

APPENDIX A: THE 5 PS - *M&B success formula*



PASSION:

It's a burning feeling. Sometimes passion is hidden in our values. Know your values and you'll know your passion, try the Kerwin Values Survey to learn more about your passion.



PURPOSE:

Values tell us what is most important to us. Values drive us to act because of that burning feeling (Passion). It may take time to discover purpose, so in the meantime work on the other Ps. They'll establish your success.



POSITION:

Where can you position your passion and purpose in an industry that can pay you well? Research how others change their position, sometimes a copycat strategy is a good start. And volunteer, it can help clarify passion and purpose.



PRACTICE:














Practice while in your position through networking, mentorship, learning and teaching. Become an expert. Create a career path and learn to market yourself, to continually position yourself along your path.



PRUNE:

The 13 Cs are about practicing boundaries. Boundaries are necessary for growth. They protect what is on the inside and keep out what is harmful. Cutting off chaos means you value what's on the inside - **you**.

APPENDIX B: 13 CHAOS CUTTERS

<p>CONFIDENCE</p>  <p>Remember the Hero Within</p>		
<p>CONTROL</p>  <p><i>You are the Captain</i> Who & what influences you?</p>	<p>CAUTIOUS</p>  <p>Behavior + time = trust Plan to prevent.</p>	<p>CALCULATE</p>  <p>What is a fair trade for your resources?</p>
<p>COST-CONSCIOUS</p>  <p><i>Frux it all!</i> Give your dollars a purpose</p>	<p>CONSISTENT & COMMITTED</p>  <p>Create routines. Take breaks. Be grateful.</p>	<p>CLOSURE</p>  <p>Stop the drama & save your I.Q.</p>
<p>COMPETE</p>  <p>Reduce the stress of captivity. No Mr. mediocre!</p>	<p>CREATE WIN-WIN</p>  <p>Who can prosper from meeting your need?</p>	<p>CORRECT</p>  <p>Bring clarity and prevent liability.</p>
<p>CLEAR</p>  <p>Turn a bland "goal" into: "I want."</p>	<p>CONCISE</p>  <p>Blunt is best for the brain.</p>	<p>CC&O</p>  <p>Create a hot spot. Find twofers.</p>