

Values E-book

“Your values determine your destiny.
Change your values
and you change your destiny”.

– Dr John Demartini

This e-book contains elements extracted
from Dr Demartini’s book *The Heart of Love*

Values

Understanding your own values opens up a greater possibility of creating fulfilling, long-lasting relationships. Keep reading, and you'll discover how to communicate in a way that links your values with others', which is the single most important skill in developing, maintaining, and enriching your relationships.

Before you begin linking a previously uninspiring activity to your purpose, or linking your values with someone else's, *you must start by identifying your own values*, which are unique to you. The values you hold and their hierarchy or ranking determine how you perceive (selectively attend to) and how you act in (selectively intend upon) your world. They also, therefore, determine the results you produce and, ultimately, the course of your life.

Your values will tend to express themselves in some or all of seven areas of life: *spiritual, mental, vocational, financial, familial, social, and physical.* Each is equally valid as an avenue for deeply fulfilling connection with the universe. In my experience, about 75 percent of men tend to value intellectual, financial, and vocational, while about 75 percent of women tend to focus on familial, social, and physical. Twenty-five percent of men focus on the areas more common to women, and vice versa.

Sometimes, people allow their fears to keep them from living according to their values, and this can cause stress and a sense of emptiness. Understand, though, that even in that case, the values are still running the show. For fun, I call this *the law of lesser pissers*: You'll always choose to "piss off" the person who supports your values less. So fear, or avoiding the "greater pisser," is actually an expression of a value, too. There are seven basic fears that can run your life and keep you from living your life to the fullest:

1. Fear of breaking away from the values system of a perceived spiritual authority. (*I don't want to be considered a bad person or go to hell.*)
2. Fear of not having the mental capability. (*I'm not smart enough. I don't have the credentials or degree.*)
3. Fear of failure. (*I'll fall short.*)
4. Fear of losing it all financially. (*I'll go broke or bankrupt. I won't make enough money to survive.*)
5. Fear of losing loved ones. (*My parents might disown me, my lover will leave me, my kids will hate me . . .*)
6. Fear of societal rejection. (*I'm afraid of what people will think, I won't fit in, and people won't want to be with me.*)
7. Fear of not having the physical capability. (*I'm not tall enough, strong enough, or good-looking enough. I don't have the energy for all of this.*)

If, for example, someone's been brought up with a form of religious indoctrination, even if that person has left the organized practice of that religion, the residue of those values remain, and former followers may hesitate to put their full values system ahead of the old ways. This fear might reflect such values as spirituality (as it's been narrowly defined), con-

nection, or acceptance. I constantly meet people who value wealth but are held back by a spiritual counter-value coupled with an ingrained belief that *money's the root of all evil*, or it's "dirty," and so on. So they're experiencing a conflict of values: material wealth vs. religious codes about money.

It's important to remember that fear is the result of an imbalanced perspective. You can use what you'll learn later in this book to help you dissolve or collapse whatever fears you have, but for now, let's just get clear on what you'd really love in your life and acknowledge any areas of fear that exist. Values conflicts are common, but you can ferret out your true self by looking at your life in a particular way. Your values system will become evident as you answer 12 simple questions:

1. How do you fill your space?
2. How do you spend your time?
3. How do you spend your energy?
4. How do you spend your money?
5. Where are you most organized?
6. Where are you most disciplined?
7. What do you think about?
8. What do you visualize?
9. What do you talk to yourself about?
10. What do you talk with others about?
11. What do you react to?
12. What are your goals?

Let's take a look at each of these in turn and see how they all fit together, like puzzle pieces, to answer the most important question: *What are your values?*

1. How Do You Fill Your Space?

As the ancient Greeks asserted, nature abhors a vacuum—and, I'll add, so do values. Take a look at your office, your car, your home, wherever you hang out. With what have you filled these places? What objects mean the most to you?

If you enter my space, wherever that may be, you'll find that it's piled with books and research materials. If you'd looked at my surgeon friend's home, you'd have seen her diplomas, medical reference books galore, and her collection of antique surgical instruments, all displaced from her office and newly hung in her family room so she could stay connected with them. **Really look at the places where you spend the most time as if you've never been there before, and identify themes, common elements, evidence of your values.**

Whatever's prevalent in your living, working, and recreational spaces gives you your first clue to your values.

How do you interpret these clues? For our surgeon, the correlation between the objects and her values was pretty obvious. In my case, the subject of my books and research materials points to my highest value, which is developing my understanding of the order in the universe. I pursue and fulfill this value by studying biomechanics, economics, sociology, psychology, neuroscience, quantum physics, philosophy, and many other subjects. The physical evidence of this constant quest is the trail of books and papers I leave wherever I go. The value it represents isn't the accumulation of books and papers; it's the accumulation of greater wisdom about creation, the cosmos, the big questions.

Think figuratively. A home filled with photos does not necessarily mean a value of photography. (What's pictured? Is there a theme?) A home filled with flowers doesn't necessarily indicate a value of gardening—maybe it's a connection with the natural world, or possibly a broader value of beauty. Ask yourself, *What do these things with which I've chosen to surround myself mean to me?*

2. How Do You Spend Your Time?

Often, someone will tell me, "I already know what my highest value is: It's family." I'll usually get another story when I ask, "How do you spend the 24 hours of each day?" It'll go something like this: an hour in the morning at the gym, 14 hours a day at work, an hour or so with the kids and spouse having dinner, a couple hours in the study checking e-mail, and about 6 hours in bed, sleeping.

Clearly, the behavior does not support the claim, even if working 14 hours a day may indicate a profound dedication to being "a good provider" for the family. If people tell me their highest value is one thing when it's not, it's usually because *they think it ought to be*. (Perhaps some authority with that particular value told them that?) Instead of judging yourself for valuing something to a different degree than someone else does, learn to recognize that your values are just as valid, just as real, and just as important as anyone's.

Also realize that just because something isn't your highest value doesn't mean it's worth nothing to you. It's completely possible that this 14-hour-a-day worker bee does value family; it's just that family's not at the top of the values hierarchy.

Take a look at how you allocate your waking hours. What claims most of your day? What comes in second? Third? Fourth? The list may not identically parallel your values, but it'll come close. To return to our example, here's what that schedule would tell us:

- Most time: professional success, earning money (14 hours work)
- Second most: staying connected with people/social (2 hours e-mail)
- Third most/tied: family (1 hour having dinner with spouse and kids)
- Third most/tied: health (1 hour exercise)

Your time is only one indicator, which you can combine with all the others as you do your detective work in figuring out your real values. In other words, if you look at the prioritization according to time, and view it in consideration of the other ten categories coming up, then your values begin to come into sharp focus.

Note: It's possible that your time is not being spent in support of your values. This is an area where values conflicts are most often played out. The surgeon/new mom had arranged her life so that she hadn't allotted any of her time to her highest value—and that's why she was so stressed. Instead of living according to her own values hierarchy, she had allowed a social value, such as being acknowledged or respected by others, to take over and reorder her life. If you have the sense that you've done something similar by structuring your days around your idea of what someone else thinks your values *should* be, or designed your life around one of the seven fears I outlined above, then ask yourself, *How would I spend my time if I had complete choice about it?*

3. How Do You Spend Your Energy?

You'll find clues as to how your hierarchy is stacked by looking at the following characteristics, which are a direct result of where and how you spend your energy:

You certainly have plenty of energy to do those actions you truly value most, because doing what you love energizes you. You clearly become fatigued easily when you cannot see how what you're doing will fulfill your highest values. Doing X, Y, and Z rather than A, B, and C on your daily priorities drains you.

Ask yourself, *For what actions do I seem to have plenty of energy? What actions invigorate me? Where do I love to spend the most energy during the day, the week, or the month?*

You'll require less sleep and express more life force and vigor when you're doing what you love and loving what you do: doing what is truly highest on your values.

4. How Do You Spend Your Money?

Alfred Marshall stated in his *Principles of Economics* that people will spend their money according to their values. When people have a high value on saving money and becoming wealthy, they will save *first*, before paying the bills. If a person has saving and becoming wealthy down at the bottom of the list, there will be money left at the end of the month, rather than money left at the end of the month. Everything else will get in the way of saving, everyone else will get paid, and there goes all the money.

Incidentally, this has nothing to do with how much money you make; it has everything to do with your values.

Your values determine whether you'll be rich or poor, scraping along or spreading pate on pricy little toastettes. No doubt you've heard the stories of people who make a modest salary, save religiously, and leave an estate in the millions. You've probably also heard about

people who earn heaps of money and leave only a pile of debt to their heirs. It's all a question of what's most important to the person holding the purse strings.

Look to see how you use money in your life. Do you squirrel it away? Are you an investor? A risk taker? Do you spend lots of cash on clothes, education, or travel? Do you throw lavish parties, keep your money to yourself, donate to charities? Are you saving for specifics: children's education, retirement, buying a prize-winning pig or a 50-foot yacht? Does most of your spending happen in the realm of business? Or home? Or community? Or something else?

Simply put, where does it all go? As they say, follow the money. It leaves a trail you can follow straight to your values.

5. Where Are You Most Organized?

Your hierarchy of values leaves additional clues in the area(s) where you are most organized.

- Your highest value will be the most ordered area of your life (little or no chaos).
- There's greater chaos in the area of your lower values, so other people tend to control you in these areas.
- Your lowest values will require outside motivation to get you to pay attention and get things done in this area.

Again, we can consider the surgeon as an example. Everything relating to her medical career was in absolute order, from her thoughts about it to her reference library to her surgical equipment. If you'd looked at her kitchen (and she would have been chagrined to show it to you), you'd have wondered how a woman of her professional precision and intimate understanding of germs could stand to use it. Bottom line? Her environment revealed where the true value was held. **Order equals high value, and chaos equals low value; it's as simple as that.**

Ask yourself, *Where is the greatest order in my life? Where do things run most smoothly with the least amount of volatility? Where is the greatest chaos? Where do things seem unpredictable and erratic?*

6. Where Are You Most Disciplined?

Nobody has to get you up in the morning to do the actions that are truly most important to you. You can easily focus on and remain disciplined and steady on that which you truly care about. Whenever you unwisely label yourself as "not focused" or "undisciplined," it's because there's something else higher on your value hierarchy vying for your attention, and you're expecting yourself to live otherwise. Whenever you think you're undisciplined, you aren't. You're just trying to live someone else's values at that moment, someone you've given authority to. Everyone's disciplined and focused somewhere. Nothing's missing. You have every trait. So where are you consistently focused and disciplined?

7. What Do You Think About?

Who hasn't had an unexpected idea in the shower? Or while driving? When you have time to think but your hands are occupied, your mind probably takes that opportunity to present you with whatever it's been working on, consciously or unconsciously, for days, weeks, or even years.

Your values tend to interrupt your regularly scheduled programming. You'll be having lunch with a friend, your mind wanders, and thoughts of something other than what's on the menu, both figuratively and literally, will pop up. You may find yourself thinking about work even when you're at home, or vice versa: While you're at work, you may be constantly wondering what the kids are up to. If you're frequently distracted by thoughts of one thing while you're involved with something else, what are those thoughts?

Then again, you may spend a good part of your day consciously choosing to think about certain things. Your vocation or your avocation may focus you on specific topics for hours at a time. **What are you constantly mulling over, considering, trying to understand even more?** The Bible declares, "As a man thinketh in his heart, so is he." Look to your thoughts and learn who you are.

8. What Do You Visualize?

One woman I know loves music. She doesn't have mundane imaginings of playing mp3 files on her computer, of course: Her dreams take her onto the stage, where she stars as Carmen, the great mezzo-soprano herself, draped in beautiful costumes, fluttering a delicate Spanish fan, and receiving the adulation of an enormous audience. In real life, she doesn't aspire to this, but she does hold season tickets to the Santa Fe Opera, loves to dress to go see the performances, and gets a wonderful feeling from being in the audience when the lights go up and the first notes emerge from the orchestra pit. She also imagines that someday she will choose a world-class diva to follow around the globe for a season so she can enjoy all the ups and downs of an entire tour, watching her perform all the great roles for operatic voice.

These dreams, images, and real-life plans reveal her love of performance, and specifically of classical musical theater. Her profession is graphic design, but music is high on her values list. Not only does it provide the score for her daydreams, but it's evident in each of the other categories listed in this chapter: Her home showcases opera paraphernalia, she works for an advertising agency that creates marketing materials for the local opera, she's planning and talking with her friends about the next season even before this one has concluded, and so on.

In the landscape of your dreams, both waking and sleeping, you can detect commonalities. **What do you imagine for yourself?** What is your vision for your life, your future? When you daydream and imagine your future, what is the recurring theme?

9. What Do You Talk to Yourself About?

Everyone has self-talk, some of which builds you up, some of which tears you down, but all of which ultimately hones you in on what's most important. You even have an internal dialogue, where parts of you converse with other parts. **What are those conversations about?**

You may debate actions you "should" take . . . what kind of actions do you discuss with yourself? You may evaluate other people or opportunities. You may weigh your skills and talents, make lists of pros and cons about any variety of things. You may plan for yourself or your family, your home or your business ventures or your next vacation. What's the subject of your internal banter?

Internally, you're constantly discussing with yourself what's really most important, what you really would love to manifest and create in your life. You're constantly running affirmations or words of power through your mind, both constructive and destructive, and these color and even generate your perceptions in life. All of these internal dialogues revolve and oscillate around your highest values.

10. What Do You Talk with Others About?

Most people have a way of bringing the conversation around to their favorite topics sooner or later. Ever notice how people who share the same interests waste no time discovering this delightful coincidence? Or how, occasionally, someone will monopolize the conversation with the object of their fascination, ultimately to the bemusement and even boredom of the rest of the group?

Recently, when I was consulting with some doctors in Miami, one of them complained to me that his colleague was irritating because he was more interested in talking with me about my days as a surf bum than having me get busy coaching them. "I tell you what," the doctor told me, "He'd rather go surfing than practice healing any day of the week."

Not hard to discern the second doctor's hierarchy of values, is it? Surfing before practicing healing, adventure (or perhaps freedom or self-expression) before professional development. His irritated colleague, though, was all business: Within five minutes he was on-purpose and talking about the issues in his practice he was hoping to resolve with my help. Professional achievement was clearly high on his values list.

When you meet someone new, what do you find yourself chatting about most? When you're with old friends, what topics do you revisit time and again? What conversations captivate you and keep you interested for the longest period of time?

11. What Do You React To?

What grabs your attention, either to pull you in or repel you? If I were to include something here that supports your values, you'd be apt to smile and be open to what you're reading. If

I include something that challenges your values, you may be repelled and frown or even get bored.

How have you been reacting to each of the examples I've used so far? If you find yourself thinking, *Yes, yes, that's right*, I'm probably using stories that resonate with your own top values. If, on the other hand, you find yourself wondering, *Who on earth does that?* I've simply included illustrations that don't reflect your values.

The same is true in your interactions with anyone you meet, anyplace you visit, any event you experience. **Pay attention to what you pay attention to. Notice what makes you smile and frown, what makes you lean in to hear more or fold your arms in front of your body and shut down.** (Also know that, as you talk with others, their facial expressions and body language reveal their value systems, too.) Stay aware, and this kind of positive and negative feedback will serve you in getting to know yourself incredibly well.

12. What Are Your Goals?

If you're a person who writes goals and works toward them, simply consult your current list of objectives. Do they all revolve around business? Or family? Or vacations? Do you see a pattern here, too?

It's a pretty direct correlation. People who have financial values high on their list will have income goals, investing goals, retirement goals, acquisition goals, and so on. People who have mental values will have academic goals, intellectual achievement goals, skill acquisition goals, etc. Vocational values will evoke career advancement goals and professional acknowledgement goals, while physical values will inspire body-fat goals, blood chemistry goals, athletic accomplishment goals, and the like. Spiritual, familial, and social values express themselves in typical goal-oriented fashion also especially for those who have these areas highest on their list of values.

Goals of higher importance are generally demonstrated by being written faster and more fluently, by having clearer details and broader content, by being easier to read, and by inspiring tears.

If you don't have written objectives, **simply consider what you would most like to do, be, or have in your life, and which of those goals you are actively moving toward.** Which ones do you pursue nearly every day?

The Language of Values

You'll notice I haven't put restrictions on the words to use in expressing your values. Some people believe that values are more accurately understood as emotional ends—as states of feeling or being that you seek whenever you do or experience what's important to you. I tend to view values as multilayered. A value expressed as *beautiful home* may include values of *self-expression, comfortable living space, prestige, or even creating an environment*

where my spirit is nurtured and my body renewed. Who can say which are the real values? Only the person expressing them. I suggest you choose words that move you, that seem to speak to your heart. As you refine your values, take the opportunity to select words and phrases that have deep meaning for you and tug at your soul.

Actions to Create More Fulfilling Relationships

Answer the 12 questions. You'll find that if you observe and analyze yourself and your environment the way I've suggested, you'll discover what's truly important to you. Your life demonstrates it.

Review each of the 12 questions and answer them for yourself:

1. How do I fill my space? What themes do I see in the places where I spend most of my time?
2. How do I spend my time?
3. How do I spend my energy?
4. How do I spend my money? On what do I invest?
5. Where am I most organized? Where do I demonstrate the most order?
6. Where am I most disciplined? Where am I most reliable and focused?
7. What do I think about? What thoughts follow me wherever I go?
8. What do I visualize? What are my daydreams?
9. What do I talk to myself about? What is my internal dialogue?
10. What do I talk with others about? What is my external dialogue?
11. What do I react to? What makes me smile or frown?
12. What are my goals?

Record the dominant three or four answers for each question in your notebook. As you look at your answers all together, notice the emerging patterns.

Rank your values. Continue by using this prompt for expressing your values then ranking them. I've included the most common terms for values and their definitions, yet you may find that you need to tweak the wording to make it just right for you. Forego that process for right now, however, and concentrate on getting an order established.

1. Start by reading all 84 of the potential human value terms/definitions that follow.
2. After you've read them all through once, rank them within each category on a scale from one to seven, with one being highest importance and seven being lowest importance. Record your ranking in the left column.
3. Now filter your ranking through the answers to the 12 questions you completed above. **The idea is to look at your values through the lens of what your life actually**

- demonstrates.** Remember, you generally have space, time, energy, and money for what’s truly important to you.
4. After you’ve given that due consideration, summarize to the best of your ability the top 12 values that your life demonstrates as most important to you. In other words, take the top 12 human value terms/definitions that you gave a rating of “1” in the first series, and prioritize them into a second list in the right column. Double-check their sequence by asking yourself, *When I have a decision to make between these two values, which does my life demonstrate I keep choosing?* When your prioritized sequence matches what your life truly demonstrates, that is your current hierarchy of values.
 5. Share what you’ve learned about yourself with a loved one, and invite him or her to provide feedback and complete the process, too.

Value Terms/Definitions

Spiritual:

Connection: experiencing my soul or God	— —
Reflection: going inside myself, listening to my inner voice, seeing my inner vision	— —
Integrity: knowing and living my higher spiritual values	— —
Integrity: having a sense of balance, and inner harmony within myself	— —
Discernment: seeing a higher order regardless of the apparent disorder of outer peace and war	— —
Inspiration: Feeling a sense of meaningful purpose	— —
Identification: living from my spiritually vital core, being more spiritually than materially focused	— —
Authenticity: being genuine and truthfully honest with myself	— —
Surrender: Modestly submitting or humbling myself to the grand divine design and order	— —
Unity: fitting into nature, feeling part of the whole	— —
Devotion: holding to religious faith and belief	— —
Personal responsibility: Rising above judgment and beyond pardon or forgiveness	— —

Mental:

Wisdom: understanding the laws of the universe—a mature understanding of my life	— —
Inquisitive curiosity: interested in everything, exploring—loving to read and learn	— —
Intelligent thinking: reasoning and analyzing logically	— —
Intuition: thinking/feeling spontaneously and instinctively	— —
Discernment: making choices and decisions	— —
Associating or disassociating: attaching or detaching freely	— —
Prioritizing and planning: self-discipline, self-restraint, resistance to temptation	— —
Imagination: creative and unique thinking	— —
Development: increasing mental acuity	— —
Actualization: awakening my genius within	— —
Broad-minded: open to different ideas and beliefs	— —
Adventure: seeking stimulating experiences, having a mentally exciting life	— —

Vocational:

Inspiration: serving a higher purpose or calling	— —
Self-direction: choosing my own goals, doing what I love, actualizing my own career dreams	— —
Independence: self-reliant, self-sufficient	— —

Ambition: high achievement, aspiring and hardworking	— —
Leaderships: inspiring others to greater productivity	— —
Growth: attracting a greater quality and quantity of clients/customers/attendees/patients	— —
Quality: providing greater service to clients	— —
Excellence: mastering the skills of my profession, pursuing excellence, being #1	— —
Accountability: embracing consequences for decisions and actions	— —
Competence: being more capable, efficient, and effective in my business	— —
Professionalism: adhering to behavioral and appearance guidelines	— —
Responsible: obedient, dutiful, meeting obligations, dependable, reliable	— —

Financial:

Perspective: appreciating the importance of money and valuing what it offers humanity	— —
Ingenuity: searching for creative ways and means to serve and make money	— —
Prudence: making deals, creative financial negotiations, shopping for bargains	— —
Balance: maintaining fair exchange, reciprocity, non-indebtedness	— —
Security: saving money, investing	— —
Development: building self-worth and self-respect	— —
Savvy: balancing emotions to more effectively and consistently manage money	— —
Acumen: managing, budgeting, or spending money, energy, and resources wisely	— —
Growth: building wealth/net worth, amassing a fortune and material possessions	— —
Taking chances: calculating and taking risks, speculating	— —
Protection: preserving wealth	— —
Contribution: philanthropy, charity	— —

Familial:

Attention: spending time, connecting, or interacting with family members	— —
Fulfillment: setting realistic expectations with relationships; breaking fantasies and myths	— —
Clear communication: dissolving judgments and communicating in terms of values	— —
Intimacy: mature sharing of love, including sexually	— —
Resolution: managing conflict with family of origin or family of choice	— —
Caring: meeting the needs of others	— —
Providing: creating a quality home/nest for family members	— —
Security: safety for loved ones	— —
Respect: honoring parents, elders, and others	— —
Inspiring: encouraging children to achieve their own path of full potential	— —
Educating: helping children to expand their opportunities	— —
Adventure: traveling on vacations and exploring with loved ones	— —

Social:

Leadership: leading or commanding others toward or to a worthy cause	— —
Power: desiring prominence, authority, control, or influence over others and events	— —
Recognition: respect, approval by others—maintaining public image	— —
Order: initiating transformation—raising socioeconomic standards and stability	— —
Contribution: working for the welfare of humankind	— —
Equality: equal opportunity for all	— —
Belonging: feeling that others care about me	— —
Security: protection from self or enemy	— —
Justice: upholding ethical and legal principles, righting perceived injustices	— —
Respect: honoring rights to dignity, independence or privacy, polite manners, courtesy	— —
Friendship: shared loyalty to and empathy for friends or group	— —
Tradition: preservation of time-honored customs	— —

Physical:

Well-being: maximum wellness	— —
Nutrition: maximizing or maintaining adequate and quality eating habits	— —
Moderation: integrating extremes of sensation or action	— —
Building strength and tone: exercising and stretching muscles	— —
Vitality: building endurance and stamina, keeping dynamically active	— —
Maintaining beauty/handsome attraction: clean, neat, well presented or dressed and tidy	— —
Self-indulgent gratification of physical desires: enjoying food, sex, leisure, etc.	— —
Seeking daring adventures: taking risks	— —
Esthetics: appreciating the beauty of nature and the arts	— —
Ecology: protecting the environment, preserving nature	— —
Independence: freedom of action, spontaneous action, freedom to travel the world	— —
Variety: a life filled with challenge, novelty, and change	— —

Allow yourself the time to record what you observe, pause and reflect, then complete the ranking. Your values list is an ongoing process, not a static thing. It’s an incredible tool for self-awareness, and you’ll require this clarity as you move on to the next chapter, which helps you link your values with your loved ones’ values.

Do Values Change?

Certainly, major milestones can cause values to shift. Life-threatening illness, midlife crisis, the birth of a child—anything that triggers people to reassess and rethink what’s important to them may alter a values system, either reordering things or introducing new values altogether. That’s why it’s important to continue to talk about your values with those who are important to you: Everyone needs to stay attuned to what may have changed.

You can consciously choose to make a shift in your values, by the way. You can intentionally give yourself a “midlife crisis,” rather than waiting for whatever life seems to hand you. You might decide to do this if you’re ready for different results in your life. Let’s say you’ve been single for a long time. Because you’ve gone through the process of figuring out your values, plus you’ve gotten feedback from former romantic interests, you’re aware that familial and social values rank dead last for you—and you realize that may not be ideal if you want to create a so-called committed relationship with someone. Or let’s say you want to make a change in the course of your financial life: You’d like to start amassing some wealth, but you know it won’t happen until you raise your ranking on the value of saving and investing.

Here’s how you’d do it: Write 100 to 200 benefits of how the value you would love to raise in ranking can serve you. Following the examples I just mentioned, what are 100 to 200 ways you’ll be served by sharing your life with someone in a “committed” relationship? Or what are 100 to 200 ways saving and investing money will serve you?

Next, decide where you’d like this value to rank in your list. Take a look at the two values on either side (the one ranked higher and the one ranked lower), and write 100 to 200 specific benefits of how this value will help you with each of the other two. Let’s say you want to put the value of saving money and building wealth between the values of raising your children

and traveling the world. You'd ask yourself, *How will saving money and building wealth help me raise my children? How will saving money and building wealth help me travel the world? How specifically?*

What you're doing is dissolving the perceived voids that determine your values. In physics, a void is a separation in space-time, and so it is in your life. A value is that which you'd love to experience or fulfill at even greater levels—right now, you experience it as separation. When you shift your values, you change your perception of what's lacking (higher priority voids/values) and what's abundant (fulfilled, and therefore lower priority, voids/values). You actually perceive a greater oneness with those values that are lower on your values hierarchy. They appear already more fulfilled or satisfied and therefore less important to strive for. They seem sufficient or adequate at that moment.

I guarantee this exercise works. It causes your mind and brain to rewire itself and see new possibilities that they didn't before. It gives you new reasons—reasons you already thought were important—to attend to the newly elevated value now. This is similar to the linking exercise you'll be doing to connect your own and someone else's values; it's just that you're speaking to yourself in terms of your own values.

You can literally alter your destiny by altering your hierarchy of values. In other words, your hierarchy of values dictates your destiny, because your values move you toward or away from certain things in life. Remember that, if you decide to order your values to support you in achieving specific goals, you're wise to choose goals that are reasonable and truly attainable. A goal of only a "happy" marriage forever and ever isn't reasonable, but a goal of being with someone who contributes to balancing you by both supporting and challenging you, so that you can unfold what you feel is most inspiring to your heart—now that's reasonable and attainable. The second goal includes the understanding that someone will equilibrate you, that they will bring you down when you're inflated or experiencing an extreme high, and vice versa, so that together you can participate in the journey of learning about each other and yourselves.

Actions to Create More Fulfilling Relationships

Link your values. List your top five values on one side of a piece of paper. List someone else's top five values on the other side of the paper; ideally, you'll choose someone who is significant to you, such as your mate or partner, someone you'd love to more effectively communicate with and appreciate. (Return to the earlier chapter if you need help identifying your values.) Now think of at least five ways that the other person's top value helps you fulfill your top value. Next, list at least five ways that your top value helps the other person fulfill their top or *first* highest value.

Then list five ways that your top value helps the other person fulfill their *second* highest value. Now list at least five ways that the other person's second highest value helps you fulfill your top value.

Then list five ways that your top value helps the other person fulfill their *third* highest value. Now list at least five ways that the other person's third highest value helps you fulfill your top value.

Then list five ways that your top value helps the other person fulfill their *fourth* highest value. Now list at least five ways that the other person's fourth highest value helps you fulfill your top value.

Then list five ways that your top value helps the other person fulfill their *fifth* highest value. Now list at least five ways that the other person's fifth highest value helps you fulfill your top value.

Then link your second highest value with the other's top value and their second highest, then third, fourth, and fifth too. Then link your third highest value with the other's top value and their second highest, then third, fourth, and fifth also. Then link your fourth highest value with the other's top value and their second highest, then third, fourth, and fifth again. Then link your fifth highest value with the other's top value and their second highest, then third, fourth, and fifth until all five of your highest values are thoroughly linked with all five of their highest values. When this is thoroughly done, a new door for communication and, if desired, intimacy is opened.

Here's a short example of what linking only the first and first, first and second, and second and second highest values together might look like:

My #1 Value:

Family

How my mate's #1 value of *financial success* helps me fulfill my value of *family*:

Frees me to choose the kind of child care we want and if we want it at all.

Gives the kids a role model for making plenty of money while doing what you love.

Gives us the resources to plan for our children's future and even see beyond that to our grandchildren and other descendents.

Provides amazing opportunities to travel as a family and experience wonderful vacations together.

Gives all of us a sense of security and comfort that allows us to focus on other endeavors.

My Mate's #1 Value:

Financial Success

How my #1 value of *family* helps my mate fulfill his value of *financial success*:

Keeps him aware that there's more to life than work, so he's more "human" and likable in the business world.

Creates a beautiful home environment that's warm and inviting for entertaining colleagues and clients, and for deal-making.

Constantly teaches him the crucial money-making skills of true listening and staying in the present moment.

Ensures there's always nutritious food in the house so he doesn't have to think about eating right and keeping his energy up.

Forces him to take a rest every now and then so he can go back to work revitalized.

**My #2 Value:
Spiritual Connection**

How my mate's #1 value of *financial success* helps me fulfill my value of *spiritual connection*:

Gives me the resources to dedicate parts of our home as "retreat" spaces.

Helps me see how monetary pursuits can be infused with spiritual intention.

Allows me to give generously to organizations and places of worship in which I believe.

Helps me perceive the similarities between financial prowess and spiritual guidance.

Gives me the freedom to focus on elevated ideas instead of our survival.

How my mate's #2 value of *professional development* helps me fulfill my value of *spiritual connection*:

Grounds me in practical action so I don't become a spiritual "space cadet."

Introduces me to all kinds of people with all kinds of beliefs, which reinforces or expands my own spiritual understandings.

Gives me opportunities to find the spiritual in the seemingly mundane.

Gives me time alone to pursue my spiritual practice.

Takes me to parts of the world I might not otherwise seek or see.

**My Mate's #2 Value:
Professional Development**

How my #1 value of *family* helps my mate fulfill his value of *professional development*:

Gives him common ground to discuss with his peers.

Provides him with various mentors from my side of the family.

Opens doors to professional opportunities through my connections with the kids' schools and extracurricular activities.

Inspires him to continue to love learning the way the kids do.

Nurtures him so he feels ready to take risks at work.

How my #2 value of *spiritual connection* helps my mate fulfill his value of *professional development*:

Helps him keep an open mind about what will "work" and what won't.

Challenges his intellect and reminds him to constantly approach new things with a student's mind and heart.

Helps him appreciate where he is right now while he strives for the next level—helps him love himself and others whether they're "achieving" or not.

Creates an environment that spurs learning and inspiration.

Gives him "permission" to pursue what he loves.

