

# Module 5 - Know Your Personal Success Vision

## OBJECTIVE

Knowing and trusting your unique personal success vision is one of your most powerful assets. Your personal success vision gives you a target to focus on and a place to measure your progress. Now that you know who you are and what drives you, what else do you want? This module works with you as a whole person to become more magnetic.

## KNOWLEDGE

### Watch video, - *Knowledge: Imagine Your Vision*

Great leadership success as well as great sales success always starts with a vision. Compelling visions can change the world. John F Kennedy famously dreamed of putting a man on the moon. We all have dreams when we're young. But as we get older, people start to talk us out of them. We become focused on our limitations. It doesn't have to be that way.

Your personal success vision can begin with an imagined future or dream, a passion, and/or an expressed feeling. Your passion and your sales will excel when you are drawn to focus on several of the personal elements you really desire. When you use the word "imagine" to create your vision, it gives you permission to dream. When you add the feelings you are trying to achieve, this becomes a catalyst to empower your vision to be clear, accepted, and activated.

- When Visions become clear, they become possible.
- When Visions are accepted, they become real.
- When Visions are activated with Core Passion energy, they become a measurable result.

Remember, when creating your vision, you won't know how you're going to accomplish this vision. That will be revealed as you create the Passion In Action Plan and strategy to get there. The Vision just outlines what you want to create – not how you're going to do it.

## MAGNETIC SKILL

"First see the fire, and then strike the match!"

~ Merlin

### Watch Video - *Magnetic Skill: First See the Fire*

To begin a Vision, access your desires, dreams, wishes or fantasies. What is it you want, need and desire? This is a place where logic may not understand how to achieve the results. Ask yourself, "What is it I want? What do I need? What is my burning desire? What do I dream of having or achieving? Another method to create your vision is to ask yourself, "How do I want to feel?"

Begin with the end in mind...

## Magnetic Skill Tools - Focus 4: Personal Vision Success Key



As you can see in the illustration above, everything you are connected to and everything you do is bridged in these quadrants of your life. The quadrants include: Health/Wellness, Relationships, Business/Career/Financial, and Spiritual.

The Core Passion® Focus 4 is a template for balance. When any of these areas of your life is out of balance (either too much or too little), it affects the other three quadrants.

Such as, if your work life is over balanced and over stressed, it affects your health, your relationships and your connection to your spirit.

**★ Activity #15- Personal Success Vision**

- ✓ Write what you want, need or desire in each area.

How do you want to feel in each area? Use the Feelings Chart on the next page to put words to the feelings you are reaching for as you accomplish your Personal Success Vision.

	I want...	I feel...
Sales Success Vision:		
Relationships:		
Health/Wellness:		
Spiritual:		

## Feelings Chart

<b>AFFECTIONATE</b> compassionate friendly loving open hearted sympathetic tender warm	<b>EXCITED</b> amazed animated ardent aroused astonished dazzled eager energetic enthusiastic giddy invigorated lively passionate surprised vibrant	<b>JOYFUL</b> amused delighted glad happy jubilant pleased tickled
<b>CONFIDENT</b> empowered open proud safe secure		<b>PEACEFUL</b> calm clear headed comfortable centered content equanimeous fulfilled mellow quiet relaxed relieved satisfied serene still tranquil trusting
<b>ENGAGED</b> absorbed alert curious engrossed enchanted entranced fascinated interested intrigued involved spellbound stimulated	<b>EXHILARATED</b> blissful ecstatic elated enthralled exuberant radiant rapturous thrilled	<b>REFRESHED</b> enlivened rejuvenated renewed rested restored revived
<b>INSPIRED</b> amazed awed wonder	<b>GRATEFUL</b> appreciative moved thankful touched	
	<b>HOPEFUL</b> expectant encouraged optimistic	

## PASSION IN ACTION

### Watch Video - *Passion In Action: Creating Your Personal Success Vision*

Your Core Passion Codes play a powerful role in creating and manifesting your vision. Each Code is driving you by sending you a message of what it wants and desires. In the Magnetic Skill section, you wrote about what you want and how you want to feel. Now connect that desire to one of your top Core Passion Codes. When you understand WHY you want something, you can choose to use the energy of the Code that is driving that desire. Then use the energy to bring the Vision into manifestation and make it real.

Use this template as a place to focus your future success.

### Activity #16 - *Manifesting your Vision*

I want... I feel...	Core Passion Code(s) driving this Vision and key words to describe why
Sales Success Vision:	
Relationships:	
Health/Wellness:	
Spiritual:	

## MAGNETIC SALES ASSESSMENT

### Watch Video - Module 5 - The Close

In Module 5 you learned that knowing and trusting your unique personal success vision is one of your most powerful assets. Your personal success vision gives you a target to focus on and a place to measure your progress. You explored the question, "What do you want?" You imagined your future working with all the parts of you. You also explored not only what you want but also how you want to feel in this personal success vision. You connected those desires to your Core Passion Codes to understand WHY you want something.

Rate your belief with each of these statements where number **1 is no belief** and number **7 is complete belief**

**1****2****3****4****5****6****7****NONE****COMPLETE**

Rating	Statement
	I believe using the energy of my top 5 Core Passion Codes in my Personal Success Vision is a key factor to be a magnetic sales person.
	I believe engaging my feelings will be a catalyst for me to be a magnetic sales person.
	I believe using the Focus 4 to know my whole self gives me clarity for my Personal Success Vision.

**Total Rating**

## Your Magnetic Sales Assessment Results

The Magnetic Sales Assessment is designed to measure your level of belief about your personal success vision. To develop the knowledge and apply the skills, you must believe what you learned. If your total score for the Magnetic Sales Assessment is 15 or higher, you believe in your personal success vision and are aligned with magnetic energy. If not, go back and review Magnetic Skill and Passion in Action. When you're ready, continue on to Module 6: Know Your Products and Services.

***The Adventure continues...***

**Start Module 6: Know Your Products and Services**