



FOCUS &
SUSTAIN

Connections

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3 Tools to Craft The Meaning of Life

Next time you go to YouTube, look for **Randy Pausch's** talk about what matters most in life. It is called: **"The Last Lecture: Really Achieving Your Childhood Dreams"** and he gave it as he was facing the last months of his life. Look up **Steve Jobs' presentation to the 2005 Stanford graduates** as he talks to them about finding life's meaning. He gives us a clue to finding These are examples of talks that give us a clue to life's meaning.

Life does not stand still. No matter what we do or do not do, what we do or do not participate in, life moves. **It is up to us**, in this movement of life, through the patterns, routines, surprises and momentous events, **to create a life of meaning for ourselves**. Nobody can do that for us. But, as Pausch and Jobs tell us, you can do it as long as you focus on it are in charge of finding your meaning.

Here are three essential tools to set the foundation of your life's meaning if you use them carefully and judiciously:

Your Values

Your values are the basis of your life from which all your actions manifest. They are the reason you do things, especially the important things you do. You must take the time to know what your most important values are. **Define them, understand them, explore them and watch them influence you in your daily life.** Sometimes, the noise of the world around you can stifle them, your values and shut them down. But as they are your **inner guides**, you can and must bring them back and express them. The more familiar you are with your values, the more you will conscientiously use them as fuel and lubricant to your life.

The Art of Meaningful Conversation.

When you take the time to listen to another person's intention instead of just the information they are giving, you will **learn how to listen** in a way that is more meaningful. You do this by asking questions that explore and disclose their intention. You do this by asking them to talk about how they feel on a topic you are discussing without interruption or snappy judgment. Engaging in this way will give you the ability to connect with people on a deeper level.

Significant Connection.

You know you have achieved significant connection when you **are constantly aware of what is important to you and everything you do is built to support that.** Your relationships come from your values and they satisfy the core of who you are.

To achieve significant connection you have to take the time to understand the other person's, motivations and values. When you connect in this way, you connect for life because you understand them in a significant way, which most people do not.

When you bring these three tools into your life, you will be able to build the **life of great meaning** that you want. This is a game changer.

Life is so much brighter when we focus on what truly matters...



This Month's Offer:

For those of you in the Life Focus programs, we will provide an extra 20 minute call with Bhaj for a question or concern you might have about building your own significance.

This is in addition to your regular November call with Bhaj

Contact grace@focusandsustain.com to take advantage of this exclusive offer.

This offer ends on November 23, 2016

We have heard the phrase *"live each day like it's your last"*. We updated it to *"live each day like it's your best"*.



Because it is the Beginning of Holiday Season

- November is stocked with holidays. You can enjoy a myriad of them so let us help you get started:
On the 6th you can wail on your saxophone on **Saxophone Day**
On the 9th you can toss all your plans to the wind as you celebrate **Chaos Never Dies Day**.
On the 17th you can join Adele, and Lionel Ritchie as you celebrate the World Hello Day.
After Thanksgiving you can celebrate **French Toast Day** on the 28th and **Stay at Home Because You are Well Day** on November 30th.
- Speaking of Thanksgiving (well we almost did)...the date for Thanksgiving was not **assigned to the fourth Thursday of the month** until President Franklin D. Roosevelt set the custom **in 1939**. Congress approved this measure in 1941. Before then Thanksgiving was appointed as the last Thursday of the month. Yes, congress debated the merits of having Thanksgiving on the fourth Thursday versus the last Thursday. WOW!!!
- And speaking of turkeys, (you knew we would go here): turkeys are uniquely native to North America. They live in the Northeast, the South, the Mid West, and the North. They do not seem to be found on the West coast, except at the grocery store... of course.

"You never know how strong you are until being strong is the only choice you have"

Bob Marley



Quick Tips

Life Focus



Money Focus

You should have a pretty good idea **how you have performed against your budget**.

Maybe some categories got away from you. Maybe there were categories you focused on and brought them into their allocated budget. **Maybe you have added new categories** as you observed your spending habits or combined categories because it made more sense to do so.

This month, focus one more time on a category that has been a problem. Identify one action you can take to give that category the attention it needs to get it into alignment. You will give these elusive categories your attention next year, but for now, watch how merely one action can help. Bring it to a more manageable balance.

This is the month where some people **push to meet their stated destinations**, where some see that they are well within reach or have already attained their stated annual objectives and still others see that their destinations were not something they were really committed to.

To those of you who are pushing to meet your destination(s), quickly **determine if they are achievements you want to complete** and if so, schedule your necessary actions to get them done so that the holidays do not get in your way.

To those of you who are coasting to your achievements, great. You reached the destinations you set for yourself. That is **fantastic and worth acknowledging**. Feel proud of your achievements.

To those of you who **were not really committed** to your destinations, this is a great month to **examine the cause and the reason** for this so that you set the objectives you truly want to achieve next month for next year .



Legacy Focus

Because the holidays can turn into a whirlwind of activity, this is a great time to reflect for a moment and determine **how you want to connect with those in your family that you will see at a holiday gathering**.

Consider, for a moment, where you will celebrate with other family members. If this event involves food, you may decide to sit next to someone you normally do not sit next to. You may want to **suggest to the host a topic you can all discuss**, one that brings you together like each person talks about a **significant positive event that took place in their lives in this past year**, or each person mention a **reason they are grateful for the year that is almost gone**, or someone share a moment or experience which taught them a valuable positive lesson this past year.

Having a conversation of meaning can deepen connections. This is a great time of year to engage in this sharing experience.

Contact grace@focusandsustain.com to move your money, life or legacy into greater focus.



N. Cog Nito Reports



Okay, I found it...my boat. Well actually let me upgrade that to my yacht, or better yet **my plane yacht**. It is a beauty and I thank Daimler, producer of the Mercedes, for bringing this to the consumer.

This thing is beautiful. It reminds me of the sleek lines of those 1930 or 1940 cars, you know the 1936 Cord, the 1938 Alfa Romeo, the 1933 Delage, 1948 Jag, 1937 Mercedes, 1938 Delahaye, or 1938 Bugatti with the beautifully tapered lines.

While the outside of this yacht looks like a boat, **the inside is constructed with the dimensions of a plane** with its independent zones, airplane seating arrangement and more. It is a beauty from its sleek lines to its cutting edge technology. If I put my name on one now I can get it the latter part of 2017. **Want a ride** on my new Arrow 460-Granturismo?!



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"It is good to have an end to journey toward; but it is the journey that matters, in the end"

Ursula KLe Quin