



First, Know What You Want

The Journal

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How To Use Your Journal

This is the companion journal to '[First, Know What You Want](#)'.

It's designed to give you the space and freedom to play with the exercises along with plenty of room to capture all your ideas in one place.

It's your journal - feel free to scribble, cross things out, doodle all over it. Do all the exercises or none of them. It's up to you.

You might like to print it now.

Buy The Book

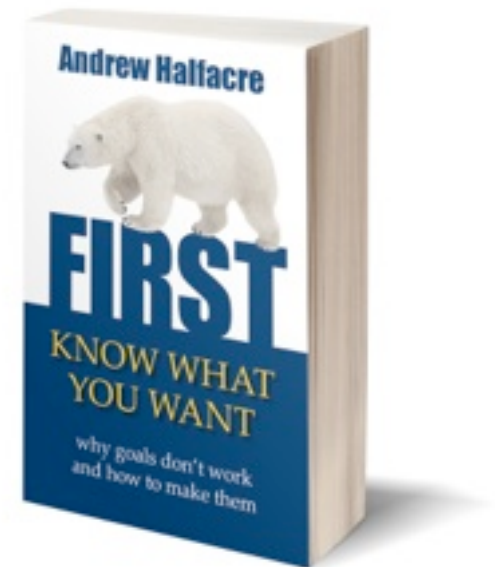
To get the most from these exercises use the coaching notes you'll find in the book.

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You can read it on your PC or mobile device and write here in your Journal.

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First

**Are
You
Ready
To
Know
What
You
Want?**

How would you convince a close friend that you've made a firm decision to know what you want?

sign here

date

I have decided that I WILL know what I want. I will give myself every possible assistance to know what I want.
And nothing will stop me.

Start Small

First, learn to win.

Start Small

It's OK to have small goals, especially ones that you are going to achieve easily. Success breeds success. Do not worry if what you want is easily achievable. Achieving your goals, no matter how small they are, will get you into the habit of being someone who is a success at finding out what they want and getting it.

How To Use This Exercise

Start small, with five things you want to achieve before you sleep tonight. Your list might look like this:

- * To mow the grass
- * To eat well and enjoy my food
- * To talk to my partner
- * To take the dog for a walk
- * To renew the tax for my motorbike

When you are happy and comfortable with your list, do it again, this time for the end of the week, then the end of next week. Repeat for seven days, making them small enough to guarantee a win every time.

Lastly, pick one thing that is small enough for you to guarantee you will achieve it by the end of the month.

Fix it to win: Decide / Act / Get

Keep doing this exercise until you get every small thing you have listed here. The most important thing is not what you achieve but that you practice making a decision, taking action and getting the result. Each time you do this you build the skill of knowing what you want.

List five things you will achieve before you sleep tonight:

- ✓
- ✓
- ✓
- ✓
- ✓

Now five things you will achieve before the end of next week:

- ✓
- ✓
- ✓
- ✓
- ✓

Now five things you will achieve before the end of the week:

- ✓
- ✓
- ✓
- ✓
- ✓

Now one thing you will achieve before the end of the month:

- ✓

Repeat until you can keep any promise you make to yourself...

Start Navigating By Desire

(Not Mood)

“I want...”

v.

“I feel like...”

You have to choose.

Squash The Bugs

Every unresolved issue or broken promise steals time and attention from what you want

List everything that bugs you:

Use What You Don't Want

If you are good at knowing what you *don't* want then take advantage of this. Use it to reveal what you want instead.

How To Use The Exercise

Pick a life area like, say, **My Job** then on the left hand side make a list of all the things that you don't want, don't like, annoy you, or you dislike. Do your best to make them specific:

- * *I don't like that I can't see the sun where I sit*
- * *I hate being interrupted all the time*
- * *I'm fed up with the travelling*
- * *I never want to be an accountant*

And so on:

Empty your complaints onto the page, capture everything, big and small. Have a good moan on paper and dwell on this for a bit. 'Given a choice, if I had a totally free hand, **What don't I want** to have in **my job**?'

Got it all? OK now take the first one and ask yourself *What do I want, instead?* Give this a little bit of thought, it may be the opposite or it may be something quite different. Note down your answers.

- * *I don't like that I can't see the sun where I sit*
- * *What do I want instead?*
- * *Actually what I want is to be outside more often, (funny, I never realised that before)*
- * *I want to work with nature not numbers*

Take each of your dislikes or 'don't wants' in turn and note down your answer to the question "*What Do I Want Instead?*"

I don't want:



I want:



What do you want instead?

Make A Wish List

Turn your wishes into actions. Someone told me that you can have anything you want if you are willing to ask 1,000 people. Or achieve any goal if only you are willing to think of 1,000 actions and then do them.

Chop your elephants into mouth sized chunks

How To Use This Exercise

1. Make a list of all your wishes. All of them. Even the ones you don't think you have a chance of getting.
2. Pick one.
3. Do a wild, unhinged brainstorm of all the likely or possible steps you could take to make this happen.
4. Pick one.
5. Break it down into one or many bite size actions that are small enough to start today.
6. Then start.

I Wish:

Small Steps Towards My Wish

Big Chunks Towards My Wish



Find Your Talents

Your talents are sitting there in plain sight. They are the things you do so naturally you may have overlooked them. Remember, it's not how you view them that matters, it's how they look to the rest of us.

How To Use The Exercise

Make a list of all the things which you find dead easy but you notice that other people struggle with. Make a particular note of things that are as natural as breathing but don't appear to be so for others.

Keep listing things, even if you doubt it is a talent. Also list the things you love doing, regardless of your competence.

Where Does Your Talent Shine?

Look at the list of talents you jotted down and have a think about where you would have to be for that talent to shine. Write it down next to the list above. You may get an insight about a move you need to make.

Pulling New Talent Out Of You

What scares you? What scares you AND might help you discover a new talent?

Get the idea? Make a list now of things that scare you, that might lie in the future and could help you unlock new talents. What lies in your future that might be the making of you?

Things I do more easily than other people / love doing:

Ideas and situations that scare me but might unlock a talent:

The Power Of Keeping Score

You have an ideal for every area of your life. But what exactly is it and how close are you? Aim for a faster turning wheel of life and balance your wheel so that you can pick up speed.

Learn to rate your current situation quickly and pick small actions that will move you closer to 10/10.

The Wheel Of Life

Give each segment a name:

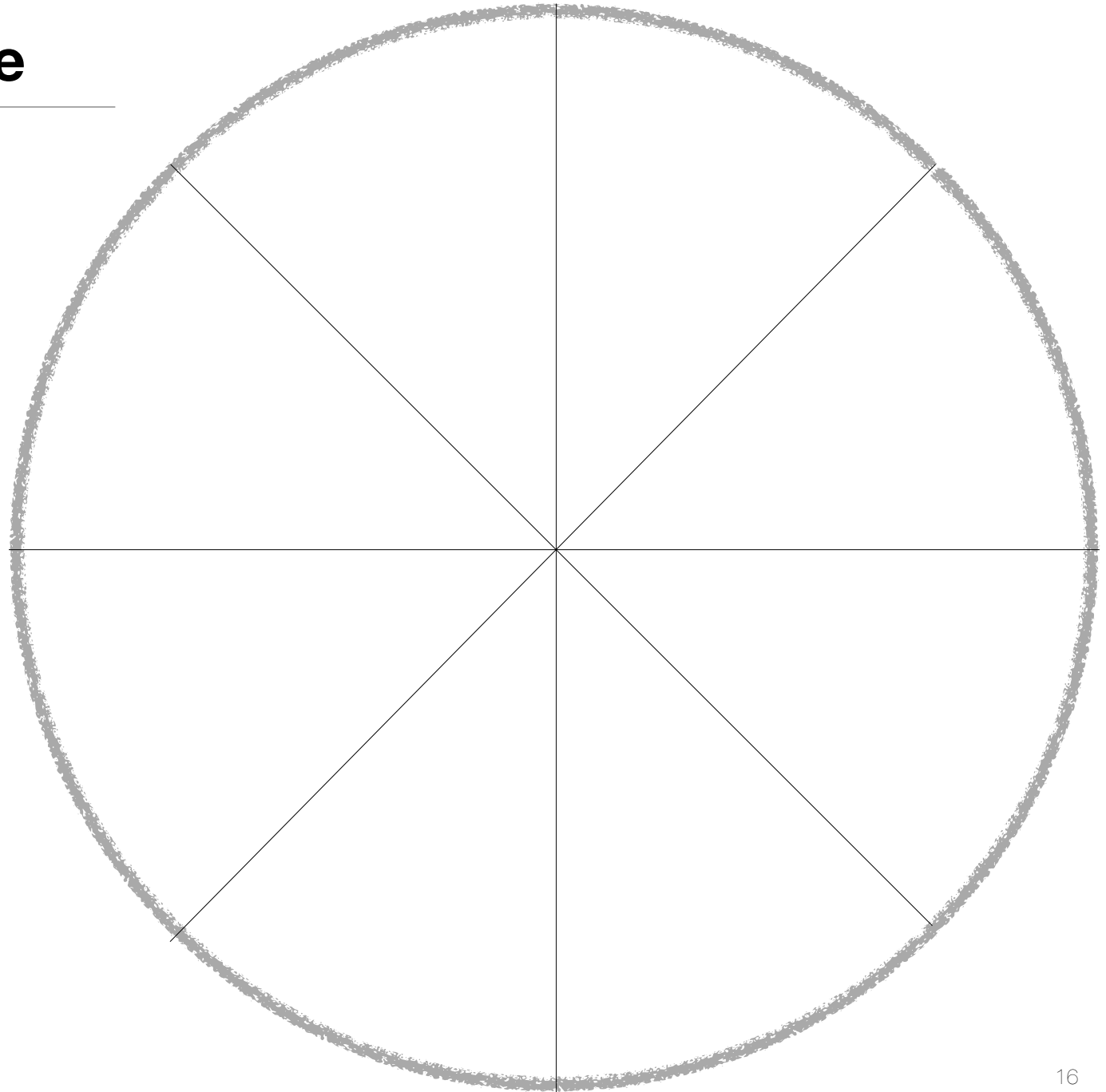
- ▶ *Health & Fitness*
- ▶ *Money*
- ▶ *Career & Job*
- ▶ *Personal Relationship*
- ▶ *Personal Growth*
- ▶ *Spiritual*

Score each area out of 10

Colour in each segment to reveal how your wheel runs

Use the tables on the following pages to understand how to bring your life back into balance.

A smoother wheel of life will run faster than a bumpy one allowing you to get more done, more quickly.



Identify the gap between where you are now and where you would like to be. Use this to prompt some small actions to bring your whole life back in balance.

How To Use The Exercise

Start by colouring the squares beside the title in each area to show your score. Draw it as a Wheel Of Life if you like.

Now for each area, build a picture of what 10/10 means for you.

- What will you **see** when you have this area of your life at 10/10?
- What will you **hear** others saying or be saying to yourself?
- How will you **feel**?

If you know what 10/10 is and you know where you are now, then you can begin to think of some of the things you want to do to change or improve this area of your life. So,

What is one thing you can do, starting now, to improve your score?

| | | | | | | | | | | |
|--------------------------------------------------------------------------------------------------------------------------------------|---|---|---|---|---|---|---|---|---|----|
| Career & Business | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| <p>What would 10/10 be like?</p> <p>See:</p> <p>Hear:</p> <p>Feel:</p> <p>What is one thing I can do to improve my score?</p> | | | | | | | | | | |

| | | | | | | | | | | |
|--------------------------------------------------------------------------------------------------------------------------------------|---|---|---|---|---|---|---|---|---|----|
| Family | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| <p>What would 10/10 be like?</p> <p>See:</p> <p>Hear:</p> <p>Feel:</p> <p>What is one thing I can do to improve my score?</p> | | | | | | | | | | |

Identify the gap between where you are now and where you would like to be. Use this to prompt some small actions to bring your whole life back in balance.

How To Use The Exercise

Start by colouring the squares beside the title in each area to show your score. Draw it as a Wheel Of Life if you like.

Now for each area, build a picture of what 10/10 means for you.

- What will you **see** when you have this area of your life at 10/10?
- What will you **hear** others saying or be saying to yourself?
- How will you **feel**?

If you know what 10/10 is and you know where you are now, then you can begin to think of some of the things you want to do to change or improve this area of your life. So,

What is one thing you can do, starting now, to improve your score?

| Relationship | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|--------------------------------------------------------|---|---|---|---|---|---|---|---|---|----|
| What would 10/10 be like? | | | | | | | | | | |
| See: | | | | | | | | | | |
| Hear: | | | | | | | | | | |
| Feel: | | | | | | | | | | |
| What is one thing I can do to improve my score? | | | | | | | | | | |

| Personal Growth/Development | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|--------------------------------------------------------|---|---|---|---|---|---|---|---|---|----|
| What would 10/10 be like? | | | | | | | | | | |
| See: | | | | | | | | | | |
| Hear: | | | | | | | | | | |
| Feel: | | | | | | | | | | |
| What is one thing I can do to improve my score? | | | | | | | | | | |

Identify the gap between where you are now and where you would like to be. Use this to prompt some small actions to bring your whole life back in balance.

How To Use The Exercise

Start by colouring the squares beside the title in each area to show your score. Draw it as a Wheel Of Life if you like.

Now for each area, build a picture of what 10/10 means for you.

- What will you **see** when you have this area of your life at 10/10?
- What will you **hear** others saying or be saying to yourself?
- How will you **feel**?

If you know what 10/10 is and you know where you are now, then you can begin to think of some of the things you want to do to change or improve this area of your life. So,

What is one thing you can do, starting now, to improve your score?

| | | | | | | | | | | |
|--------------------------------------------------------------------------------------------------------------------------------------|---|---|---|---|---|---|---|---|---|----|
| Health & Fitness | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| <p>What would 10/10 be like?</p> <p>See:</p> <p>Hear:</p> <p>Feel:</p> <p>What is one thing I can do to improve my score?</p> | | | | | | | | | | |

| | | | | | | | | | | |
|--------------------------------------------------------------------------------------------------------------------------------------|---|---|---|---|---|---|---|---|---|----|
| Spirituality/Purpose/Contribution | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| <p>What would 10/10 be like?</p> <p>See:</p> <p>Hear:</p> <p>Feel:</p> <p>What is one thing I can do to improve my score?</p> | | | | | | | | | | |

Clear The Decks For Inspiration To Land

Sometimes inspiration can't land because there is too much stuff in the way.

Inspiration is a delicate, flighty creature who is likely to stay away if she sees too much clutter.

| | | | |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| <p>Make a giant ToDo list. Your aim here is to get it all out of your head. Use one card or slip of paper per item so they are easier to sort. Start every day with a list of things todo and cross it off as you go. At least once a week, sort through ALL your jobs and plan for the coming week.</p> | | <p>File or throw away any unused papers.</p> | |
| <p>Put ALL your appointments in a calendar - get them out of your email. Refer to it daily. Plan your time. Stick to it.</p> | | <p>Clean out all filing cabinets. Throw away unused materials</p> | |
| <p>Clean up your house, and/or your office. Imagine an important visitor was coming who you wanted to impress. Clean up for yourself as if you were that important visitor.</p> | | <p>Clean off the top of your desk. Throw away any unneeded papers. File all papers you don't throw away.</p> | |
| <p>Clean up your car - inside and out. Get it serviced.</p> | | <p>File any past tax or business filings.</p> | |
| <p>Throw away everything you don't use, haven't used in six months, or which is outdated. (Keep and file all business receipts.)</p> | | <p>Get your chequebook balanced. Get all financial statements (Profit & Loss and Balance Sheet) up to date. Keep them up to date. You need to know where you are with money. It only works for you if you pay attention to it.</p> | |
| <p>Organise all your papers.</p> | | <p>Pay all your bills or arrange / agree when you will pay them. Keep those agreements.</p> | |

| | | | |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| <p>Make a list of everyone who owes you money, or who has borrowed things. Write or call and ask for the money (or the thing borrowed), or cross the person off the list and decide it is complete.</p> | | <p>Make a list of all the agreements you've made. Fulfil all past agreements. Renegotiate and make new agreements with any that you that can't fulfil.</p> | |
| <p>Make a list of all the things you have started but not completed. Complete the list, or cross it off and decide not to do it. E.g. DIY jobs that are 95% done. Do the last 5% or they will continue to suck energy from you.</p> | | <p>Take total responsibility for your results. From now on, only say 'Yes' to something you know you can do. Do only what you can, delegate the rest. Never commit to more than you know you can do. Only make promises you can keep.</p> | |
| <p>Make a list of all the things you have started, are on going, and which are incomplete. Complete the list, or cross it off and decide not to do it.</p> | | <p>Pick one small thing you could do to take care of your physical body and start doing it. Build a new habit.</p> | |
| <p>Make a list of all the things which have been going on a long time but you have just not completed. Complete the list or cross it off and decide not to do it.</p> | | | |

Live Now

My average life expectancy:

My age now:

Average number of years left:

| | | |
|-------------------------|--------------------------------------|------------------------------|
| People I want to meet: | Experiences I want to have: | Things I want to learn: |
| Toys I want to buy: | Relationships I want: | Things I should do: |
| Places I want to visit: | One thing I must do before I die is: | Contribution I want to make: |

Stop Thinking And Come To Your Senses

| | |
|--------------------------------------------|-----------------------|
| I most love LOOKING at: | How can I SEE more? |
| I most love TOUCHING: | How can I FEEL more? |
| I most love TASTING: | How can I TASTE more? |
| I most love HEARING: | How can I HEAR more? |
| I most love SMELLING: | How can I SMELL more? |
| My intuition tells me I would really love: | |

Stop Thinking And Come To Your Senses

What would I do on a weekend spent pleasuring my senses?

How can I make my workplace more sensual? (think about texture, colour, nature, even smells and tastes).

My Values: What Drives Me?

- Step 1: Pick an area of your life where you would like to understand your values: Eg. **(Work)**
- Step 2: Make sure you've chosen the right word for the area you picked: **(Work)** or 'Job' or 'Career' or 'Role' or 'Business'. Got that?
- Step 3: Now ask yourself 'What is important to me about **(Work)**?' and write down all the words that spring to mind until you have a list of 8 - 10 concepts. Your list will vary but it might include things like 'challenge', 'opportunity', 'variety', 'laughter' etc.
- Step 4: Look at your list and find the most important value. The one you would choose above all the others. Write it down at the top of a new list. Continue down with the second most important and so on. Group similar terms and if you are stuck between two then force yourself to choose.
- Step 5: Now rate your situation against your top most value. For example, if you said that 'Challenge' is the most important thing about **(Work)** then score your current situation out of 10. 10/10 means that value is totally satisfied at work. Continue down the list.
- Step 6: What have you learned? You can see why you feel about **(Work)** the way you do.

My Values For:

What's important to me about this area?

Now sort them
- most important to least important

-
-
-
-
-
-
-
-
-
-
-
-
-
-
-

My Top Three Values Are:

1.

2.

3.

Excavate Your Joy (and Then Follow It)

Track down all these times in your life when you felt joyful, connected or motivated and then, like an archeologist putting all the bones on the same table, work out what this tells you. Having excavated all these joyful achievements, what happens when you assemble them all? What themes or patterns emerge that tell you something about the kind of work, environment and groups where you fit?

What kind of creature are you, really?

Age 0 - 12

Start with your early years - between 0 - 12 years old. Now bring to mind a memory of an achievement that gave you joy. It may have been something as simple as the day you learned to ride a bike or ice skating for the first time or a sandcastle that you built with your dad. You are not looking here for achievements that others would recognise, only achievements that **you** enjoyed and felt good.

Think about this time and the achievement. Then answer the questions...

What did you accomplish that gave you the greatest sense of joy at the time?

What actually happened? - note down the details

What, specifically, made it joyful?

What abilities did you reveal by achieving this?

What general type or category would you put this in?

Who else was there? Note any significant people or things

Age 13 - 17

Now bring to mind a memory of an achievement that gave you joy.

You are not looking here for achievements that others would recognise, only achievements that **you** enjoyed and felt good.

Think about this time and the achievement. Then answer the questions...

What did you accomplish that gave you the greatest sense of joy at the time?

What actually happened? - note down the details

What specifically made it joyful?

What abilities did you reveal by achieving this?

What general type or category would you put this in?

Who else was there? Note any significant people or things

Age 18 - 22

Now bring to mind a memory of an achievement that gave you joy.

You are not looking here for achievements that others would recognise, only achievements that **you** enjoyed and felt good.

Think about this time and the achievement.
Then answer the questions...

What did you accomplish that gave you the greatest sense of joy at the time?

What actually happened? - note down the details

What specifically made it joyful?

What abilities did you reveal by achieving this?

What general type or category would you put this in?

Who else was there? Note any significant people or things

Age 22 - 30

Now bring to mind a memory of an achievement that gave you joy.

You are not looking here for achievements that others would recognise, only achievements that **you** enjoyed and felt good.

Think about this time and the achievement.
Then answer the questions...

What did you accomplish that gave you the greatest sense of joy at the time?

What actually happened? - note down the details

What specifically made it joyful?

What abilities did you reveal by achieving this?

What general type or category would you put this in?

Who else was there? Note any significant people or things

Age 31 - 40

Now bring to mind a memory of an achievement that gave you joy.

You are not looking here for achievements that others would recognise, only achievements that **you** enjoyed and felt good.

Think about this time and the achievement. Then answer the questions...

What did you accomplish that gave you the greatest sense of joy at the time?

What actually happened? - note down the details

What specifically made it joyful?

What abilities did you reveal by achieving this?

What general type or category would you put this in?

Who else was there? Note any significant people or things

Age 41 - 50

Now bring to mind a memory of an achievement that gave you joy.

You are not looking here for achievements that others would recognise, only achievements that **you** enjoyed and felt good.

Think about this time and the achievement.
Then answer the questions...

What did you accomplish that gave you the greatest sense of joy at the time?

What actually happened? - note down the details

What specifically made it joyful?

What abilities did you reveal by achieving this?

What general type or category would you put this in?

Who else was there? Note any significant people or things

Age 51 - 60

Now bring to mind a memory of an achievement that gave you joy.

You are not looking here for achievements that others would recognise, only achievements that **you** enjoyed and felt good.

Think about this time and the achievement.
Then answer the questions...

What did you accomplish that gave you the greatest sense of joy at the time?

What actually happened? - note down the details

What specifically made it joyful?

What abilities did you reveal by achieving this?

What general type or category would you put this in?

Who else was there? Note any significant people or things

Age 60 +

Now bring to mind a memory of an achievement that gave you joy.

You are not looking here for achievements that others would recognise, only achievements that **you** enjoyed and felt good.

Think about this time and the achievement. Then answer the questions...

What did you accomplish that gave you the greatest sense of joy at the time?

What actually happened? - note down the details

What specifically made it joyful?

What abilities did you reveal by achieving this?

What general type or category would you put this in?

Who else was there? Note any significant people or things

When You Followed Your Joy

Throughout your life what type of activity consistently produced the greatest sense of joy?

What do you most like about yourself?

What are you doing that you most like to do?

What patterns and trends do you observe in your answers so far?

Who are you being when you enjoy it the most?

Now, what action are you going to take so that you do more of what you love?

1% Progress

| | Now | Later | Future |
|----------|-----|-------|--------|
| Stop | | | |
| Start | | | |
| Continue | | | |

Twelve Rules For Knowing What You Want

1. Play with starting small - make it a daily habit to have an outcome for all the small things in your life.
2. Watch with amusement as your moods go by and practice asking 'what do I want?' instead of 'how do I feel?'.
3. List your bugs and see how many you can squash.
4. Dwell on what you don't want and then playfully ask 'What do I want instead?'.
5. Chop big wishes into chunks. Keep chopping until they are bite size. One mouthful at a time.
6. Notice what you are naturally good at - the things that amaze you when others can't do them as easily as you. You might have found a talent.
7. Score everything. Use scales. Make up an ideal wheel of life and pin it to your wall.
8. Sweep the decks so inspiration can land. Remember she's a flighty creature who does not want to soil the hem of her skirt. Make room for her.
9. Learn to live now. Make the most of this weekend. Set out to play with all the things, people, places and contribution that you want.
10. Stop thinking, and come to you senses. What do they tell you? Spend a day or two satisfying each of them with the most sensual thing you can find.
11. Understand what drives you so that you can say 'What's important to me about...is ...'.
12. Play with what makes you joyful or has brought you joy in the past. The surest direction for your future is to follow your joy.

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