#### How Do I Believe I Occur and How Do Others Perceive Me?

The purpose of this exercise is to establish HOW you believe you occur in the world and what you believe your authentic qualities and attributes are.

The second part of this exercise will give you powerful insight into how those most trusted within your community perceive you. <u>This is not an exercise for the faint of heart!</u> You need to be completely honest with yourself and receive from those you trust most to be authentic and honest in their responses.

#### **Instructions**

#### **Part I: Self Evaluation**

The first document is for you to list your top 10-12 attributes/qualities as you see yourself. This list will define how you believe others see you. Please use single words or short phrases only.

## **Part II: Request Feedback from Others**

Please seek out seven of your closest confidants, and simply ask them "How Do I Occur To You?" Again, you are looking for single word or short phrase answers.

Select those you have an authentic relationship with, and frankly, people in your life you trust, love, and KNOW will be completely honest with their feedback and responses. <u>These are the people who 'get' you.</u> Examples include: spouses, good friends, long-time clients, trusted family members, and older (14+) children.

Do your best to create an intimate conversation with these selected people. Send a note in advance; something to the effect of "Hey Greg, I'm working on a really powerful and intimate project, and would love your guidance... I really want to know the answer to this question: How Do I Occur to You?"

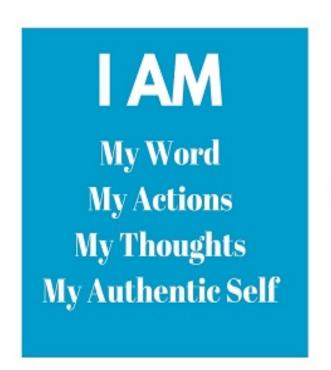
Request they reply using either the Part II form which you can copy and paste into an email, or their own version, via text, email, in person, or over the phone. Be sure not to share the qualities you selected for yourself with your confidants. We are looking for their most sincere and honest responses. Be sure to send a sincere thank you note to all those who participated!

Impact. Influence. Inspire.

#### **Part III: Record Answers**

Enter your original beliefs to the far left column of the Part II Recorder. In the top row, enter the names of those people chosen to participate. Then list their responses in the corresponding column as you collect their feedback.

Putting this all together... Your beliefs, their perceptions. Notice words showing up more than three times from your respondents, and how often your own beliefs show up in their perceptions. The lesson here is to accept that your beliefs are real, and their perceptions of you are true. Accept both as opportunity, and continue to work on who you intend to be.



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# Part I: "How Do I Occur?"

# How do you believe YOU occur to others? What is your perception of 'self' as you believe others see YOU?

Make a list of those qualities below (i.e. accountable, passionate, responsive, playful, hardworking, determined, fun loving, impatient, stubborn, timely, pragmatic, short with people, good listener, etc.).

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### **Part II: Request Feedback from Others**

You can copy the text from this page and paste directly into an email to your confidant.

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I'm working on a really powerful and intimate project, and would love your guidance... I really want to know the answer to this question: "How Do I Occur to You?"

I appreciate your help in giving me authentic and honest feedback for this project. Reply using either the form below, or your own version, via text, email, in person, or over the phone. I would like to receive this feedback within 2-3 days.

Make a list of the qualities you believe that I represent. (i.e. accountable, passionate, responsive, playful, hardworking, determined, fun loving, impatient, stubborn, timely, pragmatic, short with people, good listener, etc.). Short phrases or single words are best.

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