>

Article by Steven C. Hayes, PhD

### Introduction

- a. Values are those things you deem important in life...they are expressions of what's most important, they impact what you pursue to do daily, and year to year. So, they fundamentally shape the trajectory of your whole life.
- b. Values are an intense source of motivation.
- c. Because they are chosen qualities of actions, they can never be fully achieved.
- d. Values give life direction, support us through difficulties. You don't find them...rather you choose them.
- e. One major problem today: young people are being bombarded by so much data through never ending communication means, overwhelm and confusion sets in.  
"Compassion, connection, community and peace of mind disappear in the chatter."
- f. Another issue: the same cognitive processes that feed comparison, judgment, and avoidance on the one hand can also enable us to create connection, community and cooperation."

### 10 Ways to know you are focused on what is important:

1. You feel a sense of enough, rather than a need to measure whether you have more or less than others.
  - a. We have values because we are verbal, symbolic creatures who have futures which we focus on. Typical achievement, money, power over others...
  - b. The processes that allow us to hold values...bump up against the impulse to measure and compare ourselves...leaving us never satisfied, never happy, never at peace.  
Example: valuing money as a means to an end...to be able to contribute more, provide for family...is one thing. It's another when it feeds comparison, judgment and avoidance of pain that comes with being human. If you use money that way, you will never have enough.
2. You can readily name your heroes

- a. We choose them based on things we really admire, something we would love to stand for. To find your values identify those people. Then spend time identifying what those things are.
3. You can single out the sweetest moments in your life
  - a. What makes those specific times so meaningful in your life?
  - b. Take the experiences...when you were so alive, vital, moved, connected...and unpack the experience. There will always be something there that you truly value.
4. You can identify your greatest pain
  - a. We hurt most when we really care. Pain teaches us lots of lessons.
  - b. When we look into the pain to see what really hurts us, we will find what we value.
  - c. A question that works: What would you have to not care about for that not to hurt?
  - d. Problem: sometimes people are not willing to feel...that feeling is most always tied to past wounds, for which the mind solved it by not feeling at all.  
But when you throw away pain, you tend to have to downplay the related value.
5. You don't know the content, but you can identify the theme of your life narrative
  - a. If you looked at your life as a book you were writing, what would you want in the next chapter?
  - b. Your life to date...challenges you overcame, opportunities missed, love and loss...show life as a journey. You don't know the next chapter but you can identify the themes, the underlying meaning because they are the values you are choosing to live by.
6. It's what you would do if nobody were looking
  - a. What if nobody is keeping score, nobody is watching, what if you were to do something and nobody would ever know that you were the one who did that?
  - b. Like a child who plays without caring, pretending things are important...fully participating in that moment in a playful way. When you exit playful, you put your choices through a filter of logic...and that becomes the decision maker.
  - c. Make sure to evaluate what you would do in the moment even if no one would ever know about it. Avoid self-aggrandizement.
7. Your decisions make you feel like getting up in the morning
  - a. Approach actions playfully...it vitalizes them because YOU get to choose what is meaningful. Kids do it naturally; adults need to reclaim innocence.
  - b. How do you know? You have a true yearning. Life itself feels as if it is there to be lived.
  - c. You are taking another step forward...perhaps even toward something you will never reach but how meaningful it is!
8. You can, in only a few minutes, write about what matters (and you should)
  - a. Significant amount of research that writing about values boosts people's ability to succeed.  
Study on teenagers showed remarkable results when they wrote about what they deeply care about in the realm of education...*"writing for just 20 minutes two or three times in middle school may alter their trajectory for years."*

- b. Study in Science in 2006, Geoffrey Cohen and colleagues at UCLA were able to reduce the racial gap in achievement nearly 40% as a result of 3 brief sessions of values writing. "The drive for self-integrity - seeing oneself as good, virtuous and efficacious - is a fundamental human motivation."
  - c. Take 10 minutes to write what is truly important to you in a given area. Include WHY and what happens in your life when you forget it.
9. You have a strong desire to communicate your interests to others
- a. We all have a strong desire to share with others what is important to us.
  - b. In her research and now her opinion, 99% of all values are social in nature. Other people are always on the top of the list of what people care most about.
  - c. The process that allows us to care is profoundly social.
10. You use your mind as a tool to humanize rather than objectify yourself
- a. Values set the direction of our life path. If we instead go after self-aggrandizement and avoidance, we enter the chasm. We turn our values into a list of pros and cons...we become a workaholic creating misery in our families all in the name of "being a good provider."
  - b. The mind is a problem-solving organ...we can deal with events in imagination before they are faced in reality. This has historically allowed our weak species to take over the planet.

*"In the end choosing values is simple. But it takes a certain amount of psychological sophistication to rein in the problem-solving mind. It takes sophistication to maintain playful, chosen, conscious, human, values-based action amid the cacophony of voices coming at us from outside and from within - judging, blaming, shaming, and avoiding."*

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