

RAM Thinking & Values

Workbook

Let's go!

RAM Thinking & The Values Pyramid

RAM Thinking is the shorthand formula I used to create the life I wanted:

Results = Action + Mindset

R=Results

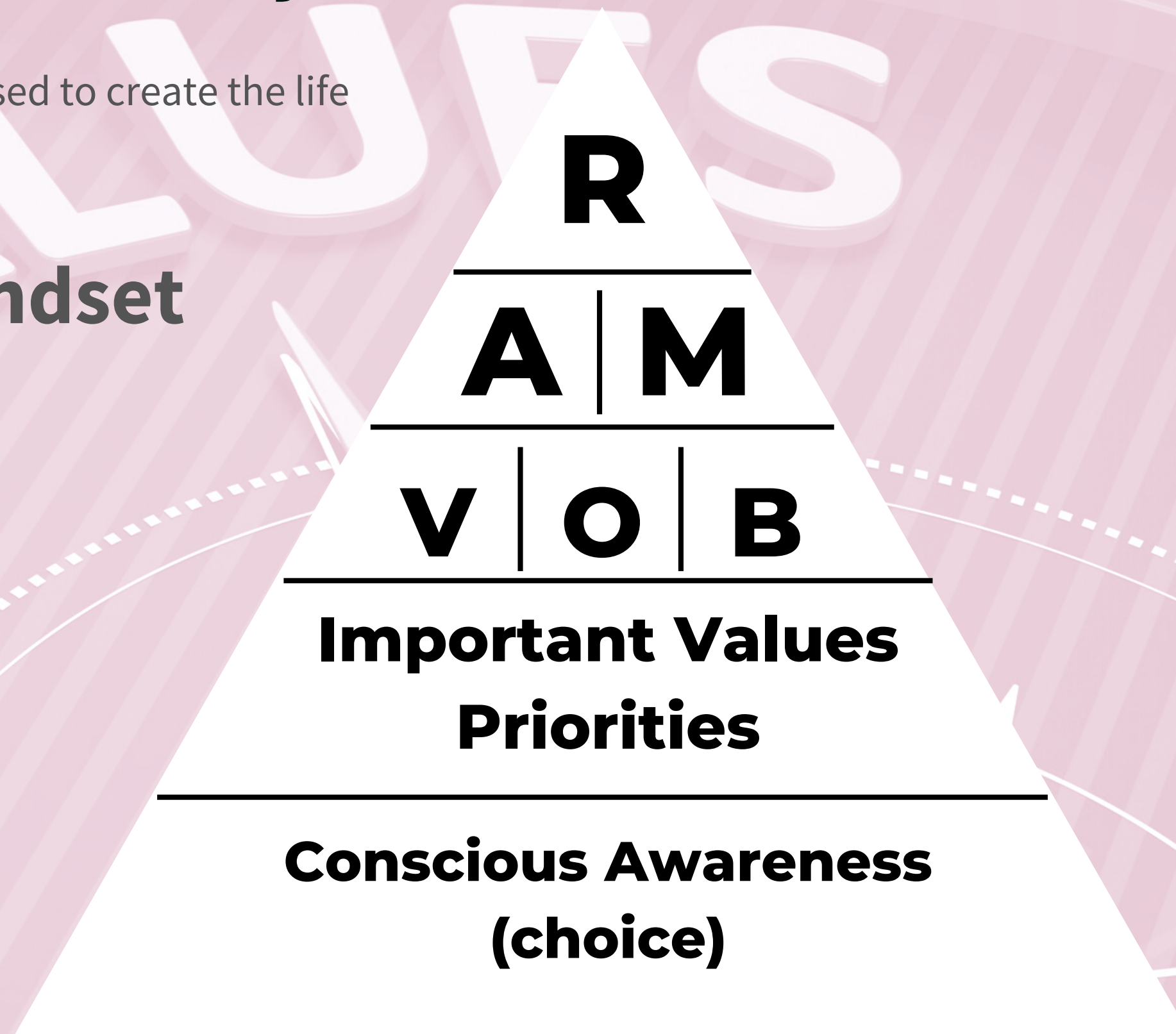
A=Action

M=Mindset

V=Views

O=Opinions

B=Beliefs



Values

Your values are what point the needle of your personal compass, making it possible to live a life that is meaningful to you.

They represent your heart's deepest desires for the way you want to live and behave as a human being. They are the stepping stones along the path of being truly – you.

In the absence of understanding your own personal values, you could easily violate them without even knowing it. How would you know? Unexplained feelings of guilt and shame.

Research has shown myriad benefits of having a clear set of core values, including:

- Enhancing self-discipline skills.
- Creating stronger personal connections.
- Reducing the chances of engaging in destructive thought patterns.
- Increasing the ability to handle stress and physical pain more easily.

Making it easier to make big life decisions, establish career goals, and develop lasting relationships.

Values Pyramid

This pyramid works from the bottom up.

Your conscious awareness (being aware of what you're aware of) informs your values, your opinions and your beliefs.

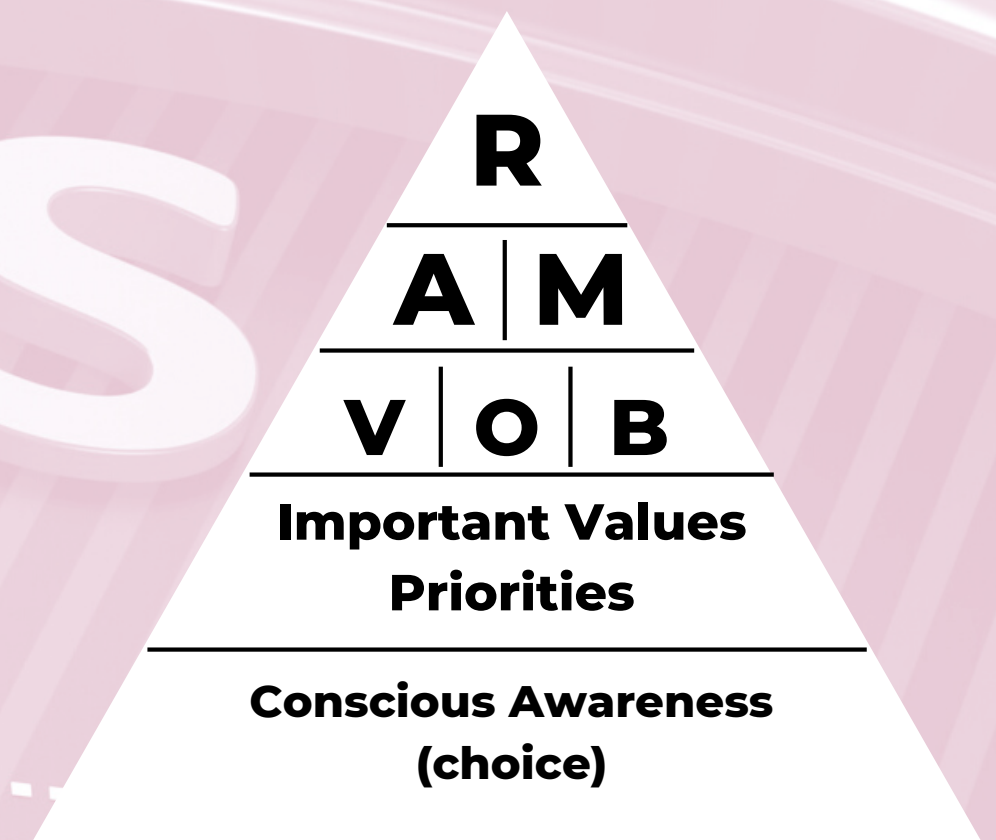
And those Values, Opinions and Beliefs are what informs and shapes your mindset – and propels you to take the actions you take.

And it's your mindset – and the resulting action – that create the reality you're living right now.

If R isn't what you want – let's go below that and figure out what's happening there – first.

We live by what we believe because our lives ARE what we believe.

This is how thoughts become things – how we create our reality.



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Intrinsic Values

Your intrinsic values represent what motivates you and brings you satisfaction in your life.

These are critical, intangible rewards that guide you every day.

How important (on a scale of one to five; five being most important) are these intrinsic values to you?

1. _____ Career variety/change
2. _____ Being an authority
3. _____ Influencing others
4. _____ Helping others
5. _____ Having adventure
6. _____ Helping society
7. _____ Taking risks/have physical challenges
8. _____ Feeling respected for your work
9. _____ Competing with others
10. _____ Having lots of public contact and/or being social
11. _____ Being on the cutting edge
12. _____ Engaging in precision or exacting work
13. _____ Having a sense of achievement

Lifestyle Values

Your lifestyle values are the ones you associate with the way you want your life to be lived, where, how and with whom. Your relationships with money, time and ego are heavily represented here.

How important (on a scale of one to five; five being most important) are these lifestyle values to you?

1. _____ Spending time with family
2. _____ Saving money
3. _____ Owning a nice home
4. _____ Living close to work
5. _____ Living simply
6. _____ Having fun and/or engaging in hobbies or extracurriculars
7. _____ Being involved in politics
8. _____ Being active in your community
9. _____ Taking trips and vacations to destinations far from home
10. _____ Living in a big city
11. _____ Living close to sports/recreational facilities

Extrinsic Values

Your extrinsic values are what motivate and bring you satisfaction – at work.

Also intangible, your career values include the work environment, job titles, benefits and compensation, growth opportunities and more.

These values are highly important to get clear because not doing often leads to feelings of being trapped professionally.

How important (on a scale of one to five; five being most important) are work conditions to you?

- | | |
|--|--|
| 1. _____ Being wealthy | 8. _____ Being able to set your own hours; having flexibility |
| 2. _____ Traveling often for work | 9. _____ Having control and/or power and/or authority |
| 3. _____ Being highly compensated | 10. _____ Achieving intellectual status |
| 4. _____ Being an entrepreneur | 11. _____ Being recognized through awards and/or honors and/or bonuses |
| 5. _____ Achieving prestige or social status | 12. _____ Being part of a team and/or collaboration |
| 6. _____ Working in a fast-paced environment | 13. _____ Working in an aesthetically pleasing environment |
| 7. _____ Having steady, regular work hours | 14. _____ Working in a high-risk environment |

How It All Adds Up

- Once you have completed all three checklists, write down every value you rated as a 5. If you have less than five rated at 5, add the values you rated as 4s to the list.

IMPORTANT: If your combined list of 4s and 5s has more than 20 values, you must stop and prioritize your list.

To prioritize:

1. Select 4 or 5 (no more) values from each category.
2. Analyze which of the three categories is most important to you.
3. Consider how each is reflected in the work you currently do or in the position you would like to find.
 - Look for overlap or values that seem to go together, such as "be wealthy" from Extrinsic Values and "save money" from Lifestyle Values.
 - If there is no overlap or compatibility between categories, or if everything is important to you, then reprioritize your list by selecting your top 10 values. Then narrow that list down to the five values you absolutely need both on and off the job.
 - Lastly, write 2 or 3 sentences describing how your values correspond to your ideal job and lifestyle.

If you notice that what motivates you is actually a reward or already part of your lifestyle – congratulations!!! You are living your values.

Final Thoughts



You got this!

Above all else - remember that there is no right or wrong here. There is only you and what you value in and about your life. I promise you that RAM Thinking WILL change your life - if you get clear about the life you want.



You got me!

My programs, plans and teachings are all rooted in RAM Thinking. Reach out if you'd like to know more.

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Thank you!

Hope this is helpful for you. Let me know if I can answer any questions.