

10 STEPS TO CREATING THE LIFE YOU WANT

A GUIDE TO MASTERFUL LIVING®



HANS SCHUMANN

The Masterful Living® Coach

10 Steps to Creating the Life You Want

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THE MASTERFUL LIVING® COACH

You have been given **the greatest gifts on Earth:**

- A life to experience the richness of human existence with all its ups and downs.
- A body that enables you to move around and connect with your environment.
- A mind that provides you with incredible powers of imagination and creation - powers that we are still far from fully grasping.

Masterful Living® means appreciating and learning how to use these gifts in the best possible way. We might have preferred a different life, body or mind, sometimes for profane reasons, but they are still incredible gifts. Masterful Living® means making the best life experience with the resources we were given.

This guide describes the top 10 basic skills that are required for Masterful Living®. For each skill you will find a simple exercise that will be your first step on your journey of mastery. It's a life-long and rewarding journey which will equip you with the skills you need to create the life outcomes you want. The deeper you dive into Masterful Living®, the more you will appreciate the gifts you were given, and you will become ever more skilled in using them.

Hans Schumann

1. Becoming the Master of Your Life

Masterful Living® means that we take conscious control of our life. Rather than letting ourselves drift through life with no clear direction and a mere hope that things will turn out well for us, we take the lead and steer our life in the direction we want.

Whilst there are things that we cannot control in life, such as death, war and economic crises, we always have a choice about how we react to them. Life does not always seem fair, but we can make the best of it with the resources we have.

There are also events that just *seem* to be beyond our control. The more you learn about Masterful Living®, the more you will understand how you may be contributing to some of the events in your life which seem to be externally directed. It is seldom the case that we are simply the victims of circumstances.

If you think back to a crisis in your life, such as a relationship breakup, a disease or unemployment, can you perhaps see how you may have played a part in bringing the crisis about? Maybe your partner left you because you tried to impose your values on him or her. Maybe you fell ill because you did not look after your mental or physical wellbeing. Maybe you lost your job because you did not actually like it that much, and this came through in the way you showed up at work. It's sometimes tough to accept your part in negative life events, but when you do, it becomes empowering. You will understand what you have to do differently to create a better outcome next time.

First step to Mastery:

List five key positive and five key negative events in your life. Write down next to them how you may have created them, contributed to them, or just paved the way for them. Looking at your list, what would you like to change to consciously create more of what you really want in your life? How can you do this?

2.

Creating a Master Plan for Your Life

If we do not know where we want to go, it's hard for us to get there! Do you have a mission for your life or a vision of the life outcomes that you would like to create? Start by considering what is important to you. What do you love so much that your life would feel inspiring and fulfilling if you were to pursue it all through your life? Make this your personal mission.

What needs to happen between now and the end of your life so that, when you look back from the age of 100 years, you will smile and appreciate the wonderful life you have had?

Also, think about the things that you need for a golden retirement. If you continue with your current lifestyle, how likely are you to be mentally and physically fit in your later years? What resources and networks do you need to create to fully enjoy your retirement?

What dreams do you have for your retirement that you could actually create now rather than postponing them for your retirement?

First step to Mastery:

Write a letter from your future self at the age of 100. In the letter, tell your present self how wonderfully your life developed. Write in detail about all the good things that happened to you and how they happened. Once you have completed the letter, read it several times and develop it further, letting yourself dream freely. Now, how can you create those things for your life?

3. Masterful Goalsetting

Once you have clarity about the life outcomes you want to create, you can set specific goals that will help you get there. Test each goal by asking yourself what will it give you. For example, if your goal is to create a six-figure business, how is this important to you? It's worth drilling deep on this. Don't stay with the first answer that comes up. For example, if you want the six-figure business so you have money, how is money important to you? If it is to have security, what does security give you? Maybe you want security to provide for your family. Once you have your ultimate reason for the goal, ask yourself whether your goal is indeed the best way of achieving that ultimate objective. To stay with our example, is building a six-figure business the best way to look after your family? How will the business affect your family and other areas in your life such as your health, your leisure time, your capacity for fun, etc.

Do this for each of your goals and consider both the positive and negative possible consequences of reaching each goal.

Once you are confident that you have created the right goals for you personally, write them down in measurable detail. Make them specific and time-bound so that you know exactly what you have to do and when you have achieved them. For example, *'By 2020 I will earn £120,000 in profits from my own company providing brand consultancy services to small businesses in Leicester, with an annual turnover of up to £1mill per year. I will have two full-time employees and working 40 hours per week, with 2 weeks holiday per year.'*

Discuss your goals with your family and friends who may be affected by your plan. They may be able to help you refine and achieve your goals. Seek further support from somebody who is unbiased, like a personal coach, who will challenge your plan constructively and hold you accountable to it.

First step to Mastery:

Write down three goals that you would like to achieve in 5 years' time for each of the following areas in your life: career, family, finance, relationship, home, physical health, emotional wellbeing and fun. Be daring! What would it take to make your satisfaction in each of the areas a 10 out of 10? Then write down one simple step for each category that will take you a little bit closer to your goals.

4. Masterful Self-Awareness

We are miraculous and complicated beings and each of us has a different way of functioning. We are uniquely moulded by our experiences, values and beliefs. Understanding what they are and how they influence our thinking and behaviour is key to creating our desired life outcomes.

Think of yourself as a complicated computer. If you have never read its manual, you will only be able to use its most basic functions. Your results will not be as good as they could be. You will not be able to fix problems and you will never make full use of its comprehensive capabilities. Our beliefs and values are at the core of our 'operating system' and we should at least understand how they work.

First step to Mastery:

Write down a list of the things you value most in life, such as love, family, career, etc. Identify the top three that you would like to have as the main pillars of your life.

Then write down a list of 10 positive beliefs that you have about yourself and 10 negative beliefs. Consider how those beliefs affect your life. How well do they support you living a happy and successful life? Where they offer no support, what would you rather believe?

5. Mastering Your Emotions

We cannot completely control our emotions, but we can manage them. If we can learn to notice when a particular emotional pattern is being triggered, we can choose in that moment to act differently. This is important because our emotions determine our behaviour and our behaviour creates our reality. Imagine your life was completely controlled by your emotions. You would probably always lash out at others when feeling threatened, and you may numb each unpleasant feeling with things such as food, alcohol, sex or TV. Always on the lookout for instant gratification and security, you would probably have no long-term goals and would take no risks.

Managing our emotions begins with looking at the important information they provide about the things we fear or love that trigger either motivation or self-sabotage. When we understand these patterns, we can change the beliefs and internal stories that keep the negative patterns alive, and we can strengthen those internal energies that serve us well.

Quite often, our emotions are based on wrong assumptions or an incomplete perception of reality. An example of a wrong assumption is feeling angry and disrespected when someone is late, and then finding out that they had a road accident.

An example of an incomplete reality is feeling depressed after losing a lover, without acknowledging how problematic the relationship was and that it ended for good reasons.

Mastering your emotions is a practice that needs to be cultivated, and it will always leave room for further honing.

First step to Mastery:

Write down three emotions that you would like to manage more effectively. What triggers them? What are you thinking or doing just before you have those emotions? Create a strategy for thinking differently in those situations. For example, think about the other half of the story that you may be missing. Imagine you are a star lawyer who is excellent at making a convincing case for the other side of your story. What would he say, and how much of it can you accept as also true?

6. Mastering Your Behaviours

It is easy to get stuck with unresourceful behaviours, such as habits or default responses to external stimuli that do not generate the results you desire. If you want to change these behaviours, you either need to find ways to eliminate the triggers or you need to change the way you react to the triggers.

Are there behaviours in your life that you would rather stop, such as overeating, being grumpy or smoking? What triggers them and what payoffs do you get from each of them. Can you avoid the triggers? How can you substitute the payoffs you get from these negative behaviours?

This work is closely linked to your beliefs and emotions because they trigger your behaviours. We need to deal with the emotions first before we can change the behaviours that they trigger. If we understand the exact mechanics of our beliefs, emotions and behaviours, it will become easy to create a new strategy and cultivate a new, more resourceful behaviour.

First step to Mastery:

Write down three behaviours that you would like to change. What triggers each one? What are you thinking and feeling just before you have the impulse to behave in that way? Create a strategy for behaving differently in this situation. How would you need to think and feel to avoid the behaviour? How can you bring about those more helpful thoughts and feelings? What is the other half of the story that you may be missing in the throes of the negative emotion? Once again, imagine how a star lawyer would advocate for the other side of the story.

7. Mastering Relationships

We are social beings and need relationships with other people. Relationships can be difficult to handle though. We all have different values, preferences and ways of communicating.

If you want to foster a good relationship, whether romantic, family or professional, it helps to improve your listening skills to better understand the other person. What is important to **them**? What do **they** want and what makes **them** behave in a certain way? It's too easy to come to wrong conclusions by making assumptions based on **our** values, beliefs and experiences.

The other important ingredient of a well-functioning relationship is acceptance: not trying to impose our values onto others; not requiring them to change; just accepting them as they are with all their positive and negative traits.

For example, you may feel disrespected because a guest did not send a thank you card after a dinner invitation. In your value system sending a card is a basic element of good manners. That's **your** value system. Your guest may have different views. They may think that their enthusiastic thank you when saying goodbye was enough and they may have no idea that you are judging their manners.

This does not mean that you have to put up with everybody. There will be people we have to avoid for our own wellbeing, or whose presence we simply do not enjoy. Then let's wish them well and keep our distance without judgement or drama.

First step to Mastery:

Think of a person with whom you have a negative relationship. Write down 10 things that you dislike about them. Then write down next to those 10 items how each of them has actually helped you. For example, if you perceive your boss as overly demanding, how has this helped you to grow professionally? Then think about the possible reasons why your boss seems so demanding. Is he under pressure and scared of failure? Does he overcompensate for other areas in his life that are incomplete?

Having looked at the person in different ways, what has shifted?

8. Masterful Commitment

Masterful Commitment means that we perform the actions that we have intended to do, even if we are not motivated on a particular day. Motivation is driven by emotions and comes and goes on any given day. Commitment stays, irrespective of our emotions.

So, if you have a commitment to get up at 6.30 every morning to go to the gym, but you skip it every second day, then your commitment is lacking. Don't be hard on yourself for this though. Instead look at your behaviour with curiosity. What stands in the way between your goals and your commitment? Look deep to find the conflict in your life. These are master lessons which will propel you to the next level of Masterful Living®.

First step to Mastery:

Think of a goal that you have been trying to achieve for a long time but somehow never managed to achieve, for example losing weight. Listen to the part of you that somehow seems to sabotage your efforts. (It's actually never "sabotage" because each behaviour has a positive intention at a deeper level.) Ask this other part what it wants for you. Maybe it is scared of going to the gym and wants to protect you from being laughed at, or from failing to achieve your goals. Or maybe it feels lonely and tries to comfort you by numbing your emotions with food. Investigate what is at the bottom of your inner conflict. Then negotiate between the part of you that wants to lose weight and the one that has a conflicting agenda. It is likely that they have common end goals at a higher level - for example, to make you feel safe and happy. How can they work together to achieve this goal?

9. Mastering Your Energy

We need energy to enjoy our life and create the things we desire. This should be easy as science has established that every atom of our body consists only of energy. However, at a practical level we often find it difficult to access and manage our energy.

Our key **physical** energy sources are air, water and food, yet we do not always honour their importance. For example:

- we breathe shallowly when we are stressed and need air most;
- we drink coffee, black tea and alcohol that dehydrates us; and
- we eat processed foods that have little nutritious value and often contain toxic chemicals.

So looking at our breath, hydration and nutrition is most important when we are trying to improve our energy levels.

Your energy levels are also influenced by your mind and can change very quickly if your mental state changes. Just think about your energy levels when you are depressed. Your mental state can either energise or drain you of energy. For example, a simple scolding by your boss can probably lower your energy levels within seconds. Luckily, it is just as easy to pick them up: Imagine you were at a party, feeling bored, tired and ready to go home. Then somebody you fancy enters the room, and suddenly you are wide awake, flirting with him or her. This can happen within a second, just with a change of mindset.

With the knowledge that your state of mind can shift your energy levels, you can learn simple exercises that build on this insight and increase your energy. Read a book about Neuro-Linguistic Programming (NLP) or, even better, work with an NLP Practitioner to learn those tools.

A third factor to consider is your environment. Negative people will drain you of energy quickly. On the other hand, enthusiastic people can be highly motivating.

Last but not least, your general view on life can alter your energy levels. If you see the world as a miserable and dangerous place, you are quite likely to experience life as exhausting. If you enjoy each day and are open to the wonders of life, your energy levels will be much higher. Even better, if you have a job and mission in life which enable you to do what you love most, you will feel inspired and excited – and these are high energetic states.

First step to Mastery:

Write down all the things that draw energy from you, e.g. a negative person, alcohol, cigarettes, clubbing, TV etc. Then write a list of things that energise you, for example exercise, a person you love, music etc. Consider how you can use this list to your advantage. How can you reduce the activities that lower your energy? How can you consciously use the things that energise you to pick you up from an energy low?

10. **Masterful Support Networks**

Don't walk alone through your life. Create supportive networks of people who have a positive outlook in life. The people around us have a significant impact on our values, worldview, motivation and energy. Mingle with people who share your values and inspire you; people from whom you can learn, as well as people who are interested in learning from you.

Sometimes it is easy to get stuck in a group of people who bond through negative behaviour, such as gossiping, complaining or scaremongering. For example, work colleagues who always complain about their boss, or friends who compete by telling stories about how badly their partners treat them. We all need to get things off our chests occasionally, and it can be entertaining to gossip and complain now and then, but if this becomes your regular pattern of relating to others, it will drag you down emotionally.

I also recommend building your own team of advisors. Be the CEO of your life and fill your boardroom with the best advisors you can afford. I have a coach, a mentor, a nutritionist, a supervisor, NLP practitioner and a physiotherapist. At the time of writing, the position of personal trainer is vacant. My advisory team helps me excel in the goals that I have set for myself in life. If you do not have the money to pay for advisors, work with a trainee practitioner who may be happy to work with you for free, or offer an exchange of services. Alternatively, get your advice from books, or friends you can trust will be honest and constructively challenging with you.

First step to Mastery:

Write a list of all your needs for social contacts and support, for example: going to the theatre, working out, having sex, having a beer, mentoring, learning about nutrition, business advice, relationship advice, etc. Then write next to each of your needs the names of people in your network who could provide this support. If you have gaps in your list, how can you fill them?

Congratulations!

You have completed reading the “10 Steps to Creating the Life You Want”. Hopefully, you have also done the exercises and gained some valuable insights.

Masterful Living® is a lifelong journey that is never complete. I find it exciting and rewarding because it brings a sense of purpose, empowerment and fulfilment to my life. I hope it will do the same for you.

Next Steps

Contact me if you are ready to continue this journey and would like to discuss what Masterful Living® could look like for you:

Telephone: +44 (0) 7795450710

Email: info@hansschumann.com

Let's create an inspiring and fulfilling life for you!

Hans Schumann

The Masterful Living® Coach

www.hansschumann.com

www.LoveYourJobBook.com

About the Author

Hans Schumann is a transformational coach with a background in law and financial services going back 20 years. Having seen the benefits of coaching in his own life, he now helps his clients to create life outcomes and manage life challenges more effectively, with a focus on their career decisions, business start-ups and life planning.

His action-orientated coaching process combines tools, processes and models from world-renowned coaching experts with his own experience of overcoming years of struggle. He explores with his clients what really matters to them and helps them lay the foundations for living an inspired and fulfilled life. He calls this process “Masterful Living[®]”.

Hans was born in Hamburg, Germany, where he obtained his first two law degrees and a PhD. He also holds a Master in Law from Queen Mary University, London. For 20 years Hans was working in the legal profession in London, first in private practice and then in financial services. After a serious health crisis lasting two years, which he finally overcame by activating the healing resources of his mind, Hans re-evaluated his life with the tools set out in this book. He then decided to become a personal coach.

Hans is accredited as a coach by the International Coach Federation (ICF) and as a NLP Practitioner by The Association for Neuro-Linguistic Programming (ANLP). He works with a small group of private clients who feel passionate about improving their life mastery. Coaching sessions take place either in London or via Skype. Subject to special arrangements, Hans also travels to other countries to hold workshops or personal coaching sessions.

For feedback, questions or private consultations:

Email Hans at info@hansschumann.com or contact him on the following social networks:

Facebook: <https://www.facebook.com/hansschumanncoaching>

Twitter: <https://twitter.com/lovecreategrow>

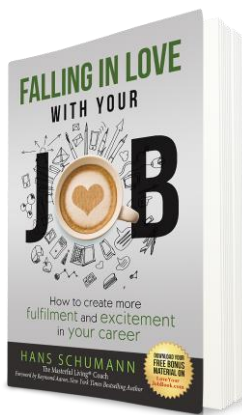
LinkedIn: <https://uk.linkedin.com/in/hansschumann>

Enjoyed reading this guide? How about diving deeper into Masterful Living® by injecting a fresh dose of excitement and inspiration into your career?

Get my first self-coaching book from Amazon now:

FALLING IN LOVE WITH YOUR JOB

How to create more excitement and fulfilment in your career



How do you feel when your alarm rings on a Monday morning? Do you press the snooze button and curse the cruelty of life? Life is too short to waste it in a job you do not enjoy.

In my book “Falling in Love with your Job” you will find inspiration and a wide range of practical exercises that will help you to either fall in love with your current job or create a new career that brings you more fulfilment and excitement.

Amongst others you will explore what matters to you most in life, create an inspiring personal mission statement, change your perception of your work life and manage yourself more effectively.

- ✓ Find a career you love
- ✓ Explore what matters to you in most in life
- ✓ Create an inspiring mission for your life
- ✓ Improve your job satisfaction
- ✓ Build your professional brand
- ✓ Manage yourself more effectively



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