

LOVED MOTIVATED RESILIENT  
OPTIMISTIC INSPIRATIONAL AMAZING  
ADVENTUROUS HAPPY  
TENACIOUS  
TRIVING  
INFLUENCE  
RESPECT

BE!

AUDIO WORKBOOK

NAME

DATE

CONFIDENT CREATIVE PERSISTENT INCREDIBLE  
DREAMS GRATEFUL  
POSITIVE STRONG  
PASSIONATE BOLD  
WORTHY EMPOWERED  
CERTAIN VICTORIOUS  
ENTHUSIASTIC  
FEARLESS  
UNSTOPPABLE  
ENERGY  
KEITH ABRAHAM

**BE!**

**The 8 Simple Steps To Becoming Who You Want To Be.**

**By Keith Abraham**

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AUDIO BOOK VERSION

First published in 2015 by Passion Press.

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**[www.keithabraham.com](http://www.keithabraham.com)**

# //WHO DO YOU WANT TO BE?

If you were going to be the best version of you and to realise your true potential, what type of person do you want to BE?

**ACCOMPLISHED**

**VICTORIOUS**

**TENACIOUS**

**ADVENTUROUS**

**GENEROUS**

**UNIQUE**

**BOLD**

**GRATEFUL**

**TRIUMPHANT**

**CERTAIN**

**HAPPY**

**THRIVING**

**CONSISTENT**

**INSPIRED**

**ADMIRER**

**CONFIDENT**

**INSPIRATIONAL**

**CREATIVE**

**INCREDIBLE**

**COMPASSIONATE**

**PERSISTENT**

**DYNAMIC**

**PROGRESSIVE**

**DECISIVE**

**EXCELLENT**

**DETERMINED**

**ENTHUSED**

**ENERGISED**

**EXCEPTIONAL**

**EXCITED**

**WORTHY**

**EMPOWERED**

**PROACTIVE**

**FANTASTIC**

**PURPOSEFUL**

**FOCUSED**

**INVINCIBLE**

**FEARLESS**

**RESPECTED**

**OPTIMISTIC**

**STRONG**

**POSITIVE**

**RESILIENT**

**PASSIONATE**

**LOVED**

**LOVING**

**MOTIVATED**

**CURIOUS**

# //LIFE'S QUESTIONS

WHO DO I WANT TO BECOME?

WHY WAS I PUT ON THIS PLANET?

WHAT IS MY LIFETIME PURPOSE?

WHAT ARE THE PASSIONS I WANT TO PURSUE?

WHAT IS IMPORTANT, WHAT IS MEANINGFUL AND WHAT MATTERS TO ME?

WHAT DO I WANT TO STAND FOR IN MY LIFE?

## //DISCOVERING YOUR LIFETIME PURPOSE

**What do you think you were put on this planet to create, build, share or have an impact on?**

**What would you like to achieve that would be bigger than you, that is outside of you and that would live on after you?**

A black and white illustration of a pen writing a wavy line on a set of horizontal guidelines. The pen is positioned in the upper right corner, angled downwards and to the left. It has a dark body and a light-colored barrel with the letters 'SW' visible. A single, continuous wavy line is being drawn on the second line from the top. The background consists of ten horizontal lines, with the first line being solid and the others being dashed.

**What is your unique talent that you would like to share with the people who matter in your world?**

---

---

**What is important to you, that matters to you and is meaningful to you?**

---

---

**If you could make one difference to people that connect with you, what would it be?**

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**What would you like to be known for and famous for, to the people who matter to you?**

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---

**Fast forward your life to the age of 90. In looking back on your life, what would you be most proud of achieving?**

---

---

**What do you believe your life's purpose is?**

---

---

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# //YOUR PURPOSE STATEMENT

Take a moment and write one to three sentences as your first draft of your purpose statement ...

**WHAT YOU DO**

**WHO YOU DO IT FOR**

HOW YOU ARE GOING TO DO IT

**THE PURPOSE OF LIFE, IS A  
LIFE OF PURPOSE!**





# //THE 12 QUESTIONS

1 ] WHAT DO YOU LOVE TO DO AND THAT GIVES YOU THE GREATEST JOY?

2 ] IF YOU DID KNOW YOUR PASSION, WHAT TYPE OF LEGACY WOULD YOU LIKE TO LEAVE FOR OTHERS TO ENJOY?

3 ] IF THE MONEY WAS HANDLED, WHAT WOULD YOU DO WITH YOUR TIME, ENERGY AND SKILLS?

**4 ] WHAT DO YOU DO TO  
RECHARGE YOUR BATTERIES?**

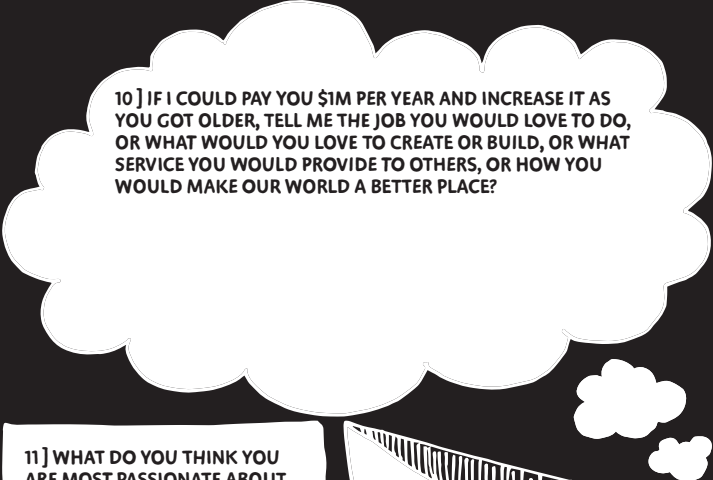
**5 ] WHAT ACTIVITY DO  
YOU DO THAT PASSES THE  
TIME THE FASTEST?**

**6 ] WHAT IS MOST IMPORTANT TO  
YOU TO DO, THAT IS MEANINGFUL AND  
MEANS THE WORLD TO YOU?**

7] WHAT GIVES YOUR LIFE PURPOSE?


8]  
WHAT  
MAKES  
YOUR HEART  
SING AND  
GIVES YOU A FULL  
HEART?

9] WHAT DO YOU LOVE TO DO IN YOUR SPARE TIME?



**10 ] IF I COULD PAY YOU \$1M PER YEAR AND INCREASE IT AS YOU GOT OLDER, TELL ME THE JOB YOU WOULD LOVE TO DO, OR WHAT WOULD YOU LOVE TO CREATE OR BUILD, OR WHAT SERVICE YOU WOULD PROVIDE TO OTHERS, OR HOW YOU WOULD MAKE OUR WORLD A BETTER PLACE?**

**11 ] WHAT DO YOU THINK YOU ARE MOST PASSIONATE ABOUT IN YOUR LIFE?**



**12 ]  
COULD  
YOU PURSUE  
YOUR PASSION  
AND GENERATE AN  
INCOME FROM IT? OR  
WHAT WOULD BE THE BEST  
JOB YOU COULD DO OR BUSINESS  
YOU COULD CREATE SO YOU COULD  
PURSUE YOUR PASSIONS?**

# //THE 100 GOAL CHALLENGE

To get you started I would like you to think about these **25 questions**.

If you can create four answers to each question, that is 100 goals. For some questions you will have ten answers and other questions you will have one answer, and that is ok. Find yourself a quiet place with this book and answer these 25 questions to create your 100 goals ...

**WHAT ARE SOME PLACES YOU WOULD LOVE TO LIVE FOR AN EXTENDED PERIOD OF TIME?**

**WHAT ARE THE HEALTH MILESTONES YOU WOULD LIKE TO REACH?**

**WHAT ARE THE GOALS YOU HAVE ACHIEVED IN THE PAST AND YOU WOULD LIKE TO ACHIEVE AGAIN?**

**WHAT ARE THE THINGS YOU WOULD LIKE TO DO FOR OTHER PEOPLE?**

**WHAT ARE THE FINANCIAL MILESTONES YOU WOULD LIKE TO ACHIEVE IN YOUR LIFETIME?**

**WHAT PERSONAL CHARACTERISTICS  
WOULD YOU LIKE TO DEVELOP?**

**WHAT PERSONAL OR  
PHYSICAL CHALLENGES  
WOULD YOU LIKE TO  
CONQUER IN YOUR  
LIFETIME?**

**WHAT  
THINGS  
WOULD  
YOU  
LIKE TO  
OWN?**

**WHAT ARE SOME OF YOUR  
CAREER MILESTONES YOU  
WOULD LIKE TO ACHIEVE  
IN YOUR CAREER OR  
BUSINESS?**

**WHAT ARE  
THE SKILLS,  
KNOWLEDGE  
OR TALENTS  
YOU WOULD  
LIKE TO  
SHARE AND  
TEACH  
OTHERS?**

**WHAT ARE  
THE SKILLS OR  
TECHNIQUES  
OR TALENTS  
YOU WOULD  
LIKE TO  
LEARN?**

**WHAT ARE SOME  
OF THE FAMILY  
EXPERIENCES YOU  
WOULD LIKE TO  
PROVIDE?**

**WHAT ARE ALL  
THE COUNTRIES  
YOU WOULD LIKE  
TO VISIT IN YOUR  
LIFETIME?**

**WHAT ARE SOME OF  
THE THINGS YOU  
WOULD LIKE TO DO  
FOR YOUR LOCAL  
OR NATIONAL OR  
INTERNATIONAL  
COMMUNITY?**

**WHAT ARE  
SOME OF  
THE MAJOR  
SPORTING  
EVENTS YOU  
WOULD LOVE  
TO ATTEND?**

**WHAT ARE SOME OF THE THINGS YOU WOULD LIKE TO DESIGN?**

**WHAT  
CONCERTS  
WOULD  
YOU LIKE TO  
ATTEND?**

**WHAT CULTURAL EVENTS AROUND THE WORLD  
WOULD YOU LIKE TO ATTEND OR EXPERIENCE?**

**WHAT ARE SOME  
OF THE CITIES YOU  
WOULD LIKE TO  
EXPLORE?**

**WHAT ARE SOME  
PLACES YOU WOULD  
LIKE TO VISIT OR  
EXPERIENCE IN YOUR  
OWN COUNTRY?**



**WHAT ARE THE THINGS  
YOU WANT TO DO JUST  
ONCE?**

**WHAT WONDERS OF THE WORLD  
WOULD YOU LIKE TO EXPERIENCE?**

**WHAT  
ARE SOME  
OF THE  
HOBBIES  
OR  
PASSIONS  
YOU  
WOULD  
LIKE TO  
PURSUE?**

**WHAT WOULD YOU LIKE TO CREATE?**

**WHAT ARE SOME OF THE  
THINGS YOU WOULD LIKE  
TO BUILD OR CONSTRUCT?**

Now, to assist you in your challenge to create your list of 100 Lifetime Goals, I have put 100+ goals together over the next page. Or if you want to download an eBook with hundreds of examples, visit [keithabraham.com/products](http://keithabraham.com/products).



**GOALS**

DO ACTIVITIES THAT MAKE ME LOL

attend a wine appreciation course

BUY a HOUSE SKETCH

SCHEDULE TIME TO PAINT OR

become an MD

fly first class AT LEAST ONCE

WORK IN THE SKI FIELDS for a season

become financially INDEPENDENT

10 YEARS

CREATE AN ANNUAL EVENT for a worthwhile CAUSE

visit BHUTAN

visit NEW YORK

design a clothing label

publish a BEST SELLING BOOK

BUNGEE jump

STUDY LIVE + WORK OVERSEAS FOR 12 months

my small biz VENTURE OFF the ground

design and BUILD my dream

a piece of JEWELLERY

SPEAK a foreign language FLEETLY

START AN - ONLINE - BUSINESS

learn HOW to manage

CHALLENGE MY COMFORT ZONE

SHAPE my INDUSTRY

WOODEN FURNITURE

PROFITABLE PROFESSION

turn my hobby into a

20 MINS A DAY

MEDITATE

DO a photography COURSE

make at least \$200,000 per annum

DEGRE 100000000

CHANNEL 100000000

TV HAVE A MASTERS You Tube

buy a HOLIDAY HOME to escape the CITY

CONCERT

make a passive income

build a NETWORK of CONTACTS

U2

GO TO A

DESIGN an APP

for something

become famous

plant TREES

BE WELL RESPECTED

WORK IN LONDON

LIVE

MUSICAL INSTRUMENT

learn a

teach YOGA

SA local car

donate \$\$\$

university

become a TRAVEL BLOGGER TO BE HAPPY

OR TV SERIES

visit NEW YORK

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# //MY 100 LIFETIME GOALS



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## //YOUR EMOTIONAL DRIVERS

Now look at 10 – 15 of the Lifetime Goals you listed down and ask yourself this one question ... How will I **feel** when I achieve this goal? Use the following emotion cloud as a guide.



Revisit 10 or 15 of your lifetime dreams and see what three emotions keep coming up time and time again for you. After reviewing a few of your lifetime dreams you will notice a trend. Take a moment to complete this activity and discover what your **Key Emotional Drivers** are in your life.

**HOW WILL I FEEL WHEN I ACHIEVE THIS GOAL?**



# //THREE KEY DRIVING EMOTIONS

Step 1 // List your three Key Driving Emotions.

Step 2 // Write down what each one of those emotions means to you.

EMOTION 1

EMOTION 2

EMOTION 3

# //12 MONTH GOALS

Now take a moment and list down the goals you would like to achieve in the next 12 months of your life.

I would recommend that you have **three goals that you want to achieve** and **seven to ten goals that you would like to achieve**.

A large, white, rectangular area with a vertical line on the left and horizontal dashed lines, resembling a notepad or a form for writing goals. The area is designed for users to list their goals for the next 12 months. It has a slightly irregular, hand-drawn border and four black dots at the corners, suggesting it's a piece of paper pinned to a dark background.



# //THE ROADBLOCKS

Take a moment to reflect on your life, your goals and the person you want to become and answer these four questions. **WHAT DO YOU NEED TO ...**

**STOP DOING ...**

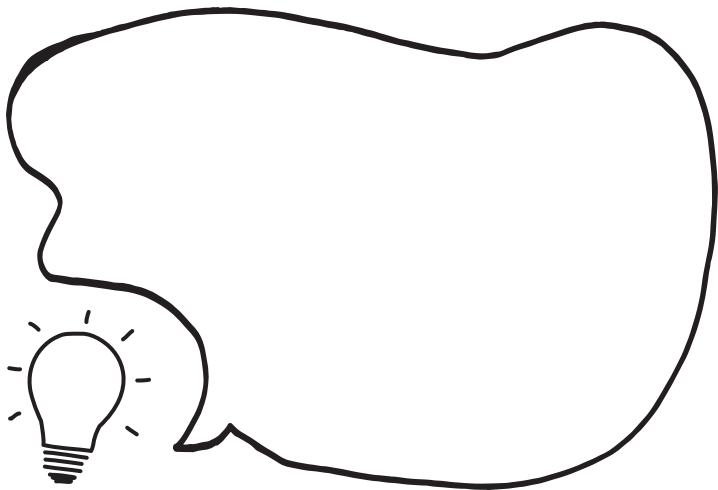
**START DOING ...**

**DO LESS ...**

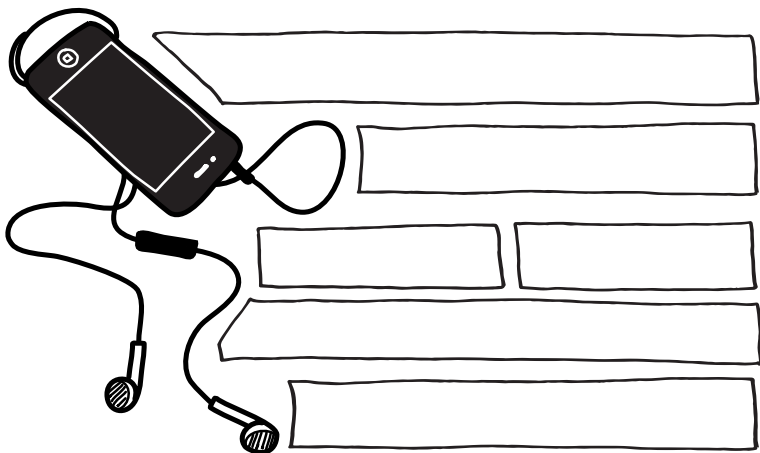
**DO MORE ...**

# //DEVELOP YOURSELF MENTALLY

WHAT DO YOU NEED TO LEARN SO YOU CAN TAP INTO YOUR TRUE POTENTIAL?



WHAT DO YOU NEED TO LISTEN TO OR WATCH SO YOU CAN TAP INTO YOUR TRUE POTENTIAL?



**WHAT BOOKS DO YOU NEED TO READ SO YOU CAN TAP INTO YOUR TRUE POTENTIAL?**

**WHO WOULD BE A GREAT MENTOR FOR YOU AT THE MOMENT SO YOU CAN TAP INTO YOUR TRUE POTENTIAL?**

30 //

# //BEATING PROCRASTINATION

List down one task that you are procrastinating about doing and then list down the smallest step you can take in the next five minutes. Whether that be making a call, creating an action list, confirming an appointment, scheduling some planning time, or sending an email to someone that can assist you.

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# //WHAT ARE YOU PROCRASTINATING ABOUT?

By removing the items that you are procrastinating about in your life, you will feel liberated as you start to remove the crap, clutter and confusion from your life. These three things give us the sense of being busy, maybe even overwhelmed rather than feeling productive and creating momentum. Procrastination can stop us from focusing. It's hard to focus on what's important to you when you are so bogged down in the trivial stuff that is weighing you down.

So if you feel like you have some unfinished business that you need to attend to, then here are some questions to clarify what you need to handle now in your life ...

**WHAT CRAP DO YOU NEED TO REMOVE FROM YOUR LIFE SO YOU CAN MOVE FORWARD?**

**WHAT CLUTTER DO YOU NEED TO CLEAN UP TO GIVE YOU SPACE TO ACHIEVE YOUR GOALS?**

**WHAT CONFUSION DO YOU NEED TO GAIN INSIGHTS INTO TO GIVE YOU GREATER CLARITY NOW?**

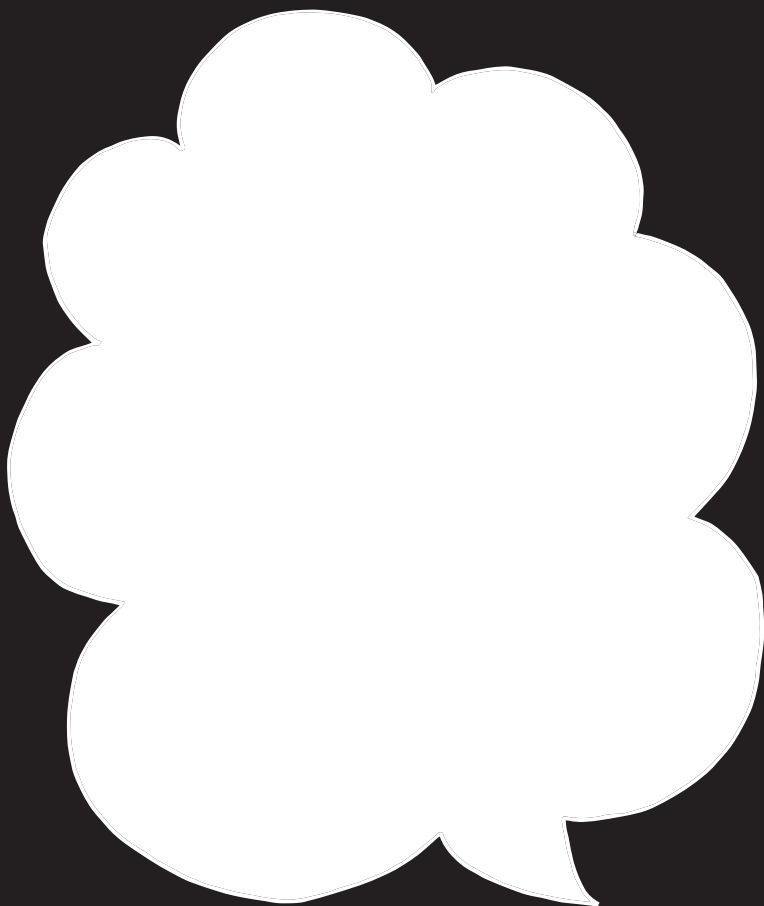


# //PASSIONATE LIFE BLUEPRINT

## 1. YOUR GOAL

What I would like you to do is select one goal that is important for you to achieve in the next three to 12 months. Write it down in specific, clearly defined terms so you have clarity around what you want to achieve. Remember vague goals equal vague results.

**WHAT IS THE #1 GOAL YOU WANT TO ACHIEVE IN THE NEXT THREE TO 12 MONTHS?**



## 2. YOUR DEADLINE

This is about articulating the timeframe in which you want to achieve your goal during the next three to 12 months. You will need to **clarify an exact time and date**. For example, you may want to achieve your goal on Wednesday, 6th of Month, 20\_\_\_. It could be that you want to achieve the goal by your birthday or before Christmas this year. Pick a day, a date, a month and a year!

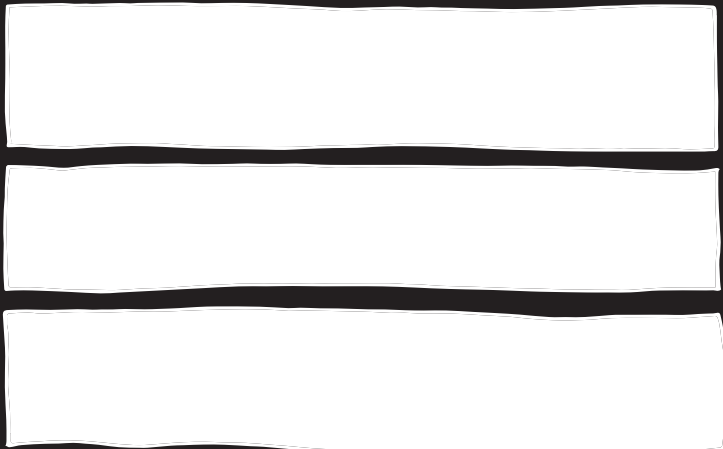
**WHEN DO YOU WANT TO ACHIEVE YOUR GOAL BY?**

Three hand-drawn rectangular boxes for writing the deadline. The first box on the left has a paperclip icon in the top-left corner and a pencil icon in the bottom-right corner. The middle box is empty. The third box on the right has a dashed border.

## 3. DRIVING EMOTIONS

List down the three driving emotions you will experience when you achieve this goal. How will you feel? What emotional state will you have experienced as a result of achieving your goal? Do these emotions align with your three driving emotions you defined in Chapter 4?

**WHAT ARE THE THREE DRIVING EMOTIONS YOU WILL EXPERIENCE WHEN YOU ACHIEVE YOUR #1 GOAL?**

Three hand-drawn rectangular boxes for writing the driving emotions. The boxes are arranged vertically and are empty.

## 4. YOUR FIVE REASONS

You have to have a strong set of reasons for why you want to achieve this goal. For if you don't have a strong set of reasons, any excuse will slow you down or stop you altogether. To define your real reasons, look at your goal you just set while doing this activity. Now, ask yourself the question:

**WHY DO YOU WANT TO ACHIEVE THIS GOAL? ONCE YOU HAVE A REASON, ASK YOURSELF ANOTHER QUESTION: WHY IS THAT REASON IMPORTANT TO YOU AND WHY DO YOU WANT TO EXPERIENCE, ACHIEVE AND OBTAIN THAT REASON? FOR EVERY REASON YOU GIVE, ASK YOURSELF WHY THAT REASON IS IMPORTANT TO YOU AND LIST DOWN YOUR FIVE KEY REASONS.**

	➤	
	➤	
	➤	
	➤	
	➤	

## 5. YOUR THREE KEY MILESTONES

For you to achieve this goal there are going to be some milestones along the way that you will reach. Points in your journey towards your goal where you can reflect upon your achievement so far and the progress you have made. So in essence it is about breaking down the goal into three smaller parts, for example if your goal is 12 months from today, what would you like to have achieved within a month's time?

**WHAT ARE THE THREE KEY MILESTONES YOU WILL REACH ALONG THE JOURNEY TOWARDS YOUR GOAL? (MAKE SURE THE FIRST MILESTONE IS NO MORE THAN ONE MONTH AWAY FROM TODAY'S DATE.) THEN DEFINE WHAT PROGRESS WILL YOU HAVE MADE IN THREE MONTHS TIME, AND THEN WHAT WILL YOU HAVE ACHIEVED IN SIX MONTHS TIME.**

The image shows three vertical rectangular boxes, each representing a milestone timeline. The first box is labeled '1 MONTH' and has a series of small circles along its left and right edges. The second box is labeled '3 MONTHS' and has two small circles at the top and two at the bottom. The third box is labeled '6 MONTHS' and has a series of small circles along its top and bottom edges. All three boxes are currently empty, intended for the user to write their milestones.

**1 MONTH**

**3 MONTHS**

**6 MONTHS**

## 6. YOUR PERSONAL DEVELOPMENT PLAN

For you to achieve this goal you will most likely need to change or do some things differently. So what do you need to **START** doing so you can achieve your goal? What do you need to **STOP** doing so you can achieve your goal? What do you need to **DO MORE** in your life and what do you need to **DO LESS** in your life for you to achieve your goal? Be honest with yourself and even seek feedback from other people you respect who have some experience in the goal you want to achieve.

**WHAT ARE YOU GOING TO STOP DOING; START DOING; DO MORE; AND DO LESS TO REACH YOUR #1 GOAL?**



**STOP DOING**



**START DOING**



**DO MORE**

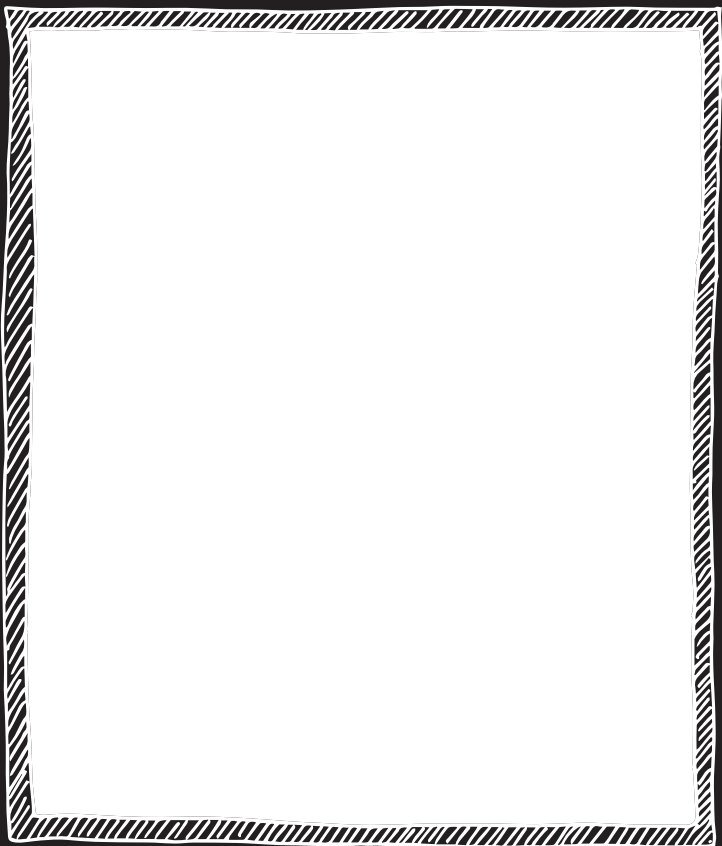


**DO LESS**

## 7. YOUR VISION OF ACHIEVEMENT

You have to see yourself achieving your goal. Creating a mental picture of what you will see when your goal is achieved is really important. This is called Future Pacing, it is the ability to visualise the achievement of your goal. When you achieve your goal, what will you see? How will you celebrate the achievement of your goal? What will people say to you and what will you be saying to yourself? Where will you be when the goal is achieved? Who will be around you at that time? How will you feel and what will be the emotions that you will experience?

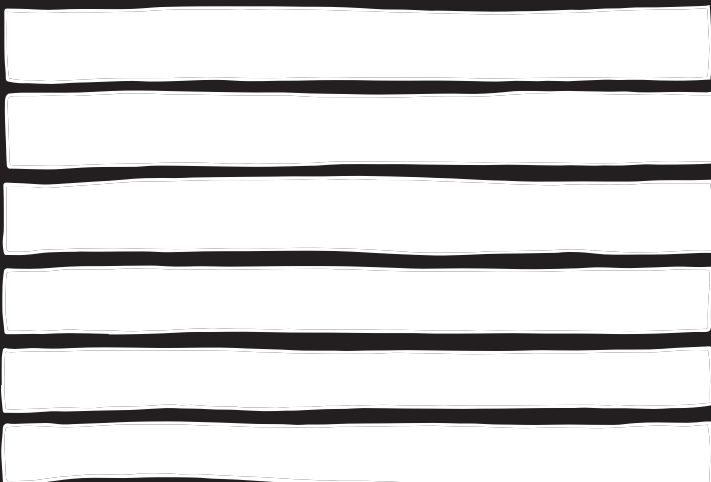
**WHAT WILL YOU SEE WHEN YOU ACHIEVE YOUR #1 GOAL?**



## 8. YOUR 30 DAY PLAN OF ACTION

I am a great believer in planning out your goals as it gives you the opportunity to think about what needs to happen. So what do you need to do in the next 30 days to make sure that this goal becomes a reality for you? No need to plan any longer than 30 days as a lot can change and opportunities can present themselves within that timeframe where you may need to adjust your plans to take advantage of the current opportunities. As you start to create your 30 day plan of action, you will start to use your mental muscle to determine what needs to be done and the different scenarios that you may encounter.

### WHAT ARE YOU GOING TO DO IN THE NEXT 30 DAYS TO MOVE YOU CLOSER TO YOUR #1 GOAL?

The image shows six horizontal white bars stacked vertically, intended for writing a 30-day plan of action. Each bar is approximately 780 pixels wide and 40 pixels high, with a slightly irregular, hand-drawn edge.

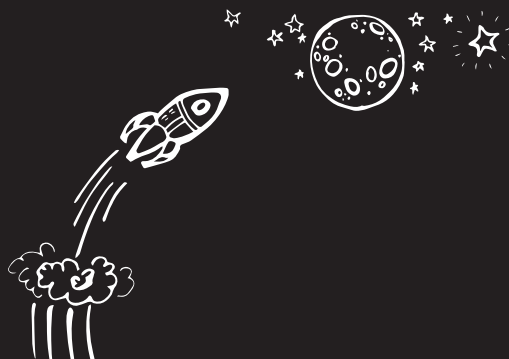
### THE NEXT STEP

Take a moment and plan out one of your key goals and apply this process to what is important to you and what matters to you now. Once you have done this process, then can I suggest you re-read your goal and the eight parts every one to two days as a way to focus on what counts. This is a great way to keep your key goals top of mind and to avoid becoming distracted by things that don't matter when it comes to you achieving your big picture.

.....

# NOW BEGIN!

.....





# //CREATING YOUR PLAN MOVING FORWARD

WHAT IS THE ONE ACTIVITY YOU WANT TO ACHIEVE IN THE NEXT HOUR?



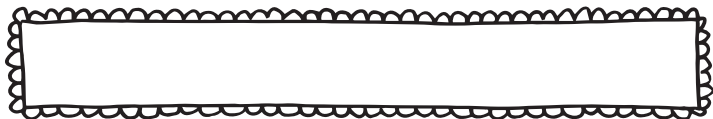
WHAT IS THE ONE ACTIVITY YOU WANT TO ACHIEVE IN THE NEXT 24 HOURS?



WHAT IS THE ONE ACTIVITY YOU WANT TO ACHIEVE IN THE NEXT 7 DAYS?



WHAT IS THE ONE ACTIVITY YOU WANT TO ACHIEVE IN THE NEXT 14 DAYS?



WHAT IS THE ONE ACTIVITY YOU WANT TO ACHIEVE IN THE NEXT 30 DAYS?



WHAT IS THE ONE ACTIVITY YOU WANT TO ACHIEVE IN THE NEXT 3 MONTHS?



Then take 15 minutes once a month to plan the goals and actions for the following month. Then once every 90 days take 30 minutes out to repeat the process, and then take a day out of your life to sit in a park, on your back deck, on the beach or somewhere in nature. This is your time for a personal treat to think about the year ahead and plan out the goals you want to achieve in your life for the next 12 months.

# //INSIGHTS, IDEAS & INSPIRATION

Here I have provided you with a number of resources, tools and information that I believe will assist you on your journey towards what is important to you, what matters to you and what is meaningful to you.

## VIDEOS, FOR YOU THE READER

I have put together a short video about each chapter of this book and the activities I would like you to complete. I have also put together some answers to the common questions I am asked about discovering your passion, pursuing your passion, achieving your goals, building your self confidence, beating procrastination and living a passionate life. Just visit my YouTube Channel:

[youtube.com/keithabraham1](https://youtube.com/keithabraham1)

## VIDEO MESSAGE TO YOUR PARENTS

As a parent I had lots of conversations with my two daughters about their goals, direction and roadblocks they were facing along their journey towards what they wanted to achieve. In that process I have learnt some great lessons and messages. If you, as a parent, would like to see some of these insights and know how best to support your child as they set and achieve their goals visit this website:


[keithabraham.com/bebookvideos](https://keithabraham.com/bebookvideos)

## KEITH'S BLOG


I write a blog post two or three times a week that relates directly to how you can follow your dreams, live with passion, do what matters, what is meaningful and what makes a difference. Thousands of people receive my blog every week which is packed full of insights, inspiration and ideas. You can sign up at:

[keithabraham.com](https://keithabraham.com)



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“Every block of stone  
has a statue inside it and it  
is the task of the sculptor to  
discover it.”

—  
MICHELANGELO

# EXPLORE *your* POSSIBILITIES

THIS WORKBOOK HAS BEEN DESIGNED TO COMPLEMENT BE AUDIO BOOK AS A CENTRAL PLACE FOR YOU TO FORMULATE YOUR FUTURE PLANS, BY COMPLETING SIMPLE YET POWERFUL ACTIVITIES.

These time-tested activities have been created to bring to the surface all of the dreams, goals, passions and plans you have inside you. You will explore your true potential and the purpose of what you really want to do with your life, right now. Keith Abraham will teach you how to build your confidence for you to step out of your comfort zone and conquer everything you have been procrastinating about attempting.

THE ONLY THING HOLDING  
YOU BACK FROM FINDING GREATNESS  
IN YOUR LIFE IS YOU.



## A MESSAGE FROM THE AUTHOR, KEITH ABRAHAM ...

I love the quote ... "If you don't invest time, energy and money in yourself, you are a poor judge of a good investment." So thank you for investing in my BE audio book. To gain the most out of this audio book, take your time to listen to the audio recording and then do the activities in the workbook. I created this book and now this audio version with one goal—to assist you to find greater clarity, build greater confidence and create greater certainty in your life. Enjoy!



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