

## The Demartini Value Determination Process

Determine your hierarchy of values by answering the following questions.

### **1. How do you fill your primary personal or professional space with most?**

Look carefully and specifically at how you fill your personal or professional space. What are the three items that you fill your space with most? What three items stand out in your space?

Items that are not highly important to you are tossed in the trash or placed distantly in the attic or garage. Look carefully at what you have in your home or office and see what you display in your most valued space. Things that are truly and highly important to you, you will keep in your possession or close by or somewhere where you can see them. You may even be wearing it. So, look at how you fill your personal and professional space.

If you walked into your home or company office space and looked carefully at your cubicle where you work, what would you see? What does your personal or professional life demonstrate as most important?

Do you see your computer or business materials? Do you see business awards, certificates, books, reference materials? Do you see trophies from sports? Do you see design items, paintings, arts, crafts? Do you see animals and pictures and books on your animals? Do you see books and magazines on building wealth? Do you see pictures of your children?

Look carefully right now and ask yourself how do you fill your personal or professional space? What three items stand out? Keep each of your answers concisely one, two or three words. Think what each of the three items specifically represents to you.

How do you fill your space most?

---

How do you fill your space 2nd most?

---

How do you fill your space 3<sup>rd</sup> most?

---

## **2. How do you spend your time first, second and third most when you are awake?**

Look carefully and accurately at how you spend your time. What are the three things that you spend your time on most? You will make time for things that are really important to you and you will run out of time for things that aren't.

Even though you may commonly say: I don't have time for what I really want to do; the truth is that you are too busy doing what is truly more and most important to you and just don't know it. And what you think you want to be doing isn't always what is truly most important and valuable to you. You will find or make time for things that are truly most important. You simply figure out how to do so.

So look carefully at how you spend your time. Look at how you structure your 24 hour day. What do you most often do in those 16-18 hours of awake time? You will allocate your time for things that are important to you so your days will become divided up according to your true conscious or unconscious priorities. If something is not important you will keep putting it off until tomorrow.

Do you work 10 hours of the day? Do you socialize 4 hours a day? Do you read or study 3 hours a day? Do you spend 3 hours a day with your children? Do you spend hours on and love shopping? Do you work out, do yoga and train for 2 hours a day?

How do you actually spend your time first most, second most and third most when you are awake?

How do you spend your time most?

---

How do you spend your time 2nd most?

---

How do you spend your time 3<sup>rd</sup> most?

---

### **3. How do you spend your energy most and what energizes you most?**

Next, look at how you spend your energy and what energizes you most. You will always have energy for things that are truly highest on your values list and that inspire you. You will run out of energy for things that aren't important. How do you spend your energy and what energizes you? What do you always find energy for most? You manifest energy for things that are truly important to you and that inspire you.

Have a look at where you feel most vital and enthused in your day to day activities. Things that are low on your values will tend to drain you and things that are high on your values list will tend to energize you.

Is it being of service at work? Is it solving problems that make a difference in other people's lives? Is it working out? Is it socializing? Is it cooking and entertaining for friends or loved ones? Is it shopping? Is it reading a great book or learning about what inspires you? Is it leading or managing people at work or at home?

When you are doing or fulfilling something throughout the day that is truly highest on your values, something that you love and are inspired by, you will have more energy at the end of the day than when you started.

Look carefully and honestly at what it is that energizes you and that you can spend most of your energy on. What are the 3 actions that you love to spend your energy on and that most energizes you?

What energizes you most? What do you always find energy for?

---

What energizes you 2<sup>nd</sup> most? What do you always find energy for?

---

What energizes you 3<sup>rd</sup> most? What do you always find energy for?

---

## 4. How do you spend your money most?

How do you spend your money and your resources most? What are the three things that you spend your money on most? You will feel reluctant to spend money on things you perceive to be unimportant. If something means a lot to you, you will certainly figure out a way to pay for it. You create or find money for things that are truly valuable or highly important to you. You run out of money and don't want to spend money on things that are not important to you.

You might be considered to be "cheap" when you do not want to spend your money on things that are too low on your priority list. You don't want to part with your money for things that are not important to you.

Do you spend your money mostly on your home and security? Do you spend it back into your business development? Do you spend it on clothes and accessories for your appearance? Do you spend in on specialized education? Do you spend it on social activities or events? Do you spend it on entertainment?

Look at how you spend your money, or how it is being spent. What are the 3 most important and consistent things you spend your money on?

*You will find that as you fill in the answers to the first four value determinants, some of the answers are going to overlap or be the same or similar (synonyms). Some of the items or things you spend your time on, fill your space with; spend your energy and money on will end up being the same, or at least synonyms. This is an indicator that you are on track with this process. This means that you are pretty congruent and you are more consistently doing something that is more important to you.*

How do you spend your money most?

---

How do you spend your money 2<sup>nd</sup> most?

---

How do you spend your money 3<sup>rd</sup> most?

---

## 5. Where are you organized and ordered most?

Where are you ordered and organized most? Where do you have the highest degree of order and organization? What are the three things that you are most organized in? Where are you most organized?

You have at least a few areas of order and areas of disorder in your life. The things that are important to you, you will spend time organizing. You will tend to bring order and organization to things that are important to you and you will tend to have chaos and disorder in things that are low on your values so look at where you have the greatest degree of order and organization in your life.

Do you have an organized social calendar? Do you have an organized workout schedule? Do you have an organized eating or dietary regime? Do you have an organized clothes and shoes closet? Do you have an organized financial house? Do you have an organized business agenda and management routine? Do you have an organized cooking arrangement? Do you have an organized children management?

Look at where you display the highest degree of order and organization in your life. Identify the three areas that stand out with the greatest degree of order and organization. Do not lie to yourself and say you don't have such order in your life. Just look for where it is.

Where are you organized and ordered most?

---

Where are you organized and ordered 2<sup>nd</sup> most?

---

Where are you organized and ordered 3<sup>rd</sup> most?

---

## **6. Where are you most reliable, disciplined & focused?**

Where are you most reliable, disciplined and focused? What are the three things you are most reliable on? Whatever is highest on your value, you will be disciplined to do?

If something is important to you, you will be dedicated to doing it. You don't and won't have to be reminded or motivated from the outside to do it. You will be inspired from within to do what is truly most important. So you look at what are the 3 things that you are most reliable, disciplined, focused on doing, where nobody has to get you up or remind you to do them.

Is it your studies? Is it you work out routine? Is it your social or social media interaction? Is it your appearance? Is your dietary or eating regime? Is it your business management or activities? Is it your family management and attention?

Look carefully and be honest with yourself. Where are you most disciplined, reliable and focused?

Where are you most reliable, disciplined & focused?

---

Where are you 2<sup>nd</sup> most reliable, disciplined & focused?

---

Where are you 3<sup>rd</sup> most reliable, disciplined & focused?

---

## 7. What do you inwardly think about most?

What do you inwardly think about most? What are your innermost dominant thoughts? What are the three things that you dominate your thoughts on? I am not referring to momentary or transient distractions or depreciating self-thoughts. I am referring to what do you think about or focus on most that is gradually coming true in your life and manifesting?

Your mind will repeatedly focus on the things that mean something to you – whatever is highest on your list of values. You may be momentarily distracted by a phone-call or a television program but your mind will consistently return to the area of highest importance. The key in this value determinant is to identify what you are repeatedly and commonly thinking about concerning how you would love your life to be, what you would love to do, or what you would love to have.

Make sure the answers to this question reflect the dominant thoughts that are actually and gradually coming true. Do not write down fantasies that are not being realized, or being brought into your reality. Don't write down imperatives, or outer directed "should dos," "ought to dos" or "supposed to dos." Only write down what you specifically think about that you are gradually bringing about; those thoughts that you are truly showing fruitfulness with and that are slowly and steadily showing evidence of being brought into your life?

What are the 3 things that you think about most that you bring about most? Those are the indicators of what is truly valuable to you.

What do you inwardly think about most?

---

What do you inwardly think about 2<sup>nd</sup> most?

---

What do you inwardly think about 3<sup>rd</sup> most?

---

## 8. What do you visualize and then realize most?

What do you visualize most about how you would love your life to be that is gradually showing fruits and coming into reality? What are the three things that you visualize, envision, or daydream about most and bringing about? What are you visualizing about how you want your life to turn out like most and it is gradually coming true? What you most consistently envision and dream about will be in alignment with what is most important to you.

This vision must be showing signs of gradually coming true in your life. Do not include things fantasized about that are not coming true, not delusions or unrealistic expectations, only visions that are becoming reality.

Is it the family lifestyle that you dream about most? Is it becoming wealthy and financial freedom? Is it traveling the world? Is it completing or continually expanding your education and wisdom? Is it meeting and socializing with amazing people? Is it becoming a leader in your field of expertise? Is it leading or managing a great business?

What is it that you visualize about how you want your life that is actually gradually, slowly but surely coming true? Write down your three answers.

What do you visualize and then realize most?

---

What do you visualize and then realize 2<sup>nd</sup> most?

---

What do you visualize and then realize 3<sup>rd</sup> most?

---

## **9. What do you internally dialogue with yourself about most?**

What do you internally dialogue with yourself about most that is meaningful and that is gradually coming true or into your life? What are the three things that you internally talk to yourself about most that are manifesting?

You speak to yourself and dialogue internally about what is most important to you. What do you keep talking to yourself about most that you desire to come true and that is coming true?

I am not talking about momentary negative self-talk and self-aggrandizement. I am talking about exactly how you talk to yourself about how you want your life that is showing its fruits.

What are the three conversations that you keep talking to yourself about most that are slowly but surely coming true?

What do you internally dialogue with yourself about the most?

---

What do you internally dialogue with yourself about 2<sup>nd</sup> most?

---

What do you internally dialogue with yourself about 3<sup>rd</sup> most?

---

## 10. What do you most talk about to others in social settings?

What do you most talk about in social settings? What are the three things that you externally converse with others about most? What are the three things that you keep wanting to bring to your or other's conversations that nobody has to remind you to talk about?

What do you externally dialogue about most? Like every other person you want to communicate what is most important to you. If someone discusses something with you that you don't want to hear you will try to change the conversation to what is important to you.

You become an extrovert talking about what is most important to you and when somebody else talks about it, you come alive. When somebody talks about something that is not important to you, you go quiet, become introverted and you want to change the conversation to what is more important to you.

If you go up to somebody and they ask you how are the kids; that means that their kids are important. How is your business doing? Business is important. How are your relationships doing? Relationships are important. How are your stocks and investments doing? Financial investments are what is important.

What do you want to bring the conversation to, what do you want to ask questions about and talk about? What are those three things you can't wait to discuss or talk about?

What do you most talk about in social settings?

---

What do you 2<sup>nd</sup> most talk about in social settings?

---

What do you 3<sup>rd</sup> most talk about in social settings?

---

## 11. What inspires you most?

What inspires you or are you inspired about most? What is common to those individuals that have inspired you most? What is common to all those things, insights, experiences or events that have repeatedly inspired you?

Is it great moments of your own or other individual's mastery? Is it when you or someone conquers an amazing challenge or fear? Is it when you achieved a meaningful goal? Is it when a great leader, actor, performer, thinker presents or performs their masterpiece? Is it when you hear some deeply meaningful lyrics of an amazing song?

Anytime you or anyone else conquers an important challenge in their life it can become inspiring to experience. You are generally inspired most frequently in the area of your life that means most to you. If you value your children, then you will probably be inspired by what your children conquer or do. If you value your business then you will probably be inspired by your or other's great achievements in business. If you love learning you will probably be inspired by learning about new pieces of the puzzle of life. If you love building wealth you will probably be inspired by your investments growing against the odds or by wealthy individuals.

So, write the three things that inspire you and/or what is common to the people that have inspired you or are inspiring you the most?

What inspires you most?

---

What inspires you 2<sup>nd</sup> most?

---

What inspires you 3<sup>rd</sup> most?

---

## **12. What are your most consistent long-term goals that are coming true?**

You are most willing to stretch yourself and persistently act towards goals that have the most meaning to you. So, what are the three most consistent long-term goals that you have persisted working on that have stood the test of time? What are the three most persistent goals that you have focused on and that you are definitely and gradually bringing into reality?

Do not write down fantasies that you are not acting upon. Write only the ones that you are slowly but surely bringing into your reality and that they have been dominating your mind and thoughts for a long time and you keep taking step by step actions towards bringing into reality.

What is your most consistent long-term goal?

---

What is your 2<sup>nd</sup> most consistent long-term goal?

---

What is your 3<sup>rd</sup> most consistent long-term goal?

---

## **13. What do you love learning, reading, studying or listening about most?**

What topics of study inspire you the most? When you enter a bookstore, which section do you make a beeline for? Which topic of magazines do you subscribe to? Which section of the newspapers do you turn to first? What topics do you find yourself thinking about or asking questions about most? The three answers to these questions will help reveal your highest values.

What do you love to learn about most?

---

What do you love to learn about 2<sup>nd</sup> most?

---

What do you love to learn about 3<sup>rd</sup> most?

---

# Step Two:

## Identify the Answers That Repeat Most Often

Once you've written down three answers for each of the 13 questions, you'll see that among your 39 answers, there is a certain amount of repetition – perhaps even a lot of repetition. You may be expressing the same kinds of value in different ways – for example, “spending time with people I like,” “having a drink with the folks from work,” “going out to eat with my friends” – but if you look closely, you can see some patterns begin to emerge.

So look at the answer that is most often repeated and write beside it the number of times it repeats. Then find the second most frequent answer, then the third, and so on, until you have ranked every single answer. This gives you a good primary indicator of what your highest values are. You can even start making decisions based on this initial hierarchy of values – and you can see how your life is already demonstrating your commitment to these values.

---

---

---

---

---

---

---

---

---

---