

# The Values Game

What is most important to you?



This book belongs to:



**In** this game you win by finding out what's important to you. This is the starting point for any decision you need to make, big or small.

We start with finding out what your values are, and then what they mean to you. There are **three types** of Values that describe very different parts of who you are and how you live your life.

**1**

IDENTITY VALUES

**2**

COMPETENCY  
VALUES

**3**

ACTIVITY VALUES



You can play this game  
with whoever you like.  
And trust me, it starts the most  
interesting conversations!

**Let's get going.**



# Identity Values

If someone were describing your character, **without describing your actions**, this is what you'd want them to say. This is the center of who you are and is reflected in everything you do. **Identity Values are the unchanging foundation of your character.**

These values have been a guiding light globally to create community standards. They have reliably led us through the building of civil societies to perpetuate the human race. They have been given credit for holding families, business's and cultures together since the beginning of recorded history.

All of these higher values are important to each of us, but what are the top few that you feel most deeply connected to. These will direct how you live your life, informing every decision you make and action you take.

Let's start by picking your top 3:

## 1.1 Identity Value Exercise

1. Review this list below and place a check mark ✓ beside every Identity Value that seems important to you.
2. Next, review only the list you've placed check marks beside and select your most important 7 and underline them.
3. Finally, go through only the top 7 Identity Values and circle 3 that resonate most deeply with you.

01	Compassion	02	Courage	03	Goodness
04	Grace	05	Faith	06	Honesty
07	Honor	08	Hope	09	Humility
10	Integrity	11	Justice	12	Love
13	Moderation	14	Peace	15	Transcendence
16	Trust	17	Unity	18	Wisdom

These identity values were always intended to describe your character or who you are. They will be just as true and unchanging for you when you are young and when you are old. However, they are all aspirational. In other words they represent who you always want to be and become more fully. For example, we learn to Love better over time (hopefully) and this continues our entire life. Each of these Values represent infinite growth to your character.



# 1.2 Identity Values Exercise

(OPTIONAL)

In the spaces provided write your Identity Values and then do a journaling exercise I call Past, Present and Future. Write just a few lines describing how you expressed this Identity Value or how it showed up in your past. In the next space describe how that value is showing up at this time in your life. Finally describe how you would like to see this manifest more fully in the future.

**IDENTITY VALUE # 1:**

PAST	PRESENT	FUTURE
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**IDENTITY VALUE # 2:**

PAST	PRESENT	FUTURE
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**IDENTITY VALUE # 3:**

PAST	PRESENT	FUTURE
<hr/> <hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/> <hr/>



# Character Strengths and Competency Values

## PUTTING IDENTITY VALUES TO WORK

These are also values but represent character qualities or character competencies. They are your strengths that the world sees in your actions every day.

While they sense your Identity Values (ie. "Seems like such a good honest person..."), they see and experience your strengths and competencies as these are the things you use every day to get things done in your life.

## 2.1 Character Strengths and Competency Values

1. Review this list and place a check mark beside every character strength or competency that resonates deeply with you. Do this quickly.
2. Next Review only the list you've placed check marks beside and underline only 10 that are most important to you.
3. Go through only your underlined list of 10 and circle your top 3.

01	Acceptance	02	Accountability	03	Adaptable
04	Assertiveness	05	Authenticity	06	Beauty
07	Being present	08	Being realistic	09	Bravery
10	Commitment	11	Confidence	12	Consideration
13	Courtesy	14	Creativity	15	Critical Thinking
16	Curiosity	17	Determination	18	Dignity
19	Diligence	20	Empathy	21	Endurance
22	Enthusiasm	23	Excellence	24	Fairness
25	Forbearance	26	Forgiveness	27	Fortitude



# 2.1 Character Strengths and Competency Values Cont.

28	Friendliness	29	Generosity	30	Gentleness
31	Humor	32	Idealism	33	Initiative
34	Inspiration	35	Joyfulness	36	Judgment
37	Kindness	38	Leadership	39	Love of Learning
40	Loyalty	41	Mercy	42	Mindfulness
43	Modesty	44	Nobility	45	Openness
46	Optimism	47	Patience	48	Perceptiveness
49	Perseverance	50	Perspective	51	Prudence
52	Purity	53	Resilience	54	Respect
55	Responsibility	56	Reverence	57	Sacrifice
58	Security	59	Self-discipline	60	Self-reliance
61	Sensitivity	62	Serenity	63	Simplicity
64	Sincerity	65	Social Intelligence	66	Spirituality
67	Steadfastness	68	Tact	69	Teamwork
70	Thoughtfulness	71	Tolerance	72	Understanding
73	Zest				



# 2.2 Competency Values Exercise

(OPTIONAL)

In the spaces provided write your Competency Values and then do a Past, Present and Future exercise for them. This is where we gain clarity on those things we want to get good at and practice more often. Write just a few lines describing how this value showed up in your past. In the next space describe how that value is showing up at this time in your life. Finally, describe how you would like to see this manifest more fully in the future. In a simple way, this exercise helps us consider how we show up in the world and what we want to become better at in the future.

## COMPETENCY VALUE # 1:

PAST	PRESENT	FUTURE

## COMPETENCY VALUE # 2:

PAST	PRESENT	FUTURE

## COMPETENCY VALUE #3:

PAST	PRESENT	FUTURE



# Activity Values

These are the things you want to spend your life doing. They are practical activities that you enjoy or find fulfilling in some way. It most accurately describes what you truly like to do. You'll see the things that are most important and also some that are less important. You'll say yes to the things you want to spend your life on and no to some things that take your time but may not be most important to you.

There's only one twist to this exercise. I would invite you to do 2 separate, top three lists. One of your personal life and one for your career (if that's important to you). The list may be the same, but it may not be and it's important to make this distinction.

## 3.1 Activity Values Exercise

1. Review all Activity Values on the following pages. Place a check mark ✓ beside every activity or practical action that you like to, or what to do regularly. Do this quickly, as it's a longer list.
2. Next, review only the list you've placed check marks beside and select your most important 10 and underline them.
3. Next, go through only the top 10 Activity Values and circle 3 that are relevant for your PERSONAL LIFE.
4. Do this exercise a second time for you CAREER. This will give you two top 3 lists.

01	Action	02	Adventure	03	Amusement
04	Analyzing	05	Art	06	Balance
07	Beauty	08	Bonding	09	Building
10	Business	11	Caring	12	Certitude
13	Charity	14	Cheerfulness	15	Clarity
16	Cleanliness	17	Coaching	18	Comfort
19	Communicating	20	Community	21	Connecting
22	Control	23	Cooperation	24	Creating Alignment
25	Decisiveness	26	Detachment	27	Devotion



# 3.1 Activity Values Cont'd.

28	Directing	29	Discernment	30	Education
31	Encouragement	32	Energy	33	Entertaining
34	Environment	35	Example to Others	36	Excellence
37	Experience	38	Facilitating	39	Family
40	Financial Stability	41	Flexibility	42	Friendship
43	Fun	44	Governing	45	Growth
46	Guiding Others	47	Happiness	48	Hard Work
49	Helpfulness	50	Hobbies	51	Independence
52	Influence	53	Intelligence	54	Intimacy
55	Laughter	56	Leading	57	Learning
58	Legacy	59	Listening	60	Logic
61	Management	62	Managing	63	Mentoring
64	Music	65	Nature	66	Networking
67	Orderliness	68	Organizing	69	Outdoors
70	Passion	71	Personal Warmth	72	Planning
73	Playfulness	74	Poise	75	Power



# 3.1 Activity Values Cont'd.

76	Purposefulness	77	Rebuilding	78	Reliability
79	Religion	80	Research	81	Risk
82	Selling	83	Sensing	84	Sensuality
85	Service	86	Speaking	87	Spirituality
88	Sports	89	Stimulating Change	90	Strength
91	Supporting	92	Task Orientation	93	Teaching
94	Touch	95	Travel	96	Volunteering
97	Wealth	98	Wholeness	99	Winning
100	Working Hard	101	Writing		

# 3.2 Activity Values Exercise

PERSONAL top 3 list (OPTIONAL)



In the spaces provided, describe how (or if) you did this or expressed this in the past. Next describe how you're expressing it now and then how you'd like to express it in the future.

This gives us some things we can focus energy on in our life. Remember that focusing first on those things that are most important will lead to a better outcome.

**ACTIVITY VALUE # 1:**

PAST	PRESENT	FUTURE
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**ACTIVITY VALUE # 2:**

PAST	PRESENT	FUTURE
<hr/>	<hr/>	<hr/>

**ACTIVITY VALUE #3:**

PAST	PRESENT	FUTURE
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# 3.3 Activity Values Exercise

CAREER top 3 list (OPTIONAL)



Considering your career may be different than your personal life. It's important to once again consider these career focused Activity Values, and how they are showing up.

**ACTIVITY VALUE # 1:**

PAST	PRESENT	FUTURE
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**ACTIVITY VALUE # 2:**

PAST	PRESENT	FUTURE
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**ACTIVITY VALUE #3:**

PAST	PRESENT	FUTURE
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# What's Next?

## Write them down

On the next page you'll have a single sheet where you can record all of your values. I'd also encourage you to provide a short description in the space provided that a 10 year old would understand.

## View regularly

Put this in a place you can view it regularly and be reminded of what's important to you.

## Discussion Guide

Talk to a friend or a trusted advisor about these things that are most important to you when making decisions.

## Relationships

Use the Values Game for a committed personal relationship. Talking through what you and your partner value now can save a lot of misunderstanding later.

## Business

This can be used for boards, executive teams, working groups, or even single entrepreneurs. Defining the unchanging character of any team and then discussing 3 kinds of values creates a much deeper discussion around everything from strategy to operating principles and daily operations.

## Families

Becoming clear with family members about what's important can never be done enough. If your family members were asked what it means to be a member of your family, I hope they would have an answer you'd be happy with.

**This work around values is the foundation for creating life's purpose, mission, and vision statements. A road map with exercises and insights of how to work through creating these statements are what fill the pages of "Three Big Questions" - Dave's book.**

**To learn more about integrating these into your life, visit our website for courses + services at [www.dphillips.com](http://www.dphillips.com), or email us at [info@dphillips.com](mailto:info@dphillips.com).**

# My Values



Name: \_\_\_\_\_

Date: \_\_\_\_\_

## IDENTITY VALUES

**01**

*Brief description.*

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**02**

*Brief description.*

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**03**

*Brief description.*

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## COMPETENCY VALUES

**01**

*Brief description.*

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**02**

*Brief description.*

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**03**

*Brief description.*

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## ACTIVITY VALUES

**01**

*Brief description.*

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**02**

*Brief description.*

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**03**

*Brief description.*

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