



GUIDING PRINCIPLES CHECKLIST

You may find these checklists helpful for both you and your client's.

Personal Shifts Checklist	
FROM	TO
1—People Have Something in Common	
LITTLE CONNECTION TO GROUND OF BEING <ul style="list-style-type: none"> <input type="checkbox"/> Fearful, judging, critical <input type="checkbox"/> Shaky footing <input type="checkbox"/> No sense of belonging <input type="checkbox"/> Trying to succeed, fit in, stand out <input type="checkbox"/> Fulfilling self through actions or others <input type="checkbox"/> Numbness <input type="checkbox"/> Selling, promoting, pushing <input type="checkbox"/> Very complex to-do lists <input type="checkbox"/> Time is cheap, passes quickly <input type="checkbox"/> Try to impose your will on the world <input type="checkbox"/> Constant conflict; upsets, breakdowns <input type="checkbox"/> Retracing steps, second guessing, hesitation <input type="checkbox"/> Hostility, blaming <input type="checkbox"/> Patterns of unconsciousness <input type="checkbox"/> Incompletions, tolerations <input type="checkbox"/> Fear, worry, prejudice <input type="checkbox"/> Shoulds, rules 	HIGHLY CONNECTED TO GROUND OF BEING <ul style="list-style-type: none"> <input type="checkbox"/> Feelings/expressions of love <input type="checkbox"/> Things seem to flow <input type="checkbox"/> Appreciation of profoundness of life <input type="checkbox"/> Realization of existing connection <input type="checkbox"/> Finding fulfillment simply in being <input type="checkbox"/> Intense emotions; all are okay <input type="checkbox"/> Enormous humility <input type="checkbox"/> Things simple, sort themselves <input type="checkbox"/> Each second valued <input type="checkbox"/> Work from purpose, not goals <input type="checkbox"/> Inner peace <input type="checkbox"/> Not attached to outcomes <input type="checkbox"/> Acknowledge uniqueness of self and others <input type="checkbox"/> Contribute consciously <input type="checkbox"/> Accomplishment <input type="checkbox"/> Laugh a lot; easily amused <input type="checkbox"/> Language of acceptance
2—People are Inquisitive	
NON-INQUISITIVE <ul style="list-style-type: none"> <input type="checkbox"/> Defensive for not knowing <input type="checkbox"/> Desire to appear knowledgeable <input type="checkbox"/> Feels pressure of needing to know <input type="checkbox"/> Belief in one right answer <input type="checkbox"/> Learning based on an agenda <input type="checkbox"/> Drained by knowing/remembering <input type="checkbox"/> Controls world through information <input type="checkbox"/> Inquires only to gather information <input type="checkbox"/> Can't admit "I don't know" <input type="checkbox"/> Makes statements <input type="checkbox"/> Needs answers <input type="checkbox"/> Responds reactively <input type="checkbox"/> Resigned <input type="checkbox"/> Needs to know <u>about</u> others <input type="checkbox"/> Seductive and selling 	HIGHLY INQUISITIVE <ul style="list-style-type: none"> <input type="checkbox"/> Seeing value in not knowing <input type="checkbox"/> Desire to learn more <input type="checkbox"/> Feels lightness, trust in process <input type="checkbox"/> Openness to many right answers <input type="checkbox"/> Learning for the sake of interest <input type="checkbox"/> Energized by finding out <input type="checkbox"/> Flowing with the world; accepting <input type="checkbox"/> Curious, natural inquirer <input type="checkbox"/> Comfortable not knowing <input type="checkbox"/> Poses questions <input type="checkbox"/> Requests suggestions and possibilities <input type="checkbox"/> Open to what's next <input type="checkbox"/> Enthusiastic! <input type="checkbox"/> Desire to know who others really are <input type="checkbox"/> Attractive in a natural way

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3—People Contribute	
NON-CONTRIBUTING <ul style="list-style-type: none"> <input type="checkbox"/> Disconnection w/ self and purpose <input type="checkbox"/> Competition <input type="checkbox"/> Jealous of other's accomplishments <input type="checkbox"/> Frustration, confusion <input type="checkbox"/> Low self worth <input type="checkbox"/> External locus of control, passive <input type="checkbox"/> Under burden of unmet need <input type="checkbox"/> Contributing for sake of recognition <input type="checkbox"/> Judging and critical <input type="checkbox"/> Despondent, depressed <input type="checkbox"/> Serious, sullen, or polite <input type="checkbox"/> Desperate or non-receptive of acknowledgement <input type="checkbox"/> Unable to withstand criticism <input type="checkbox"/> Wandering focus <input type="checkbox"/> Poor self-care 	HIGHLY CONTRIBUTING <ul style="list-style-type: none"> <input type="checkbox"/> Connection w/ self and purpose <input type="checkbox"/> Open collaboration <input type="checkbox"/> Appreciative of other's gifts <input type="checkbox"/> Flow, clarity <input type="checkbox"/> True self worth and humility <input type="checkbox"/> Internal locus of control, proactive <input type="checkbox"/> Acting from vision and values <input type="checkbox"/> Contributing for sake of contribution <input type="checkbox"/> Supportive and appreciative <input type="checkbox"/> Positive, energetic <input type="checkbox"/> Playful, candid <input type="checkbox"/> Self-acknowledging and satisfied <input type="checkbox"/> Welcoming of feedback and input <input type="checkbox"/> On purpose, gets more done <input type="checkbox"/> Excellent self-care
4—People Grow from Connection	
DISCONNECTED, NON CREATIVE <ul style="list-style-type: none"> <input type="checkbox"/> Not creative <input type="checkbox"/> Quantity of contacts <input type="checkbox"/> Not aware of creativity in others <input type="checkbox"/> Blaming <input type="checkbox"/> Out of touch w/ gifts <input type="checkbox"/> Not in touch with self <input type="checkbox"/> Detached, no connection desired <input type="checkbox"/> Seeking recognition <input type="checkbox"/> Trying to impress <input type="checkbox"/> Proving yourself <input type="checkbox"/> Name dropping <input type="checkbox"/> Giving and asking for credentials <input type="checkbox"/> Limited <input type="checkbox"/> Routine 	HIGHLY CONNECTED, CREATIVE <ul style="list-style-type: none"> <input type="checkbox"/> Understand self as deeply creative <input type="checkbox"/> Quality of contacts <input type="checkbox"/> Close, intimate connections <input type="checkbox"/> Expressiveness <input type="checkbox"/> Passion <input type="checkbox"/> Seek others available for intimacy <input type="checkbox"/> Intentional search for connection <input type="checkbox"/> Seeking creative interaction <input type="checkbox"/> Willing to connect <input type="checkbox"/> Being yourself <input type="checkbox"/> Create synergy <input type="checkbox"/> Going for the heart of connection <input type="checkbox"/> Resourceful <input type="checkbox"/> Spontaneous

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5—People Seek Value	
NOT LISTENING TO DISCERN VALUE <ul style="list-style-type: none"> <input type="checkbox"/> Chasing needs (being right, being heard, getting attention, etc.) <input type="checkbox"/> Power struggle in conversation <input type="checkbox"/> Fight for the attention of conversation <input type="checkbox"/> No connection to what is occurring <input type="checkbox"/> Anger rises because unheard <input type="checkbox"/> Defensive, protective reactions <input type="checkbox"/> Don't expect to be heard <input type="checkbox"/> Speaking feels like performing <input type="checkbox"/> Being careful about what you say <input type="checkbox"/> Negation language <input type="checkbox"/> Picking up on key words <input type="checkbox"/> Disjointed interruptions <input type="checkbox"/> Talking over other people <input type="checkbox"/> Impatience toward others 	HIGHLY DEVELOPED LISTENING FOR VALUE <ul style="list-style-type: none"> <input type="checkbox"/> Needs met well enough to be highly available for listening <input type="checkbox"/> People listening on the same team <input type="checkbox"/> Granting of attention without expectation <input type="checkbox"/> Completely in touch and present <input type="checkbox"/> Warm, at ease, loving affirming <input type="checkbox"/> Self-acknowledging, including others <input type="checkbox"/> Integral part of what is happening <input type="checkbox"/> Looking forward to new possibilities <input type="checkbox"/> Freedom to be outrageous; alive <input type="checkbox"/> Affirming, assertive language <input type="checkbox"/> Picking up entire conversation <input type="checkbox"/> Smooth flow, natural back and forth <input type="checkbox"/> Space between talking <input type="checkbox"/> Comfortable space and silences
6—People Act in Their Own Interest	
UNAWARE OF OWN SELF-INTEREST <ul style="list-style-type: none"> <input type="checkbox"/> Disempowered; circumstances run life <input type="checkbox"/> Justification, rationalization <input type="checkbox"/> Unaware of needs <input type="checkbox"/> Unclear about values <input type="checkbox"/> Resentment <input type="checkbox"/> Regret <input type="checkbox"/> Holding grudges, feeling victimized <input type="checkbox"/> Rationalizing language <input type="checkbox"/> Blaming others <input type="checkbox"/> Self-critical comments <input type="checkbox"/> Critical of others <input type="checkbox"/> Oblivious of ability to self-direct <input type="checkbox"/> Analyzing the past <input type="checkbox"/> Not present to others, circumstances, self 	CONSCIOUSLY ACTING IN SELF-INTEREST <ul style="list-style-type: none"> <input type="checkbox"/> Conscious choice runs your life, use power in a healthy way <input type="checkbox"/> Discerning of value in what you did <input type="checkbox"/> Living from values <input type="checkbox"/> Well defined value system is honored <input type="checkbox"/> Awareness of others acting in own interest <input type="checkbox"/> Confident in choices made <input type="checkbox"/> Unconditional forgiveness way of life <input type="checkbox"/> Responsible language <input type="checkbox"/> Finding value in difficult situations <input type="checkbox"/> Affirming comments <input type="checkbox"/> Understanding what motivates others <input type="checkbox"/> Enjoying power of acting in own interest <input type="checkbox"/> Information about past as tools for learning and motivators for future <input type="checkbox"/> Fully engaged in the moment

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7—People Live from Their Perception	
SMALL, LIMITED, EXCLUSIVE REALITY <ul style="list-style-type: none"> <input type="checkbox"/> Blaming <input type="checkbox"/> Limited options <input type="checkbox"/> I'm right, you're wrong <input type="checkbox"/> Gives a lot of advice <input type="checkbox"/> Obsessed with comparisons <input type="checkbox"/> Low awareness of others <input type="checkbox"/> States own perspective as universal <input type="checkbox"/> Stays within safety zone, lets opportunities pass <input type="checkbox"/> Loyalty in the face of all adversity <input type="checkbox"/> Defensive 	LARGER, INCLUSIVE REALITY <ul style="list-style-type: none"> <input type="checkbox"/> Low awareness of others <input type="checkbox"/> States own perspective as universal <input type="checkbox"/> Stays within safety zone, lets opportunities pass <input type="checkbox"/> Loyalty in the face of all adversity <input type="checkbox"/> Defensive <input type="checkbox"/> Increased awareness <input type="checkbox"/> Offers own perspective <input type="checkbox"/> Takes opportunities <input type="checkbox"/> Move on when it's time <input type="checkbox"/> Non- defensive
8—People Have a Choice	
UNAWARE OF CHOICES <ul style="list-style-type: none"> <input type="checkbox"/> Powerless <input type="checkbox"/> Limited opportunity <input type="checkbox"/> Stuck <input type="checkbox"/> Static <input type="checkbox"/> In a rut or circle <input type="checkbox"/> No awareness of target <input type="checkbox"/> Trying same things over and over <input type="checkbox"/> "Yes, but" <input type="checkbox"/> "They always...." <input type="checkbox"/> Use "should" a lot <input type="checkbox"/> Looking for validation <input type="checkbox"/> "I have to..." <input type="checkbox"/> Stuck in history/tradition 	HIGHLY AWARE OF CHOICES <ul style="list-style-type: none"> <input type="checkbox"/> Responsible <input type="checkbox"/> Surrounded by resources <input type="checkbox"/> Generative <input type="checkbox"/> Awake <input type="checkbox"/> Multi-dimensional <input type="checkbox"/> Knows how to choose <input type="checkbox"/> Willing to try new approaches <input type="checkbox"/> Purposeful <input type="checkbox"/> Curious <input type="checkbox"/> "I can, and I am" <input type="checkbox"/> Positive viewpoint; optimistic <input type="checkbox"/> So many great options <input type="checkbox"/> Open to new experiences

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9—People Define Their Own Integrity	
LOW INTEGRITY, LESSER ALIGNMENT <ul style="list-style-type: none"> <input type="checkbox"/> Success and failure are both costly <input type="checkbox"/> Struggle regardless of success <input type="checkbox"/> Feeling insufficient for your role <input type="checkbox"/> Externally focused for own definition <input type="checkbox"/> Recreating situations of low integrity <input type="checkbox"/> Actions don't match words <input type="checkbox"/> Broken promises, excuses, apologies <input type="checkbox"/> Defending, explaining, justifying <input type="checkbox"/> Doing same thing, expecting different results <input type="checkbox"/> Getting more training, degrees 	HIGH INTEGRITY, GREATER ALIGNMENT <ul style="list-style-type: none"> <input type="checkbox"/> Success is rewarding, failure is rewarding <input type="checkbox"/> Aligned with own integrity; what it is time for is what there is to do <input type="checkbox"/> Trust in process and adaptability <input type="checkbox"/> Self-defining by sense of integrity <input type="checkbox"/> Clear on what doesn't fit you <input type="checkbox"/> What you say is what you do <input type="checkbox"/> Under-promising and over-delivering <input type="checkbox"/> Assuming full responsibility <input type="checkbox"/> Continuously experimenting and growing <input type="checkbox"/> Doing work based on real interest, skill and passion

These checklists are designed to serve as helpful assessments both for self and for others. Use them as you feel appropriate.