



## White Board Exercise INSTRUCTIONS

This is one of the first exercises I do with my new coaching clients who are at a crossroads in their life. I call it the White Board Exercise because it truly is just that, a white board exercise.

This will help you identify your skills and expertise, both personally and professionally, as well as what you love to do and what you cannot stand doing.

Very often, what we are best at has nothing to do with what we are passionate about or even like to do. For instance, I am an excellent salesperson – yet can't stand it. On the other hand, I absolutely love to mentor and educate others, yet it had (prior to this time in my life) very little to do with my actual career. It was secondary and peripheral.

By identifying what you excel (and suck) at, along with what you love (and can't stand) to do, ***you will be better equipped to zone in on where you should be putting your energies in the future.***

### INSTRUCTIONS:

Give yourself a couple of weeks to work on this. Do not expect to complete it in one sitting. It is something you should give much thought to and add to as things come up in your mind that you want to add to your white board. If you do not have access to a whiteboard, simply use four sheets of paper. **At the end of these instructions I've included a link to a whiteboard cheat sheet if you prefer to use that.**

In each quadrant you will be adding tasks, skills, jobs, hobbies, sports – leave no stone unturned.

You'll be populating the four quadrants with the following:

What you LOVE to do and are REALLY good at

What you CAN'T STAND doing but are REALLY good at

What you LOVE to do but actually SUCK at

What you CAN'T STAND doing and SUCK at anyway

As an example:

**What you love to do and are really good at quadrant.** Here, keep in mind those things you get excited to do, that make you feel good about yourself and things that other's look at you as the expert in. Things that you are naturally good at and enjoy doing. Things that come easy to you. Things that other's think is amazing that you do so well but for you it takes no thought at all (second nature to you).

For me, I love public Speaking and am really good at it. I love to be on stage and command a room. Speaking in front of others gets me excited and I love to see those in the audience engaged with what I am saying and interact with me regardless of the topic. I can be called in and speak off the cuff and still enjoy it and the audience would never know it was unscripted. The thought of public



speaking riles me up in the best way while most people would be shaking in their boots and dreading it. This is a Love/good at for me.

**For All Quadrants:** Consider both your personal and your professional life. Your childhood memories of happy times and your times of misery. Think back to high school, to college, to your earliest career days. Consider milestones in your life and how you handled them (or did not). Think about specific skills you have and methodologies you use. Consider your EQ and communications with others. Your ability to handle stressful situations and how you handle conflict. Consider it all.

**Now What?** When the popcorn has stopped popping and you have no more to add to any of the quadrants is when the fun really begins. Step back and look at all you do; both the good and the bad.

Most of your energy will be in the top left quadrant where you have all the things you love to do and are really good at. But first: look at that bottom right quadrant and really absorb all those things you can't stand doing and suck at anyway. Tell yourself these are hard stops for you in any future career or job or personal relationship. They bring you no joy, you are no good at them and they will add no value to anything you ever do in your life again. Learn them, memorize them, and avoid them.

Now shift your energy to that top left quadrant filled with love, things you are good at, things that give you joy and energy. In here, you will start to see patterns and groupings of activities and skills that you really excel at and enjoy. This is where you want to move towards in your future. No matter what you do in that next phase of your professional or personal life, you want to make sure a good amount of these are a part of it. The things you identified here are things that give you energy, they fill your reserve and give you the fuel to move forward in all you do. Here is where the saying 'figure out what you love to do and you will never work a day in your life again' can be found.

For the other two quadrants, these are things you can live with in small doses but want to make sure they are not an overwhelming part of your life moving forward. Your energy should now be focused in the Love/Good at quadrant with minimal thought being given to these other two quadrants.

**The value of the other two quadrants?** These other two quadrants serve the purpose of negotiation or coming to agreement in your life. No matter what you are doing in your life, personally or professionally you will always have some things that you do not love to do that you must (ew! Balancing my checkbook!) and things you don't love to do but are really good at (I must 'sell' yet I can't stand the idea of sales)

Make sense? Have fun with this exercise, take your time, then schedule a 30-minute chat with me about what you leaned ON MY DIME.