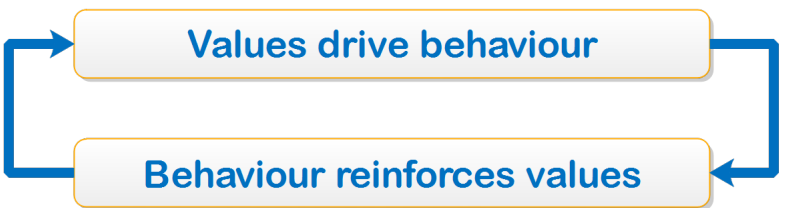


TotalSDI - Your Motivational Values System Part 1

Motivational Values System - A set of personal values that affect behaviour and thinking

- Motivational → Creates tendency for movement
- Values → Thoughts, beliefs and drivers
- System → Connected with feedback loops

Basic Principle - Values drive behaviour. You feel good or right when you act in line with your values



Blue - Life is about helping other people, caring and being of service to them

- People**
 - Others' welfare
 - Being of service
 - Self-sacrifice

Red - Life is about getting the most out of people, situations and resources. There's only one winner

- Performance**
 - Playing to win
 - Making it work
 - No second place

Green - Life is a fascinating puzzle to be thought through and logically resolved

- Process**
 - Logical thinking
 - Autonomy
 - Cool rationality

