

**Module 1: The Heart of Value: Connection**

**Setting Goals:**

Brainstorm ten goals you have for the next three-six months. Be specific.

Now, complete these sentences next to the top five goals most important to you:

In order to [first step toward goal] , I will talk with \_\_\_\_\_\_\_\_\_\_. My intended outcome is \_\_\_\_\_\_\_\_\_\_.

Use the SMART goal worksheet to continue to get more specific with your intentions.

**Emotional Intelligence:**

To develop greater self-awareness, one can begin by knowing the noble qualities you admire. Think of someone you see as admirable, and write ten qualities that this person possesses. Now circle the three most important qualities.

List five or more people with whom you want to have conversations that could potentially improve your financial situation. Star the ones you’re willing to have in the next sixty days. Circle those you want to have within a week.

Prepare for each conversation by imagining how the other person is going to feel. What are her or his dreams and desired outcomes? What are her or his greatest concerns and fears? What non-negotiable judgments do you believe she or he has?

Now consider how you could bring the three most important qualities of that person into that conversation. Write yourself a script of how you would like the conversation to go.

**Rule of Reciprocity:**

Now imagine a way to use the rule of reciprocity to gain influence in each conversation. How could you both be genuinely generous and have your needs met through this exchange?

How could you use the rejection-then-retreat method specifically to address three of the above conversations? What is the initial offer (large, yet realistic) and then the concession?

**Revolution of Sufficiency:**

Become your own ally. Look in the mirror and tell yourself at least ten times, with varied degree of emotion, “I am your ally.” Now sit for two minutes of silence, focusing on your breath. Now write for ten minutes continuously, without stopping, using any or all of these three writing prompts: “I am my own ally,” and “I am enough,” and “Revolution of sufficiency.”