



Heart

1. Reflect on the times you have felt proud about your work. What made you proud?
2. In the arc of your life, reflect on those decisions that were greatly meaningful for you. What was meaningful about them?
3. If this were your last day on the planet, what contribution through your work, if accomplished, would give you a sense of completion? Conversely, what work, if not moved forward, would give you a sense of regret on your last day?
4. What makes you really sad or angry about the world enough that you would want to be the change through your work?
5. Reflect on the times you have felt stuck in your work. What was missing that made you feel stuck? What got you unstuck?
6. Reflect on the times you have gotten a thrill of joy through work. What was the thrill about?
7. If you have not yet started out in professional work, reflect on what calls to your heart. What do you see that is sweet and inviting? Or sad and needs a change?
8. When have you felt alive in your life through work? What was that like?

Habit

1. What shows up when you show up?
2. What is a habit pattern people have noticed about you since you were a child?
3. What is something you have not been able to stop doing, even when people have asked you to?
4. What is an orientation that you bring to every project you do?
5. What habit pattern have you known to be a great blessing and a great curse at the same time?
6. Can you validate your deepest habit pattern by explaining how it has shown up in every major decision of your life?

Head

1. What have you earned the right to teach a class on, or write a book about?
2. In what professional area or intersection of areas are you an expert?
3. What professional area are you passionate about?
4. In what profession have you published, or given conference presentations?
5. What is a space-creating professional distinction that uniquely describes your work?
6. What distinction can you declare as a profession or work that you will bring into existence?
7. What profession beckons to you naturally as something you want to grow into and make your unique contribution?
8. What distinction describes a body of work that will allow you to honor your heart and habit?



Heart	Habit	Head
<p>Principle 1: Externalize, don't internalize</p> <p>Principle 2: Listen for emotion</p> <p>Principle 3: Watch out for fluency</p> <p>Principle 4: Watch out for platitudes</p> <p>Principle 5: Start where you are</p> <p>Principle 6: Contextualize in action</p>	<p>Principle 1: It's not a decision</p> <p>Principle 2: It's our oldest and deepest skill</p>	<p>Principle 1: You have earned the right</p> <p>Principle 2: You are drawn to it</p> <p>Principle 3: Your habit is legitimized</p>
<p>Test 1: It takes work to make it happen</p> <p>Test 2: Triangulate with life decisions</p> <p>Test 3: Listen for your reverence</p> <p>Test 4: Yes, this is me</p> <p>Test 5: Triangulate with conditioning</p> <p>Test 6: Check for directionality</p>	<p>Test 1: It gets you in trouble</p> <p>Test 2: It is a superpower</p> <p>Test 3: It is a repeated pattern</p>	<p>Test 1: Prosaic, not inspirational</p> <p>Test 2: Clarity on strategy</p> <p>Test 3: Validity of narratives</p>