

## Determining your values:

It is estimated that over 95% of the human population does not know what their values are. Values are defined by what is important to an individual in their life, not moral or ethical values (honesty, compassion, etc.). The only thing that a person is able to commit to in their lives is their values, because it is our values that help move us towards our life purpose. No two people on the planet have the same hierarchy of values. Many people lead unfulfilling lives simply because they are trying to live someone else's values instead of honoring and living their own.

In order to determine your values, please complete the following exercise. Try to be as specific as possible. Your values are determined by your actions, not your beliefs. Take a look at how you spend your life right now, not what you want to be doing or think you should be doing. You are always doing things that are in line with your values.

## Demartini Value Determination Process™

Answer the questions below to help you identify your hierarchy of values. Think about the things you love to spend your time doing, the things you love in your home/office, the things you always have energy to do no matter how tired you are, think about the things you find it easy to spend money on and look to see where in your life you are focused and disciplined and reflect on what the common things are that you love to think and talk about.

(List three items per question and try to be as specific as possible. For example, if you put items such as work, reading, watching television, etc. – ask yourself what it is about these activities that you specifically like.)

1. How do you fill your space \_\_\_\_\_

2. How do you spend your time \_\_\_\_\_

3. How do you spend your energy  
(What do you always have energy for)\_\_\_\_\_

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 most  
(that shows signs of manifesting) \_\_\_\_\_

8. What do you envision or visualize most  
(that shows signs of manifesting) \_\_\_\_\_

9. What do you internally dialogue about most  
(that shows signs of manifesting) \_\_\_\_\_

10. What do you externally dialogue about most  
(i.e what do you love to talk about) \_\_\_\_\_

11. What do you set goals toward most  
(that shows signs of manifesting) \_\_\_\_\_

12. What are you inspired by most \_\_\_\_\_

From what items you have written down above, pick out those which stand out to be the most important in your life and put them in the order of most important all the way down to what is least important.

***Hierarchy of Values:***

1st \_\_\_\_\_

2nd \_\_\_\_\_

3rd \_\_\_\_\_

4th \_\_\_\_\_

5th \_\_\_\_\_

6th \_\_\_\_\_

7th \_\_\_\_\_

Check to see if these selected values are also your greatest voids (what you think is most missing). Make sure they match up with your highest values. Remember your perceived voids give rise to your values. It is wise to re-evaluate your hierarchy of values quarterly (every three months) and keep records of the evolution of your destinies along your life's journey. With every change in value comes an identity crisis and a refinement of direction.

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Seven Areas of Life: (spiritual, mental, vocational, physical, familial, social, financial)

Now go back and identify which area of life each of your selected values corresponds to. You may find that you are very focused in a few areas of life and put little energy into others. Whatever area of life you are not empowered in, someone else will overpower you.

My life demonstrates that the areas of life that are most important to me are:

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My life demonstrates that the areas of life that are least important to me are:

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Demartini, J. (2013). *The Values Factor: The Secret to Creating an Inspired and Fulfilling Life*. Berkeley.