

# 7 DAYS TO FINDING YOUR PASSION

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# INTRO

Walking into the office to a job that I hated, I'll never forget the feeling of wanting to escape, wanting to run away and find a place of peace. The problem was that I just didn't know what I wanted to do.

For years, I had gone to college, got my MBA, got a PhD, and thought that that was the path to take me to peace and to success, and ultimately happiness.

But none of that was true. As I looked around my office I wondered what did I do to get here? Why couldn't I move forward? In quiet desperation I put my head on my desk.

I'll never forget those days sitting in that office, miserable with pain, not knowing what direction to go in and thinking that everything I had done in my life had come to this: a dead end.

The truth is that you don't have to live this way anymore.  
The truth is that you can build a life around the things that you love to do.

The problem is if you don't know what it is that you want to do or what your passion is, then it can be challenging.

I'll never forget in this time of desperation for me, I went to see a speaker and the speaker told me and everyone in the crowd that you need to find your passion. He asked "What is it that you want to do?"

So, I am here to help you with this and I want to help you understand that you have passion inside of you. Understand that you have been conditioned over the years to do so many different things, but at the end of the day what you are doing is probably, if you are reading this, not what you are passionate about.

So your passion is really what is going to lead you to your genius. And your genius is what is going to help you leave your legacy. Now I want you to read that again. Leave. Your. Legacy. How important is that to you?

Well, that is what I am going to help you do. I am going to help you over the next 7 days to find your passion. I'm going to help you understand one of the core concepts of what I teach in Intelligent Life Design and that is if we can find out what we are passionate about, and we can focus on it, then eventually we can build an income around it. And even if we don't build an income around it, we can do what we love day in and day out.

I am going to help you with this over the next 7 days. What I've got is 7 exercises that you are going to - one a day - over the next 7 days. Each exercise should take you between 30 minutes and an hour.

These exercises will basically have you think about where you are at and have you think about things in your life. Then what you need to do is meditate on them, then take action on the exercises.

After the 7 days, actually maybe even after Day 1, you will have a better understanding of the things that you are passionate about so that you can begin moving towards your legacy. That is the key.

Remember, what we focus on expands. And if we can start to focus on what our true passion is, what we are excited about doing - the resources, the teachers, the tools will come into our lives to help us.

That is what 7 Days To Finding Your Passion is about. One singular task over the next 7 days through various exercises and that singular task is to help identify your passion.





**PASSIONS MAY  
CHANGE - AND  
THAT IS OK**

Now there is one caveat to all of this and it is that your passion may change - and that is totally okay.

In life many things happen. There could be an accident, there could be a financial issue, or there could be a job change. Many things change. Life is dynamic it is not static. With this book you can come back to 7 Days To Finding Your Passion and use these exercises again and again and again as changes come into your life.

What I want you to focus on over the next 7 days is looking at the passion that is current to your life experience now; not something that is out there five years from now, but what is currently the passion of your life. That's what we are going to do together.

Let's turn the page and let's get started with Day 1. We are going to do something that is one of my favorite exercises and that is to re-visit your childhood, so let's get started understanding what your passion is that will lead you to leaving your legacy!

That is what 7 Days To Finding Your Passion is all about.



# CHAPTER 1

## DREAMS

What do you want to be when you grow up?

I'm in 3rd grade at Lincoln Elementary School. I take my No. 2 pencil, look at my paper and begin to write on the topic: Dreams.

On the right hand side I write my name, JB Glossinger, and the date.

I don't really know where to start, but I am in 3rd grade, and I'm excited about life. I think about being an astronaut, a fireman, a policeman; so many things for me to do and so many things that I want to be.

As the pencil hits the paper I start to write, and the list goes on and on and on. My childhood enthusiasm is awesome! I am excited and I write and write and write until my hand becomes sore and the cramps take over, and I just can't write anymore.

At the end I put my pencil down and take it up to the teacher with pride knowing that I am going to accomplish all of these things in life.

Fast forward 30 years later and here I am a motivational speaker, writer and author, living a lot of those things that I put on that paper, but the issue is not the 30 years later, it was the 20 years in between where I really didn't know what it was that I wanted to do.

It was that I listened to the minutia and the voices of society that said I couldn't do it anymore, and that I had to follow their rules, so much so that I had lost my passion and my joy for living. I did not know what to do.

I spent the time in my 20's and 30's working Monday thru Friday, and then drinking my sorrows away on the weekends thinking that it was glamorous, but knowing in my heart that it was nothing but self-destruction.

I couldn't find the passion any more. I couldn't find the hope. I couldn't find the joy that that little 3rd grader had, but I knew that in order for me to live my life and to enjoy the life of my dreams I needed to find that passion. I needed to find what I wanted to do with my life. So, one of the first exercises that I did that really changed my life was to revisit my childhood.

What I want you to do today is I want you to spend a minimum of 30 minutes to an hour revisiting your childhood.

In order to get in the right frame of mind for this, the first part of this exercise is to go on eBay and search for toys that you used to play with.

If you were to come into my office today you would see a 2XL robot, lots of army men and toys that I used to play with as a child.

I don't have them here to play with even though I do at times; I have them here because it brings me back to the energy that I had as a 3rd, 4th and 5th grader. That childhood enthusiasm, that childhood energy is where we find our passion.

You see we don't change. We don't change. We grow up, our mentality changes, and then we get stuck in the minutia of life. The truth is we are that same child that had that passion, those dreams, and that energy.

So by looking on eBay as the first step you begin to remind yourself of who you were and you go back to those times.

Another thing that I like to do is go to YouTube and search for the commercials that I used to watch during the Saturday morning cartoons. Again, I am looking to take me back to that time. Scooby Doo was my favorite show, so I would look for those Mattel commercials, the G.I. Joe commercials and I would watch all of those.

I also like to go back and watch some of the shows that I loved as a child. For me it was Gilligan's Island and Scooby Doo, and I still to this day watch those shows because I want that childhood enthusiasm.

The secret here is we are digging in to find what makes us tick, and what really makes us passionate.

So step 1 of today's exercise is to go to eBay and look at the toys that you used to play. If there are some there that you can buy - buy them and bring them into your office.

Step 2 is to go watch either the shows or the commercials that you used to watch as a child and you can do that on YouTube.

If you buy the toy, it will take a little while to come in, but you can watch those shows right now.

As soon as that is done, then I want you to write in the space below the 3 things that you loved to do as a child.

Write in "What are the 3 things that you loved to do as a child". If you have more - great - I want you to really write down the things that you loved to do.

As soon as that is done we go to the next step and that step is to evaluate the things that you love to do and remember the passion and the joy that you had and the things that you wanted to grow up and do.

That is what I want you to look for. I want you to find in the depth of this childhood. I want you to return to it and I want you to find what you wanted to do.

I understand it might have been a policeman, fireman, or astronaut and those were things that were more of an egoic nature because you thought those people were cool. There are things inside of you that you wanted to do.

For me I was a big Dungeons and Dragons fan growing up. I used to read a lot and I always dreamed of being a writer, but I went thru school and I got C's and D's in grammar, so I put that on the back burner. I didn't want to write any more because I thought that I couldn't write.

It took me 44 years to become a writer. Now I can say that I am a paid writer, but for 20 plus years I gave up on this dream because I didn't have the passion; I forgot about the passion and I got scared about the passion.

Today's homework is about taking you back to your childhood, writing down the things that you loved to do so that you can go back and then write that essay.

What are your dreams? What do you want to be when you grow up?

And that is the final step. I want you to write that down and really explain that essay.

I want you to go back to your childhood.

NOTE: If there is pain there, you may need some therapy if you have some past issues, but look for the love of the life. Look for the dream. Look for the passion. That is what we are digging up here and we are going to allow that to come because remember: you think you have changed and you have changed physically, but you haven't changed. You are the same being that was that child. Intellectually you have changed, but you haven't changed. Allow that energy to come through you and allow yourself to find that passion by digging back into your childhood.

## **YOUR ASSIGNMENT**

### **STEP 1**

Go to eBay and look at the toys. What do you want to have, what were the toys that you liked? What were the toys that you played with as a kid?

### **STEP 2**

Go on to YouTube and search for the TV shows that you used to watch or the commercials because these will take you right back there.

### **STEP 3**

Write down the 3 things that you loved to do as a child. If you have more that's great because I want you to go back.

### **STEP 4**

Now you are going to look at those things and you are going to be there. And now I want you to write that essay in the space below.

What is your dream? What do you want to be when you grow up?

Spend a minimum of 30 - 120 minutes on this. This is very important. This is a very deep exercise.



## CHAPTER 2

# ENVISION YOUR FUNERAL

Walking up the old oak stairs in the library, I see the dusty shelves lit by such low lighting. I was searching for a book to help me really find my passion; something that had esoteric wisdom.

Suddenly, I saw it. There it was this old, leather-bound book and I pulled it off the shelf, blew the dust off of the cover and flipped into the pages. It said, "The great spiritual journey begins with the end." So I flipped to that page and I started reading about understanding our own mortality.

As I started reading more and more about this, I began to understand that one of the great things that we can do is an exercise in helping us find what we really love in our lives and that is to see the end at hand. I closed the book, placed it back on the shelf and walked downstairs to sit in silence, and to contemplate my own death.

The late Steve Jobs, at one of the Stanford commencement speeches he did, said that death is a great motivator. He talks about this idea of really looking at the end so that we can see the beginning.

So this is what we are going to do. We are going to do this exercise which is called Envisioning The End or Envisioning Your Funeral.

It may sound a little morbid, but what I want you to do is take some time now to find a quiet place to sit down and relax, and visualize your funeral.

The reason we are going to do this is because I really want you to see the end. I want you to answer these questions as honestly as you can.

As we get started here, what I want you to do is first envision your funeral.

Take some time and work through each of these questions in detail. This exercise should take you between 30 minutes and 4 hours depending on how deep you get.

It's important that we use the end as a motivator to see if we are doing the things that we should be doing in our life. That's really what we are after here.

So look deep and envision your funeral. Visualize the end, and see what are you doing right now that is going to make that eulogy, those achievements, and what you want even better.

## **YOUR ASSIGNMENT**

1. Describe Your Funeral. Talk about the details. Who is there? Literally see yourself looking at your funeral.
2. What do you want your eulogy to consist of? What are all the things that are going to be contained in that eulogy?
3. What do you want your achievements to be? What were the things that you did in life? What all did you accomplish?
4. What difference do you want to have made in life?
5. How many of those things are you doing right now? And which do you want to start doing?
6. What is your legacy?

## CHAPTER 3

# WRITE A FEW GOOD LISTS

The last few exercises should have really got you thinking about two things:

1. Going back to your childhood
2. Thinking about your funeral and when it all ends and working backwards.

Those are two very important exercises. You probably are already feeling good about what you are passionate about in life and you are starting to get a deeper understanding about yourself, and really that is what this is about.

This is about understanding who we are and what really makes us tick. The next few exercises are going to be about that, and today's exercise is about writing a few lists.

What I want you to do is spend the next 30-60 minutes answering the following questions and really digging in to what it is that you do when you answer these questions.

Again, what are we looking for? We are looking for your life's passion. The things that you love to do.

So, when you answer these questions, remember this is current time. I don't want you to go backwards or forwards. It is just right now. I want you to answer these questions and look deep into what it is that you do.

# HERE ARE THE QUESTIONS:

## 1. What are you good at?

What I want you to do here is I want you to write out all the things that you are really good at. If you need help with this you can actually ask other people to tell you what you are good at because sometimes we forget what we are good at.

So, get a list of things that you are good at, and get people involved. Ask your friends and ask your family what you are good at and write it all down here in the space provided.

## 2. What do you enjoy?

I want you to write down the things that you enjoy doing in your life.

For me for example, it is playing golf, being outside in nature, working out, to be out at the beach in the nice warm weather. Those are things that I enjoy and I have been able to build my life around that because I know what I enjoy. So you've got to get a little selfish here and that is ok. Be a little selfish. What do you enjoy? Write those things down below in the space provided.

## 3. I want you to make a list of what gives you a sense of purpose. What is your calling? What is your mission? What gives you that sense of purpose?

This one might be a little more challenging, so I want you to take some time and really think about this. Think back about those times where you really felt like you contributed to society. So what gives you a sense of purpose? Fill in this list now.

This should take you 30-90 minutes, possibly more especially if you are going to get friends involved. I really want you to write down the ideas and the thoughts that you have here. I want you to really make these lists.

This is something that you can come back to again and again. This doesn't have to be a one day exercise even though we are working on it today, but this is a list that you can come back to especially when life changes.

Remember that your passion can change because things can happen in your life that can cause it to change, but I really want you to dig in deep.

So, I want you to look at what you are good at. What do you enjoy? And what gives you a sense of purpose and then combine those into something that you are very passionate about. That is what we are doing here: We are isolating passion.

You have now had 3 days of great exercises. I want you to keep working through this. I have another great one tomorrow, but spend the time on this okay. If you haven't done the first 3 you need to work through those. You should be feeling a pretty good sense of understanding your passion.

If you don't have it yet, it's okay because we have more to do, but you should really start getting a good feel for it and that's what this is about: finding your passion.

Get to your exercises if you haven't done them and we'll get to the next exercise tomorrow!





## CHAPTER 4

# MENTORSHIP

Having mentors is one of the most important things we can do when we are trying to figure out what we want to accomplish or what our passion is.

For me growing up I remember following a football player named Michael Haynes. He played for the Oakland Raiders and he was more than just football to me. He was classy; he played with grace and dignity. He was one of my mentors. The owner of the Raiders, Al Davis, who was committed to excellence, was also one of my mentors.

I grew up understanding that you just need to DWIT - Do Whatever It Takes, or "Just win, baby." That is what Al Davis used to stand for, and those were big influences in my life.

At an early age in high school, I saw the way that Zig Ziglar affected my life with his book, *See You At The Top*, and the way that he touched people and their lives just really inspired me to greatness. I loved his personality and the way that Zig moved. He was a big mentor for me.

There were so many mentors that have been critical in my life and those are the people that I looked at and I said, "They are living the lives that I want to live." whether it was Michael Haynes, Al Davis, Zig Ziglar, Tom Hopkins or Tony Robbins. I looked at those people and said, "You know what? That's the life that I want to live. That's what I want to do. That is my passion." I would love to do what Zig Ziglar had done for me and when I looked at Zig I said, "That is the life that I want to live." And so that is why I am here today and why I am doing the things that I am doing.

Today's exercise is about looking at the people that have inspired you. This exercise is looking at the people that you want to emulate and then making a list of those people and writing down the qualities that they have.

# SO YOUR EXERCISE FOR TODAY IS THIS:

In the space provide below I want you to write down just the names of those people that you would like to emulate and what it is about their lives that you think would just be so amazing. And remember, what we are looking to do here is find the passion so that you can see those are the people you aspire to be like; those are the people that you see as living that life. And then we are going to search for your passion within that.

You should be feeling your passion now and starting to get it. If you haven't yet that is okay as I have a lot more exercises coming.

Remember we are working day by day here, but focus in right now on the people you want to emulate to find your passion.



## CHAPTER 5

### EMOTION

Emotion is very powerful, and in finding your passion we need to find that power.

So, today's exercise is one that I learned from Steve Pavlina, a good friend of mine, and I think it really works well when you get yourself in a position to find depth.

This exercise is going to solidify the passion if you have it or it is really going to help you dig deep to find out if it moves you enough. If you haven't found it yet it will help you dig deeper.

The exercise today is to write until you cry.

That means you've got to find a place where you can spend 30-60 minutes alone. This is your time where you can write down below and just do an automatic writing.

The question that you are going to answer is this: What is my purpose in life?

What I want you to do is just keep writing until you cry. I want you to literally feel the emotion. Get to the point until you cry.

If you need to, take a couple of extra sheets of paper and just keep writing until you identify that core purpose in what really elicits that emotion and that is going to help you find that purpose.

It is going to either help solidify what we have already been working on, and it is really going to help you define that purpose.

So, write until you cry.

Start writing below and just let it go until you cry and then you are good. You've got that passion, you've got that energy and you've elicited that emotion into what you are doing.

## CHAPTER 6

# THE “ZONE”

I'll never forget the first time that everything came together for me; when things were just automatic, like I was in the “zone”.

You may have heard that term discussed before as it is usually used in athletics. When somebody is in the zone the basket gets huge and they can't miss, the golf hole gets bigger and bigger and they are just grooving everything.

That is when we are in the “zone”, and it happens in life too. There are times when I'm sure you have been in those moments where things just worked. It was like whatever you were doing, whether you were cutting the grass and you did it perfectly or whether you were parenting your children - it just worked. Maybe you were at your job selling something and it worked or you were managing people and everyone got on board. Those are moments that you are in the “zone”.

What I want you to do today for our exercise is to remember the times that you were in the “zone” because it is in a lot of these times where you find your passion.

I want you to spend 30-60 minutes today recalling and going back in your history to those times when you were in the “zone”.

Down below you will see a chart.

You are going to go thru this chart and you are going to write down what moments in the past that you have been in the “zone”. When were those moments when things were working really great for you? Then understand the activities that brought you there – this is critical. Next I want you to answer to what passion does this point to? What you are going to find is that when you are in the “zone” that your passion really correlates to the “zone”.

This is an excellent exercise to hone that passion, really determining what it is that makes you tick and what is going to help you move forward.

This is also a great exercise to come back to again and again because you can say “Wow, I was in the zone then.”, or when you are in the “zone” you can ask yourself how you got there and then ask yourself what passion am I doing right now; why am I in this zone?

Then what we want to do is condition ourselves to come back to that and really find that passion.

This exercise really works well in many areas of our life. It will help us get back to the “zone” and it is also going to help us see the positives in our lives. It is really going to help you with your passion.

Get to work on this for a good 30-60 minutes. Tomorrow we are going to conclude and I will help you put it all together. We are just going to move forward and you are going to have your passion - at least your current passion for this next experience.

Moments In The Past I Was In The “Zone”.	What Activities Brought Me There?	What Passion Does This Point To?



# CHAPTER 7

## WRAP UP

Finding your passion is one of the most important things we can do in order to live the life of our dreams and to accomplish the things that we really want to go after.

When you are working the Intelligent Life Design (ILD) that I created it is really hard to build an ILD life if you don't know what you are passionate about. If you don't understand your passion you are just going to go work for money, and continue to progress in the condition that you are at.

But, once you understand your passion you can start to focus a little bit of time every day towards that. It is my hope as you get more into my teachings and into the Intelligent Life Design lifestyle is that all of a sudden your passion is going to become your income. And that is a beautiful place to be, but we can't get there if you don't understand what your passion is.

So we started off on Day 1 by revisiting your childhood; understanding that we are a person that has changed physically, but our spiritual side, our deeper side, has not changed. We revisited our childhood and it is very important that we look at this once in a while so much so that I would tell you just like in the exercise, to go on eBay and surround yourself with toys, bring your childhood back in and feel that youthful energy. It's a great exercise not only for finding your passion, but just for getting energy back. And it is going to really help you in a lot of areas in your life.

So that might have been the trigger that created the passion where you said, "Wow - that is what I wanted to do as a kid and this is what I want to do now." But if that didn't work it's still there as it is a great exercise.

As we moved into Day 2 we started to go into the exercise that is a little bit morbid but it works and that was to envision your death or your funeral. This is a very spiritual practice. So you look at your childhood and you say, "Well, I know my passion and I kind of think this is it..." And then you look back on your life and you say, "Ok, I see where that fits in. I see my childhood, I see my adulthood, and what did I accomplish? What didn't I accomplish? And what do I need to accomplish?"

This is an extremely powerful exercise, and also a very meaningful one. Again, this exercise is also one that you can do over and over again, but we are honing it so you will see a common thread start to come through these exercises and that is the key.

On Day 3 we came in to talk about a few good lists of things that work for you; things that are important to you. Once again, we are solidifying this passion and pulling it out. This exercise is another one you can go through over and over. Write a few good lists of things that you are good at, things that you do well so you know exactly where you are at.

We then followed it up with a list of people that you aspire to be, looking at the depth of who they are, their character and what they do and why did you aspire to be them? Again, honing that passion and seeing how it is working through these exercises.

Day 4 was about focusing in on the "zone". Not only did you look at the day before at the people that you aspire to be, but the times that you were in the "zone" and bringing that together. So now you've got the "zone". Do you see the common thread? You should be seeing the commonality between these exercises until finally we talked about this idea of bringing it all together.

This is really what we are doing. We are honing all these exercises into your core passion.

What I want you to do in conclusion here is just step back again - if you have found your passion that is great, but if you are still a little bit out there I want you to go back through each of the days and look for the common theme that is running across these exercises and I want you to write down that passion down below.

This is the passion that is what you are going to work towards now. The beautiful thing about this process is if something happens in your life, if there is a change (it could be something drastic like an accident, death of a loved one, there are a lot of things that occur in life,) or you feel that things are not working, go back and do these exercises again.

Work through this course again because you will want to make sure that you are working on your next experience and you are doing what you really love to do.

The great thing about life is you are writing your story. This passion is just another chapter. It could be a calling with the Archangel Gabriel coming down and playing the horns and trumpets or it could be something that is just an everyday thing that you want to do next like talking to your 12 year old daughter again, but that passion is there and this tool is a resource that you can use over and over again. All you have to do is work through it and come out at the end here on this last day and you will be able to write down your passion below.

This has been an awesome journey with you. I am so glad that you are on it and make sure you check out my other resources for your like [MorningCoach.com](http://MorningCoach.com), [Glossinger.com](http://Glossinger.com), and everything I do to help you on your Intelligent Life Design journey. I really want you to find the best things that you want to do, and live the best life that is possible to you. That's what this is about and that is what I am about.

I appreciate you being on this journey and I am so happy I was able to help, so let's continue on this through the other resources that we have and continue to move forward as we build this wonderful life with you living your passion.

**MY PASSION:**





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