

# Find Your True Purpose

A Simple Workbook To Help You  
Connect Your Gift To Your Work



Mark Aylward

# Find Your True Purpose

Hello!

Thanks for downloading my brief, but very powerful workbook. I've spent 30 plus years helping people find more meaning in their personal and professional lives. My name is Mark Aylward

I am a proud father of three children and have spent my [entire professional life](#) as a career advisor, recruiter, small business owner and mentor to small business owners.

As I've coached 1000's of people in various stages of professional and personal development, it's been interesting to observe that most people put very little effort or practice into seeking out and trying to find their true purpose.

I don't mean some intangible catch phrase that has no meaning. I mean an actual, process driven, step-by-step system to flush out what you were really meant to do. What can you do to create sustainable income, while serving others and satisfying your most important inner needs and desires?

Sound like a stretch? Sound impossible? Well it's not.

I've created a very compact, robust set of 7 questions in a brief mental/emotional exercise that will produce some real clarity for you about what you should be doing with your life moving forward.

Digest that. When you are ready to take somewhere between 30 and 60 minutes (you'll be doing some reflecting so 60 minutes should be the max), turn off all the noise and distraction in your day to day grind and knock this out.

Once you're done you should have a much better grasp about what you were brought on this earth to do.

# Find Your True Purpose

Be brutally honest with yourself and don't step away and come back to finish. Gaining momentum is part of the magic and if you stop and start you'll most likely forfeit some momentum.

A year from now you'll be happy you started today. Have fun!

## *Tips To Make This Exercise Powerful And Most Effective:*

- Clear your head and go with your gut when something pops into your head.
- Don't put limits on any of your thoughts. Every idea has merit. This is about your "true" thoughts, no one else's
- Use a pad of paper and a pencil. There isn't enough room in this workbook for you to expand and you will be making lists, taking notes and scratching things off
- Even if you plan on showing this to someone, answer as if no one else will ever see it
- Breathing yourself into a state of calm clarity will help you shut down the noise and create some space for your thoughts. Right before you start, close your eyes and take 5 slow, deep breaths (5 count each) in and out and the return to your normal breathing (unconscious) and begin.

Ready...Good luck!

## **STEP 1 The 7 Questions (15 to 20 minutes)**

1. If you had no need for money and no time commitments to honor, what are the top three things you would do with your time

1. \_\_\_\_\_

Why?

1. \_\_\_\_\_

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Why?

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1. \_\_\_\_\_

Why?

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2. Completely independent of what you may have already studied in school, if you could pick any three topics to study with “The Masters” on that particular subject, what would they be?

1. \_\_\_\_\_

Why?

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1. \_\_\_\_\_

Why?

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1. \_\_\_\_\_

Why?

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3. What are the three things that you remember from your childhood that you remember most vividly enjoying on a regular basis?

1. \_\_\_\_\_

Why?

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1. \_\_\_\_\_

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Why?

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1. \_\_\_\_\_

Why?

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4. When you are speaking with friends, what are the top three things that you enjoy speaking about the most?

1. \_\_\_\_\_

Why?

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1. \_\_\_\_\_

Why?

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1. \_\_\_\_\_

Why?

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5. When you read online or offline or you watch TV or movies that YOU choose to watch, what 3 topics do you find yourself paying the most attention to?

1. \_\_\_\_\_

Why?

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1. \_\_\_\_\_

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Why?

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1. \_\_\_\_\_

Why?

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6. Who is the ONE person in your life that you admire the most? (This could be mom or dad or someone you only know from afar – no limits)?

Answer: \_\_\_\_\_

Why?

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7. When was the most recent time in your life that you felt “Alive”? (You felt so emotionally high and “in the moment” that you’ll never forget how it felt and you want it again.)

Answer: \_\_\_\_\_

Why?

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Ok you’ve used up a lot of emotional and mental energy! That was the hard part. If you found yourself getting emotional, that’s GOOD! This is important emotional stuff and this is why most people don’t even attempt this exercise. As you can see, it’s pretty SIMPLE, but it’s HARD!

That “Why?” question gets annoying doesn’t it:)

**STEP 2 Make 3 lists (10 to 15 minutes)**

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1. Things you absolutely love to do
2. Things you hate doing
3. Things you consider yourself “very good at”

These three lists should be filled out exhaustively but quickly. Don't dwell and everything counts.

Once you've made your lists, do the following:

- Cross off anything that is on list #3 that is also on list #2
- Throw out list #2
- Find things on list #1 that are also on list #3
- Cross off what's left on list #1 that you would not want to spend time perfecting for whatever reasons (only so much time in the day!)

The list you are left with (edited #1) is the one you will bring to the final exercise.

## STEP 3 The Finale (10 to 15 Minutes)

From your 7 questions exercise you should be able to articulate the following:

1. I want to know more about

\_\_\_\_\_ so much that I would study it just for my own enjoyment and knowledge.

2. The person I admire so much that I would want him or her to be my mentor is \_\_\_\_\_ because he or she is \_\_\_\_\_

3. The things I enjoy doing the most are

\_\_\_\_\_

4. I am already expert enough at

\_\_\_\_\_

I feel like I could teach it to others right now.

Now it's time to turn your purpose into a vision statement for your life.

# Find Your True Purpose

You may have heard before that putting your goals down in writing makes them more tangible? More likely to be achieved? It helps.

Don't sweat the accuracy, as this statement will likely evolve as you use this muscle more. I liken everything to exercise. It's consistent discipline and repetition. Drip, drip, drip, everyday.

This is an incredible start!

To help you, I'll give you an example of a statement that I have written about myself;

*"I enjoy mentoring young adults in professional transition and older people in midlife transition and helping them eliminate the fear and anxiety that significant change brings. My recruiting, fitness and spiritual experience give me a unique combination of skills enabling me to help people find true meaning in their lives"*

Gather up your notes and lists and try RIGHT NOW to put together a few sentences that define;

## **STEP 4 Your Purpose (5 Minutes)**

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This exercise you just went through can be used for a number of useful insights as you develop your professional and personal roadmap to meaning.

We often complicate things in life when simple exercises like this can help flush out truth and direction that's right under our noses.



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Yoga teaches us to breath and “set an intention”. You have just set your intention deeply for Your Purpose so I highly recommend you adopt this simple and powerful practice right now to reinforce it.

You don't need any complicated instruction or practice. Just lean in with your new purpose, close your eyes and think only of your new purpose. Breath with your eyes closed and just your purpose in mind and “set your intention” for that. Try 5 minutes and if it resonates with you, do it again today and twice a day until you can get to 15 minutes or so of quiet guided breathing twice a day.

Meditation is simple it just takes practice. Singular thoughts and breath is all it takes. Expect to lose focus a lot when you start. Just go back to your breath and start over. You can't do it “wrong”

Congratulations!

You'll get more cool info on personal and professional development now that you've joined our humble community. Please let me know how I can help and join me on Social Media

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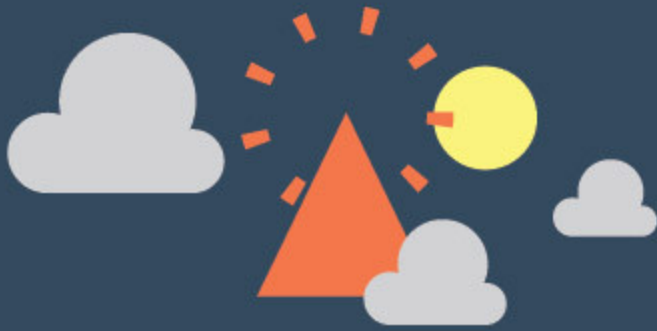
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# What Good Is It If You Don't Take Immediate Action?

Most people who call me after finishing this exercise say things like:

"That was awesome" OR "I'm freakin wiped out" OR "I wish I had this workbook in high school, I could have saved a lot of time , money and frustration"

These are all good things. You should be exhausted, maybe even confused or anxious.

Many clients choose to do the exercise more than once because it's pretty challenging to be brutally honest with yourself and change is hard sometimes

That's OK too.

You should be proud of yourself!!

Now I have two options for you.

1. Go to [my website](#) read, click and watch everything. Connect with me on the social media platform of your choice
2. Go grab a slot on [my calendar](#) and we can talk about how to turn this experience into a brand new job or a new start-up...or BOTH!