

4 QUESTIONS INSTRUCTION SHEET FOR LIFE PURPOSE CLARIFICATION

In coaching individuals to clarify purpose, the goal is to come up with a concise, clear, and powerful definition of life purpose for the individual being coached. Remember that we are defining life purpose as something general enough that it can be applied through any career, and in fact, through any moment in time and through any particular activity. The following procedure can be used with remarkable results. Write down all answers to questions and be sensitive to the emotion in each response. Wherever there is the most emotion indicates where the passion lies. You can assess this by noticing when *you* feel inspired by what your client is saying.

- An opening statement can be: First we will clarify and come up with a definition of life purpose, then we will look at how you can use it to improve the quality of your life and create direction toward your dream career or the most direct way you can fulfill your purpose through career.
- Question 1: What do you love to do that makes the world a better place or contributes to the lives of others? Many answers will be a definition of job or career: “I am a carpenter,” or “I love to write.”
- Question 2: If the answer is about job and not purpose—What is the most profound experience or quality that you would like others to receive as a result of experiencing your _____ (writing for example)?
- Question 3: What is the quality or guidance that you did not receive enough of as a child that you wish you had more of, the most important thing?
- Question 4: How does it feel when you give others _____ (what the individual didn’t get enough of)? It is rare that an emotional response doesn’t come out of this questioning. In fact, usually people light up like the sun. Occasionally you may come across someone who does not connect to this question. In those cases, you can ask: Are you a person who isn’t generally connected with your feelings? The answer will usually be yes. In this case offer the guidance that they do some work to connect with their feelings, because this is what will clarify and ultimately ignite their passion, purpose and success. You can also emphasize that if what you didn’t get enough of inspires you to create it in the world, then it is your greatest asset.
- Look over the answers you have written down. Usually the clearest response will be related to what they didn’t get. Ask them (or offer if you have clear intuition) to formulate a definition of life purpose based on what they have said. Help to streamline it until you see or feel that light go on. Once the statement has been composed, check one more time to see if the words used have the greatest passion possible by comparing them to the childhood deficiency words.
- Begin illustrating how applying this purpose in their life on an ongoing basis will increase the quality of life, clarify their life purpose, and create opportunities.
- Question 5: If there is time (or as a follow up) ask what would be the most exciting and direct way to fulfill your purpose? Where would you like to be in 5 years?