

**Five Phases of Purpose Alignment (FPPA)  
Phase 1 Purpose Alignment (PA) Tool #2.1**

Name: Andrea

Date: Feb 29

Session #: 1

**Part 1. Discovery of Talent, Passion and Core Values:**

<b>Discovery Questions</b>	<b>Discovery Answers</b>
1. What achievements are you most proud of? (Tell your story in life and work from beginning to the present)	<ul style="list-style-type: none"> <li>- Group leader for the school's Girl Guides</li> <li>- Youngest school prefect</li> <li>- Scored 8 Distinctions in finals exams</li> <li>- Launched successful business incubator which exceeded sales target by 80%</li> <li>- Top sales rep who exceeded targets over three consecutive years</li> <li>- Managed to more than double sales within two years and promoted to sales director</li> </ul>
2. What do most people say are your greatest talent and passion?	<ul style="list-style-type: none"> <li>- Persuasive, natural leader</li> <li>- Highly discipline</li> <li>- Strong determination to succeed</li> </ul>
3. What are your greatest talent and passion?	<ul style="list-style-type: none"> <li>- Establishing strong value relationships</li> <li>- Ability to expand influence over others</li> <li>- High results orientation</li> </ul>
4. If you are fully engaged in your talent and passion, what would you be doing?	<ul style="list-style-type: none"> <li>- Selling solutions which improves people's quality of life</li> <li>- Generating new products which fits with customers' persona</li> <li>- Motivating and inspiring teams to maximize their potential</li> </ul>
5. If your top leader said, you could choose any job or project as long as you use your greatest talent and passion, what would it be?	<ul style="list-style-type: none"> <li>- Build new business within the business – intrapreneur</li> <li>- Venture into new, untapped global markets</li> <li>- To be the brand ambassador of the organization in facing the outside world</li> </ul>
6. What kind of paid and volunteer work would make you lose track of time and fill your day with great excitement?	<ul style="list-style-type: none"> <li>- Help new businesses grow rapidly</li> <li>- Unleash people's potential for a more fulfilling life</li> <li>- Champion for more women to be in senior management and be business leaders</li> </ul>
7. What kinds of activities are you most instinctively attracted to, and	<ul style="list-style-type: none"> <li>- Socializing with people and adding value to them</li> <li>- Find and conquer blue oceans</li> </ul>

look forward to doing and learning more?	- Mentoring young women to be successful in work and life
8. What kind of activities do you feel happy, strong, and learn fast when doing it?	- Closing the big customer projects - Launching products in new markets - Being on stage to speak and motivate others
9. Describe how your best day and week would look like if you were to fully apply your greatest talent and passion?	- Meeting clients to build deep, trusting and lasting relationships - Getting a resistant client to change their mindset and eventually winning them over - Engaging team members in group coaching to empower the right strategies and tactics to win
10. What are your Top 5 talent and passion? (By rank order – identify specific activity and task.)	1. Influencing people and creating strong bonds 2. Focus on exceeding delivery and results 3. Creating new solutions 4. Being brave to find blue oceans to conquer 5. Leading, motivating and developing people
11. What are your Top 5 values which are most important in your work and life? (Rank by priority and the right thing you would do)	1. Great relationships 2. Outstanding results 3. Creative solutions 4. Inspiring people 5. Fitness and health
12. What is the most important thing and the right thing that you should do using your greatest talent and passion? (Align with your top values)	Make strong and lasting friendships internally and globally to multiply business growth with innovative products

**What are you top 1 to 3 areas of greatest talent, passion and values combined in one or two lines?**

Make strong and lasting friendships internally and globally to multiply business growth with innovative products

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\*Work with your coach as you go through each phase to make continuous improvements.

**Five Phases of Purpose Alignment (FPPA)**  
**Phase 1 Purpose Alignment (PA) Tool #2.1**

Name: Andrea  
Date: Feb 29  
Session #: 2

**Part 2: Life Purpose Discovery:**

Adding value to your world using your talent, passion, and core values.

Discovery Questions	Discovery Answers
1. When you were young, what did you most want to become when you grew up? (What is the real reason and purpose behind this)	<ul style="list-style-type: none"> <li>- To be a famous talk show host and influence many people</li> <li>- Becoming a columnist for an agony-aunt column of a major newspaper to motivate people to overcome their issues and relationships in life</li> </ul>
2. Who are your greatest heroes and role models who have contributed to the world that you wish to emulate? (What is the real reason and purpose behind this)	<ul style="list-style-type: none"> <li>- Oprah Winfrey, Thelma and Prudence of Dear Prudence fame</li> <li>- To influence people positively, build great relationships and help them live happier lives</li> </ul>
3. When you come to the end of your journey in this world, what story would you tell others about your greatest contribution and achievement? (Find your legacy- what you want to be remembered for)	<ul style="list-style-type: none"> <li>- My greatest contribution is that people all over the world will say that I have helped them achieve their breakthrough goals whilst building awesome relationships</li> </ul>
4. What are the common points from your answers in Q1 to Q3? (How would you relate these to your top talent, passion and values in Phase 1)	<ul style="list-style-type: none"> <li>- The common points for me are influencing people positively, getting breakthrough business results using my creativity, grow businesses, make meaningful friendships and being a role-model for others</li> </ul>
5. How would you want to use your greatest talent, passion, and values to make the world better?	<ul style="list-style-type: none"> <li>- Help businesses grow globally with innovative solutions and trusting relationships</li> </ul>
6. How is this relevant to your career path, past and current job?	<ul style="list-style-type: none"> <li>- Very relevant in varsity days and in my career now</li> </ul>

7. How can you do this for the rest of your life? (Including free time, volunteer, and retirement)	- I can do this for the rest of my life by continuing to help entrepreneurs become successful and mentoring leaders, especially women
8. In what way does this bring you joy and fulfilment?	- I am joyful and happy because this is what I want to do with my life. Fulfilling relationships matters most

**How would you put your greatest talent, passion, values and contribution in a life purpose statement? (Pick up the most important points from Part 1 and Part 2).**

Creatively empowering business success with relationship and marketing excellence

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