



Know Thyself

(by Plato/Socrates)

✚ “Knowing yourself is the beginning of all wisdom.” ~ Aristotle

✚ How do you get to *know yourself*?

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✚ In what areas of your life can knowing yourself help you and *how*?

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✚ How can knowing yourself help you in your *career*?

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-
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MY PERSONAL BLUEPRINT

1. My _____ 3 _____ are:

- +
- +
- +

2. My personal _____ are:

- +
- +
- +

3. My _____ looks like this:

- + Morning:
- + Afternoon:
- + Evening:
- + Other details:

4. My _____ includes:

a) Groups:

b) Jobs:



c) Hobbies/passions:

d) Unique life experiences:

5. My common _____ or patterns are:

a) In family relationships:

b) In romantic relationships:

c) In health:

d) In money:

e) In career:

6. My _____ tells me that my _____ is to ...

→ Main aha/takeaway from this exercise:

The 2-Way Motivation

- ✚ Knowing yourself is great. By now, you know WHY you desire your dream career and/or your business. You know what's in it for YOU.
- ✚ Are you willing and ready to take a look at what's in it for others?
 - Who gets to benefit from it?

 - What specific results do your ideal clients get thanks to you stepping into your power?

- ✚ What's the common denominator, the emotion that (ideally) connects that all together?

- ✚ *First for me, then for others ...*

→ www.5lovelanguages.com

Do the quiz and read more about the results on the next page. Then brainstorm on what this means about your career and how can you take this newly acquired knowledge about yourself into your business.

- ✚ Enjoy the daily Self-Love ritual – worksheet in a separate document.



The 5 Love Languages Summary

Physical Touch

This language isn't all about the bedroom. A person whose primary language is Physical Touch is, not surprisingly, very touchy. Hugs, pats on the back, holding hands, and thoughtful touches on the arm, shoulder, or face – they can all be ways to show excitement, concern, care, and love. Physical presence and accessibility are crucial, while neglect or abuse can be unforgivable and destructive. Physical touch fosters a sense of security and belonging in any relationship.

Words of Affirmation

Actions don't always speak louder than words. If this is your love language, unsolicited compliments mean the world to you. Hearing the words, "I love you," are important – hearing the reasons behind that love sends your spirits skyward. Insults can leave you shattered and are not easily forgotten. Kind, encouraging, and positive words are truly life-giving.

Acts of Service

Can vacuuming the floors really be an expression of love? Absolutely! Anything you do to ease the burden of responsibilities weighing on an "Acts of Service" person will speak volumes. The words he or she most want to hear: "Let me do that for you." Laziness, broken commitments, and making more work for them tell speakers of this language their feelings don't matter. Finding ways to serve speaks volumes to the recipient of these acts.

Quality Time

In the vernacular of Quality Time, nothing says, "I love you," like full, undivided attention. Being there for this type of person is critical, but really being there – with the TV off, fork and knife down, and all chores and tasks on standby – makes your significant other feel truly special and loved. Distractions, postponed dates, or the failure to listen can be especially hurtful. Quality Time also means sharing quality conversation and quality activities.

Receiving Gifts

Don't mistake this love language for materialism; the receiver of gifts thrives on the love, thoughtfulness, and effort behind the gift. If you speak this language, the perfect gift or gesture shows that you are known, you are cared for, and you are prized above whatever was sacrificed to bring the gift to you. A missed birthday, anniversary, or a hasty, thoughtless gift would be disastrous – so would the absence of everyday gestures. Gifts are visual representations of love and are treasured greatly.