

LIVING ON
PURPOSE

Section One

YOUR LIFE HAS A PURPOSE

YOUR LIFE HAS A PURPOSE

Getting Started

“You are here to enable the divine purpose of the universe to unfold. That is how important you are!” - Eckhart Tolle

Let's start this whole shebang off with a powerful point: We NEED purpose!

Victor Frankl, an Austrian existential psychologist and Holocaust survivor, founded a train of thought called logotherapy. While Sigmund Freud's theory says that all behavior is motivated by sex and aggression, logotherapy says something different. It says that man's main motive and dominant driving force is actually to find meaning in life.

That's why no matter what your circumstances are, having a purpose is imperative. When times are tough (like being held prisoner in a concentration camp), A PURPOSE is what's gonna get you through that. With enough meaning to your life, you can survive the most brutal of circumstances.

But there's another side of Living On Purpose – a lighter, more playful, more enjoyable side. A purpose has the ability to persistently provide you with something to be excited about during your day. It can give you the everyday experience of waking up enthusiastic in the morning like:

“Hell yeah homey, I'M ALIVE!! Now let's get going...”

Do you think the majority of Americans wake up in the morning eager to jump outta bed? I don't. I think they'd rather hit the snooze button for another six minutes. They'd rather call out sick with a sad story about how their next-door neighbor's house caught on fire last night, consequently, damaging a small segment of their roof and they just won't be able to make it in to work today. Anything other than having to deal with another monotonous Monday morning. Man!


Why do you think that is? What is it about all those people that's keeping them from living a life they love?

RIGHT!

People's lives NEED purpose.

Here's my take on the whole topic: Living On Purpose supersedes all that *suckerism*! It raises your quality of life in the long run because it comes fully equipped with MEANING - something that all humans want whether we realize it or not. When we know what our meaning is, life's no longer about simply getting by - it's about doing what we're here to do and, ideally, enjoying the journey of it all.

Your purpose is gonna serve as your navigation. It's gonna be your guiding star that lights up



your sky and shows you your path no matter where you are.

A purpose transforms timid Tommy into confident Cliff. A purpose turns boring company into captivating conversation.

There's an immensely powerful sense of self-confidence that comes complementary with knowing what you're here to do. Your knowledge of self deepens. Situations that used to scare you shitless no longer seem so intimidating.

The power of purpose. Ahh... yes.

By living your highest purpose, you're not only helping yourself but you're helping the entire world out too - quite nice of you!

And with that last line, I just gave you a key clue about discovering what your purpose really is.

YOUR LIFE HAS A PURPOSE

The Different Types of Purposes

“The purpose of life is a life of purpose.” - Robin Sharma

Living On Purpose isn't always about having a clear definitive mission statement that's branded onto your inner forearm.

Sometimes our purpose is clear. But other times, it's clear that our purpose could use some clarity. Sometimes our purpose is to find our purpose. And other times, we can have more than one purpose at once.

What I've found to be most effective is to think about Living On Purpose in two ways.

The first way is on a “micro” level and the second way is on a “macro” level.

Let's briefly graze over this seemingly tumultuous topic right now.

On a micro level, Living On Purpose is about this moment. Literally... this one *right now!* It's about being present and aware of what's going on around us, and inside us. It's about being fully alive and aligned with “the now.” It's about being one with what we're doing, while we're doing it.

Stop for a second to take a deep breath and become fully present. What does the air on your arm feel like? What does your peripheral vision display? How many different sources of noise can you hear simultaneously? Are you able to not think a thought for a second? Take a deep breath and pay attention.

This is a very Zen-Buddhist stance but I bring it up because it's super powerful. If you want to become extremely present, a great book to read in regards to this type of thought is “A New Earth” by Eckhart Tolle.

However, my hunch is that you didn't get this guide to learn how to improve your breathing. But before we go any further, I'm gonna take the liberty of going off on a tangent and saying: Focusing on your breathing *is* one of the top things you can do to increase your quality of life – RIGHT NOW!

Go ahead. Pull some air deep down into your belly like you've suddenly become seven months pregnant.

Okay... back from the tangent and moving forward on our purpose exploration. As I was saying, you probably didn't buy this guide to have someone remind you to focus on your breathing.

Being in the *now* is a very powerful place to stay and play because *now* is the only time that ever exists. There're two different types of "time" to keep in mind. The first is *clock time* and the second is *psychological time*.

Clock time is a measurement – it's a tool used to help keep track of when things occur. Dentist appointment on Tuesday at 5pm – got it! Date with the Columbian girl I met at Trader Joe's next Thursday at 6:30pm – scheduled!

Psychological time is different – it's a place we go to in our mind that robs us of living life in the current moment. It's me thinking about how much that dentist appointment is gonna suck, and dwelling over and over and over again about it. It's me thinking about how awesome it's gonna be to whip Trader Joes girl's butt in Ping-Pong on Thursday and ignoring everything that happens until then.

This is why focusing our psychological time on the now is so powerful. Actually, it's the *most* powerful place, but if we don't focus on the future at some point, who knows what'll happen to us?

I get it. Although we live in an extremely unpractical world, sometimes, we've still gotta play by the rules that society's created. And despite our soul's better judgment, we've gotta bite the bullet and suck it up.

So before I go into the "how-tos" and "specific-steps" for quitting your job and becoming the emperor of an ancient indigenous island off the coast of Costa-Rica, let's talk about today.

There's another powerful part of Living On Purpose that falls face-first into the "micro" level.

We're going to talk a lot more about it in future chapters, but in honor of being so present right now, I just wanna jog it by you for a moment.

This part of Living On Purpose has to do with knowing what you stand for, and then taking action in alignment with what you care about.

In other words, it's about *your actions* being in integrity with *your values*.

Does that make sense yet?

It will soon.

Know what you believe in, and then act in accordance with those beliefs. I'll give you a brief but extreme example to pin the point up high.

I'm a pescatarian. Don't worry, I didn't know what that word meant even months after I became one. A pescatarian is essentially a vegetarian who *does* eat seafood. So yeah, that's

me. Hey.

Later in the guide I'll get into the reasons why I decided to make that modification in my diet, but all you need to know now is that I don't eat meat. I came to a conscious, solid, and super specific standpoint on why I'm choosing to live my life this way. I decided this is something that I value.

Just to be clear, it didn't come from a moral place of "please don't hurt Porky Pig." I don't wanna act all high-and-mighty here and pretend to be more compassionate than everyone else. It's not the case. I stopped eating meat for reasons I'll get into later. The point is that I came to a clear decision that this was something I believed in.

Got it?

Cool.

Now here's a theoretical example of me being "off purpose":

If I were to go down to Peter Luger's Steakhouse and order me a marinated, fat juice dripping, three inch thick piece of prime rib, I'd be "off purpose." The reason is - it's against what I value. It's against my *personal* code of conduct.

Sometimes being "off purpose" isn't always as obvious or easy to avoid though. Maybe I haven't eaten anything all day, and I end up at a book-release party for one of my homegirls, where all they have left to eat is pulled-pork.

Then what do I do? Do I eat the delicious meat or do I dodge the temptation?

Well, that's a conscious decision I'd need to make in the moment, but for me, in that situation, if I wanna be "on purpose," I'd skip it.

Ideally, I wouldn't let myself be in that situation but sometimes it's unavoidable. If you've ever spent more than three hours with me, it's more than likely that I've reached deep down into the pocket of my cargo shorts and pulled out a fruit-and-nut bar for moments exactly like this. (I keep a stash with me at almost all times.)

But if the food-bar wasn't in my pocket, I'd weigh my options and come to a conscious conclusion about what was the thing that I valued more. Do I value the energy I need to function well or do I value my commitment to not eating meat anymore?

Either answer can be right for you. The point is, in the heat of the moment, be aware of what you value. Then, have the courage and discipline to act accordingly. That, my homey, is "living-on-purpose" on a micro level.

You may have noticed that since not eating meat is "on purpose" for me, I've created conditions to support that decision by bringing the food-bar with me when I go out... *on purpose!*

We're going to get extreme clarity over what it is that you value in the upcoming sections.

If you stop and think about it, I bet you already have a decent idea of what one or two of your values may be.

They don't need to be extreme. They can be as simple as being honest, demonstrating compassion or hustling hard.

But when you become conscious of what you value, and act in accordance with those distinctions, you get a certain type of self-worth and confidence that comes from being "on-purpose."

Okay. So, I trust you got a little something outta that, and we're definitely gonna go deeper into how to live on purpose on a day-to-day level (knowing what you stand for and acting accordingly), but I also wanna honor the fact that *that* alone probably isn't gonna fulfill you.

Indeed. I've discovered that in order to be completely fulfilled, we need to address what I'm calling our "macro" level purpose. Maybe by the time you're reading this, I'll have come up with a catchier Sensophy-branded name for it. But in case this passage is still present, feel free to shoot me some better ideas for what to call it: Jacob@Sensophy.com

Our "macro" level purpose is the big-picture-purpose. It's the answer to those crucial questions:

- *"How can I be happier?"*
- *"How can I get paid to do what I love to do?" and,*
- *"How can I live a life that I'm completely and utterly in love with?"*

One might even go so far as to ask:

- *"What am I here to do?"*
- *"Why am I alive?"*
- *"How can I live a more meaningful existence?"*

That's the big, juicy, sweet stuff. Those are the types of questions I've spend the last 10+ years tryna figure out. And to reassure you, those are things that we're going to spend a lot of our energy addressing in this guide.

In fact, let's get started with that now.

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Something Better Is Calling

“The master of the art of living makes little distinction between his work and his play, his labor and his leisure, his mind and his body, his education and his recreation, his love and his religion. He hardly knows which is which; he simply pursues his vision of excellence in whatever he does, leaving others to decide whether he is working or playing. To him he is always doing both.” -Buddha

Have you ever thought about the difference between a job and a career?

There's a *big* difference! A job is something that people do to get themselves a pay check. Cha-ching! It brings money into the bank and puts food into their faces. They may learn some new skills, but beyond that, it doesn't do much more for them.

Picture me delivering pepperoni pizzas and chicken rolls outta my 1990 Acura Legend when I was 16 years old for some fast cash. That was a job, not a career.

A *career*, on the other hand, is something that can not only dish out some deluxe dollars, but also gives people an opportunity to grow.

They can grow their technical skills, grow their position within the company, and yes, even grow their wallet a bit wider. Health insurance, ten annual paid vacation days, 401(k) and pensions - now we're talking!

Picture me walking into a computer technician position fixing printers when I was 21 years old. Three years later I was designing and implementing complex network solutions for high paying clients. See the growth? That was a career, not just a job.

Job vs. career. Make sense?

Can you think back to a time in your life when you had a JOB? I bet it felt pretty dead-ended.

Now think of a CAREER and what that feels like in comparison.

Big difference right?

A career can certainly make you LOOK and even feel successful. Think about it - people probably admire your diligent dedication to the company you work for. You've got yourself a title that you tell people when they ask you what you do.

Tell me if this sounds familiar: After you got your diploma, you were lucky enough to score a salaried position with an established organization. Unemployment rates are up and you feel that you SHOULD be happy to have a job that pays the bills... but you're not fully satisfied. Something's missing.

It feels like you're STUCK in the monotonous routine, day after day, doing work that you're "supposed" to do. But underneath it all, what you think that you're supposed to do doesn't FIRE you up anymore and you wish there was more to life.

If you know what I'm talking about here, give me a silent head nod.

What I've discovered is that in order to be truly happy at work...

Ring... Ring... Ring...

YOU'VE GOTTA FIND YOUR CALLING!

A calling is something that you not only do well, but that you LOVE to do. You use your signature strengths daily doing stuff you're passionate about while contributing to something that's larger than yourself. (Not sure what all those are yet? No worries - we'll figure them out in a bit.)

Career vs. calling. Are you starting to get it?

Ever hear someone say "*I was made for this!*" Calllllll-lllllling!!

Do you think Oprah saw her talk show as a career or as a calling? How about Bob Marley – was he thinking about CAREER advancement when he wrote "One Love"? Chris Rock, Leonardo DiCaprio, Larry Bird - careers or callings?

You don't need to have a multi-million dollar bank account to live your calling. But, you can see that fully engaging in what you love can have some handsome side effects. (I'm not saying that you'll be buddies with Donald Trump but in my opinion, inspiration is valuable, and when you do what inspires you, you create value.)

Job vs. career vs. calling. We're going to talk a lot more about how to find and engage in your calling in the upcoming sections.

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It's Okay To Walk Away

“There is no passion to be found playing small - in settling for a life that is less than the one you are capable of living.” -Nelson Mandela

In my opinion, one thing that prevents plenty of people from finding their calling is that they've become paralyzed by the GUILT of “success.” A company business card... bi-monthly direct deposits... and 10 paid vacation days that you can use to actually do what you want. Are you KIDDING me?!?! How could someone POSSIBLY walk away from that? #Sarcasm

This sort of “societal success” of having a career stops people from passionately pursuing something that they'd LOVE. I see it all the time. People feel guilty because so many less fortunate people would kill for the chance to have their position. So they try to turn that voice in their heart down... shhh... keep quiet... shut up down there... but for some wild irrational reason, on some level, they can't deny that they actually want more from life.

When they first started their current career, things were EXCITING. The newness of an unknown position promised lots of educational opportunity and professional growth. They showed up each day eager to learn and contribute. As time ticked, they started to reap the rewards that came complementary with working for their company. *“A company credit card could be coming soon too...”* Things felt good.

And then the day came when suddenly, some several months or even years later, the thrill disappeared. There was no formal notice about this. No deliberation from a jury. Not even so much as friendly phone call from the big boss man himself. Nothing!

Now they're just going through the motions of ANOTHER monotonous weekday morning. Their vision is shortsighted and their focus on everyday tasks takes precedence over anything and everything else.

When they do think about future plans, it's all about that vacation they may take a few months from now to Puerto Rico... Or was it Amsterdam? No, no, Florida! Either way as they say: Another day, another dollar... Bling-Blouw, watch out now!

Well one day, while guzzling down their venti caramel macchiato, the realization smacks them upside their skull-piece: they realize that they've been sitting patiently on a plateau that isn't even in the direction of what they once dreamed. They feel depleted of all passion for any activity that they're doing these days.

The cold winter wind blows and their soul shrivels. Cue the piano keys.

They've had enough and decided that it's time to take action. So, they start reading kick-ass

blogs and realize that their life is just outta balance... What will they do?

AH-HA! They've got it... They'll commit to spending more time every day doing something, anything, and everything that excites them. The idea of pursuing personal time fans that little flame dwelling deep down in their heart. They start doing morning yoga, going for walks during their lunch breaks, and making evening plans with old friends.

SUCCESS! Or so they thought. This methodology works great for them at first, but over time, not so much. They just can't keep up with Judy who's jamming their inbox with emails. Worse than that, John's calling them every eight minutes violating their voicemail box. Projects are piling up... SHIT!

Looks like they'll have to switch their mode of operation back over to fully-dedicated employee mode. And that's alright with them... you know why?

Because they take pride in their work ethic and sincerely wanna do a good job. Consequently though, over the next few weeks, their social life slowly starts to slip through the cracks... Until suddenly, one day, they realize something that they don't wanna admit to ANYONE... not even to themselves!

They're miserable – and it's because they're living THEIR life on OTHER people's terms – and then don't know what do about it.

They can no longer fight the feeling that they're made to be more than they currently are. There's a part of them deep, deep down that's burning with the idea of doing something bigger, more massive, even personally meaningful. But can they finally find the chutzpah to clear their throats and speak to their souls?

How can they contemplate leaving their jobs when SOOO many other people would kill to be getting their paycheck? People have families and mortgages to support - these are serious concerns. The unemployment rate is on the rise and what would they do if their dreams didn't work out?

What would their family think of them? Would they let their friends down? They've built up a "successful" persona and they feel a tremendous amount of guilt for even fiddling with the idea of one day doing something more exciting.

They don't know who they can talk to and they'd feel guilty for even telling the truth.

Here's what they don't realize. This is the game changer. If they're EVER gonna be deeply fulfilled...

They NEED to move on!

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Our ONE Hidden Need

“If you deliberately plan on being less than you are capable of being, then I warn you that you’ll be unhappy for the rest of your life.”

-Abraham Maslow

In his famous hierarchy of needs pyramid, Abraham Maslow talks about the different levels of human necessities. He says, *“What a man can be, he must be. This NEED we call self-actualization.”*

Maslow’s pyramid of needs goes like this: On the bottom of it is the basic stuff like breathing, eating, water, and shelter. Once those are attained, the next level up is safety and security. Got that stuff? Cool. Keep rising and we’ll find things like love, relationships, appreciation, and a sense of belonging. One more level higher and there’s respect, confidence, and achievements.

And then we get to the top. Ahhh, the top. Feels good to be up here right? Let’s savor the moment. I’ll write a few more sentences so we can enjoy our stay at the top while it lasts. It’s a nice view, I gotta say. Okay, back to business - the top! It holds the hidden treasure, the reason why IT’S OKAY TO WALK AWAY! Here goes...

Once you’ve reached all the other levels, it is your human NEED to “self-actualize.” In other words, in order to live a healthy and happy life, you NEED to be all that you can be! It’s not an option - it’s a need.

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Escaping the Rat-Race

“I think the person who takes a job in order to live – that is to say, for the money – has turned himself into a slave.” –Joseph Campbell

I think the biggest misfortune with society starts in the modern schooling system. That's because it sets us to be lifelong “Rat-Racers.”

The Rat-Racer is the “happy when” dude. He'll be happy *when* he passes the test... *when* summer vacation comes... *when* he graduates from college... *when* he gets a good job... *when* he gets his own apartment, a car, a wife, some children, \$30,000 saved in the bank.

He's so freaking focused on getting where he thinks he's “supposed” to go that he drives himself straight to stress and anxiety because he forgets to be present now. Of course, the immutable irony is that trying to go somewhere while submerged in stress and anxiety is like driving with the emergency-brake on. You're not gonna go too far.

Equally as important as accomplishing a goal is enjoying the process of pursuing it. The true treasure of life doesn't await us at some far-off destination. Nah. *The priceless pleasure of life comes from enjoying the journey on your way to a destination deemed meaningful.* This is why we've gotta find work that's personally meaningful to us and that we enjoy doing.

(Check out Tal Ben-Shahar's book ***Happier*** for more wisdom on this idea. I highly recommend his Harvard-taught approach to happiness.)

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My Story

“One of the main weaknesses of mankind is the average man’s familiarity with the word ‘impossible.’ He knows all the rules which will not work. He knows all the things which cannot be done.” - Napoleon Hill

I always felt like there was supposed to be more to my life. Something bigger, better, and deeper...

But what, where and when? I hadn’t the slightest idea.

I mean, it wasn’t like I didn’t have a good life - I did. I can’t deny that. A few years ago I was working for an up-and-coming technology company in Times Square, NYC. I had a few dollars in my pocket, physically I was healthy, and my family loved me. Things *seemed* great. But underneath the surface stuff, in the deep depths of my core, behind all the Dexter episodes and GQ magazines, I still felt incomplete.

It was as if my soul was tryna say something to me but all I heard was mumbling. “*What was that?!*” Could it be that society had stuck some masking tape over my soul’s mouth to shut it up? Maybe. All I instinctually knew was that MY LIFE WAS LACKING MEANING and despite the occasional meditation class I took, I wasn’t getting much guidance in finding some.

So what did I do?

I did what everyone does!

I did anything and everything I could to cover up that unanswered calling. Dinners, people, drinks, parties, television, vacations - anything to temporarily take my mind off my life as a whole (and with a hole).

But behind all of the clutter that I accumulated to confuse myself, I was at war with a worthy opponent... MYSELF! On one hand, I knew I had MASSIVE amounts to be grateful for, really, MASSIVE amounts. Yet, on the other hand, a deeper part of me wouldn’t allow myself to deny that I wasn’t at peace internally. I was having really high peak experiences followed only days later by super low feelings of total emptiness.

When something good happened to me (hot date, raise at work, new car), I was on top of the world... sittin, spinnin, and grinnin! I’d feel great about myself in a gregarious state of exaggerated elation. BUT, when things started to cool down, that excitement took a poignant plunge.

Once the happy emotions associated with whatever EXTRINSIC prize I possessed wore off, I HIT ROCK BOTTOM.

My days felt dark and depressing. It was back to the living the façade: “successful” on the outside but off-balance on the inside. And this went on for years.

Worse than that though, my mind was playing tricks on me. I had an uninvited house guest in my mind that would pop in and speak up whenever I had too many positive thoughts. He was a sneaky little sucker gremlin in the back of my mind who would say stuff like, “*YEAH RIGHT BUDDY, don't even try it!*”

“You'll fuck it up.” ... “You're not good enough.” ... “But what about your fear that no one knows about?!”

These types of thoughts almost drove me insane. I didn't know what the next step was but I decided I needed to get away. After working at my job for 3 years straight with minimal vacation time, I told my company I needed to take a sabbatical. They agreed and I ventured off to Europe, for the first time in my life, alone, for five weeks!

I'm going to share with you three realizations that I had out there. These changed my life.

The first realization was I didn't like my lifestyle.

I noticed that in many parts of Europe, people “worked to live.” They made enough money to support themselves and then enjoyed having recreational time to *do things they love on a daily basis*.

It was a shocking contrast to America where most people “live to work.” We Americans work to make money so we can buy crap we don't need. The irony is that although we accumulate all this stuff, we don't have the time to use it. This was a huge realization for me.

I realized I would be willing to trade my salary in exchange for just enough money to survive and a boatload of free time to explore what excited me.

The second realization was my thoughts are not me.

I discovered that I AM NOT MY THOUGHTS, and WOW, was that a relief! So just because I had some semi-crazy self-sabotaging thoughts doesn't mean that I should be on line waiting to become cellmates with Charlie Manson? Exactly!

People's thoughts are largely a product of their conditioning and their conditioning is largely a product of their environment. Now, some psychologists say that it takes 21 days to develop a habit. Here's what I love:

Our thoughts are really just habits of our mind... if we can change our habits, we can change our minds.

After about 3 weeks of backpacking and exploring the world, a subtle and strange shift

started to occur. The same thoughts that I believed made me who I was – the ones that tormented me back at home and were woven into my identity - those thoughts nearly disappeared from my mind. Hmmmmmm... There may be something to this!

The third realization I had was that I am not my role.

When people do the same things and see the same people all the time, they unconsciously accept a role in life. Once people have a role, they tend to accept their role as not just what they do, but as *who they are*. When you meet someone and they ask you “*What do you do,*” they’re really asking “*Who are you?*”

And once people start to understand your role in life, they treat you according to that role. It makes changing extremely difficult because other people are constantly affirming to you who you are.

So of course, I was Jacob the Computer Guy. And since I was living in alignment with my Jacob the Computer Guy identity, I didn’t get a chance to authentically express the other parts of me. What about Jacob the Hip-Hop Head... What about Jacob the Personal Growth Guy... And what about Jacob the James Bond?

I realized I wasn’t alone. I met loads of people while traveling in Europe who were sick of being boxed into a role that society told them they should fit into. So they said screw it and hit the road to travel, to wipe the slate clean and start fresh, figuring out who they are and who they wanna be.

Well, when I finally came home from Europe, 33 days later, I knew I could never go back to the life I was living. It wasn’t even an option - my sanity depended on me moving forward. Granted, I still had a lot to figure out and I wasn’t gonna spontaneously quit my job. But I kept my future plans to myself, and started constructing ways to move on to the next part of my life. We’ll talk about those in some of the next parts of this guide.

YOUR LIFE HAS A PURPOSE

Key Points To Remember

✓ **Make It Your Purpose To Find Your Purpose.**

No matter what phase of life you're traveling through, you need purpose. As Victor Frankl (and so many other great philosophers and psychologists) said, finding and living on purpose is man's driving force in life.

The majority of people don't consciously realize they need purpose, so they settle for living meaningless and unfulfilled lives. You're different. You've already started to find and live your purpose.

✓ **Notice The Difference Between Your "Micro" And "Macro" Purpose.**

Purposes come in all shapes and sizes. Your "micro" level purpose is about what you do moment-to-moment. It's about being fully present right now. It's also about knowing your values and being in integrity with them, no matter what!

Your "macro" level purpose is about something bigger. It's about MEANING. It's about your life as a whole - your future, your legacy, and creating the ideal structures for you to live a life that you love -right now!

✓ **You've Gotta Find Your Calling.**

Remember, there's a difference between having a job, having a career, and having a calling. A job is a place you go STRICTLY for the money.

A career, on the other hand, is something that you have which brings you money, BUT, also grows your technical skills. There's room for advancement and it can be very rewarding. Unfortunately - it's STILL not enough.

You've gotta find your calling. This is where you do work that brings you ALIVE. It's where you use your strengths while engaging in things that excite you.



✓ **It's Okay to Walk Away.**

Plenty of people are paralyzed by the GUILT of success. They get comfy living in conditions that aren't fulfilling them, but aren't all that bad either. They rationalize all sorts of award-winning reasons for why it's okay that they're not fulfilled, and why they shouldn't risk moving on.

Once your basic needs for food, safety, belonging, and esteem are met – if you wanna be fulfilled – you need to *be all that you can be*. This NEED of yours is called self-actualization.

✓ **Stop Letting Your Thoughts And Roles Define You.**

Almost all of your thoughts are “patterns in your mind” based on conditioning and programming. With persistence, patience, and diligence, you can create new habits in your mind. Just because you think (or “know”) something doesn't make it true – even if it feels that way. Don't confuse “what you think” with who you are.

When people ask you, “What do you do?” ... they're really asking, “Who are you?”

Don't confuse what you do with who you are. By accepting a certain role in life, you may limit yourself to what you can accomplish and how authentically you can express yourself.