

Unlocking Your Convergence Point



7 keys to freeing
the work you were
born to do



**JEFF
CALIGUIRE**

UNLOCKING YOUR CONVERGENCE POINT

Seven Keys to Freeing the Work You Were Born to Do

Copyright © 2016 by Jeffrey D. Caliguire
All rights reserved

This book or parts thereof may not be reproduced in any form, stored in a retrieval system, or transmitted in any form by any means – electronic, mechanical, photocopy, recording or otherwise – without prior written permission of the publisher, except as provided by United States of America copyright law.

For more information, contact: Info@ConvergencePoint.Biz



Dedication

"To my wife, Mindy, who demonstrates by example that it's totally possible to find and love what God made you to do!"



What Others Are Saying

"I so resonate with the vision and practical wisdom found in this book! I've already shared it with my team and online network." Scott Olson, CEO and President, International Teams

"The longest journey in business and in life is usually from the head to the heart. Reading this, you'll discover *it* to be the bridge between the two." Robert Lyman CFP, President Sequoia Financial Network

"This tool plays an integral role in assisting you in understanding how God has wired you and what He might want you to do with your wiring." Andrew Willames, President, Chicago Executive Forum



Foreword

I first met Jeff Caliguire when we were students at Cornell back in the early '80's. He was a freshman and I was a sophomore when we pledged Sigma Chi together. We were typical college students for those first couple of years, but then everything changed.

We wanted to make a difference. We didn't want to follow the crowd any more. So we started a Bible study in our fraternity house. We started with just a few, but soon grew to many more. Somehow, we managed to cram thirty-five or more of us into a bedroom that comfortably held ten. Dozens of students were coming from across the Greek system to listen to a couple of guys who barely knew what they were doing. And so began a life-long friendship and partnership.

Of course, Jeff's greatest claim to fame is introducing me to my wife, Robyn. He was the last one to take her on a date before me. He'll tell you I have him to thank for setting the bar so low that anyone coming after him would look good.

I have great respect for Jeff. Not only because he's a great friend, but because he's a great coach. He has personally encouraged and helped me unlock my own convergence point. Jeff has a way of skillfully burning through the fog to get to the core issues that hold us back and keep us from living into God's calling.

In 2015, we started "Entrepreneur on Purpose" to help others kill their fears and launch their dreams. Jeff has personally done that with hundreds of his coaching clients over the years. And now I get the privilege of doing it with him. As I've told him before, there's no one else I'd rather collaborate with on a mission like this.

Gregg Stutts
Author and Marriage Coach
Co-Founder, Entrepreneur on Purpose



Table of Contents

Introduction.....	1
Key 1: Accepting Your Uniqueness.....	7
Key 2: Acting Out of Being.....	13
Key 3: Expressing Patterns of Positive Energy.....	18
Key 4: Exploiting Your Passions and Skills.....	22
Key 5: Aligning Intentionally with Your Callings and Dreams.....	27
Key 6: Collaborating in Community.....	32
Key 7: Saying “No” to the Good and “Yes” to the Great.....	35
Conclusion.....	39
Taking the Next Step.....	42
Jeff Caliguire.....	43



Introduction

“No one is born into the world whose work is not born with him.”
James Russell Lowell

Surprising Words

“I want you to know, you were born to do this!”

Imagine hearing those words said of you and actually believing they were true!
“You were born to do this!”

Include with that, feeling passionate, proficient and energized by the work you “get to do” and loving Mondays! Finish a day and instead of feeling drained, feel tired, but feel like you made progress.

Gallup polls report 73 percent of people say they’re “disconnected” from their work and 80 percent of people would move to new work IF (a big IF!) they knew what that work really was.

Possibly you tried to do plenty of things with inconsistent and mixed results. You felt the discouragement or the feeling your greatest effort only seemed hard, not productive. You certainly wouldn’t use the words ‘life-giving’ in the description. “Born to do”?

Incredibly, it doesn’t need to take years of searching blindly to unlock your convergence point. You can finally find the right place. What I call the convergence point includes the right job, the right major or the right entrepreneurial venture that fully fits your God-given gifts with your passions and the place where you can do it.

In more than fifteen years of working professionally to coach people seeking to unlock and proactively engage their callings and dreams, I’ve witnessed radical breakthroughs and “aha’s” from those who believed they’d never love what they did or made a living doing it.

I long for you to do the same. I believe you too can find the joy of discovering your own life-giving opportunity to unlock your purpose and be fully free to be who you are – doing what you were born to do – in the place you’re meant to do it.

This convergence point is likely what Winston Churchill described when later in life he led his country during the dark days of the Nazi assault, claiming, "All my life has been in preparation for this moment."

It's what author Frederick Buechner noted as the place, "where your deepest gladness meets the world's deep need." It is ordinary people discovering how they can make a unique contribution in a way that feels valuable, significant and unique to them. It's the place where mission meets up with meaning, whether raising a child, curing a disease, becoming president of your nation, or loving your spouse with all your heart. It's where things come together for you so that even the pain of your past becomes a valuable benefit to what you have to offer in the present and the future.

Aren't the happiest people the ones who live in this place of doing what they were born to do? They do what they love as if it's just so natural. They cheerfully recognize that even their past prepared them for their present. These fortunate people can weather storms and endure setbacks because they are confident in their callings and doing what they're supposed to do.

No one can take this from them. They don't get bored wondering what they'll do tomorrow nor do they long to retire from it. These people are not concerned with what others think of them or of what they do. Instead, they believe they have a purposeful calling and get to do what they're uniquely suited to do in roles that fit who they are.

These people have unlocked their convergence point!

What kind of life, energy, creative product and even more positive relationships could be released if more people became free to be fully them, doing what they were born to do, in the place they were meant to do it: they discovered the convergence point?

What kind of potential might be freed if YOU were equipped to focus on what you did best: you found and acted upon the keys that went way beyond what most people think of when they think of work?

What might happen in your own life and what untapped potential might be released? Would you want that for yourself? For your family? For those who work with or for you? And what if you were to accomplish the vision Fyodor Dostoyevsky spoke of in *The Brothers Karamazov*? He said, "For the secret of man's being is not only to live...but to live for something definite."

Hindrances to Doing What You Were Born to Do

Unfortunately unlocking the convergence point doesn't happen automatically for most of us. Many will never feel like they got to do what they were born to do...at least for much longer than a short season or even a few moments. Some may have a sense of destiny, but its foggy, dim or unclear. They didn't know they could gain more clarity. They didn't know they should seek it. Possibly they were afraid even to seek it and not find it or not have the courage to do it once they really did find it.

As I now coach those willing and courageous enough to take this endeavor to the convergence point, I hear stories of hindrances that get in the way. One fifty-something professional shared that he had been working for so long doing things "just to make money" that he felt "clueless" about what he would do if he could do something he truly loved. His marriage and life-outlook suffered the consequences.

A highly intelligent young woman shared her frustration at how she often felt like a 'jack of all trades, but master of none'. She wasn't sure how to deliberately choose or even narrow the best of many options and then get paid for her talent. A 49 year-old police force retiree shared that, though "really bored," he felt stuck and wondered if his present location in his mountain home kept him from engaging in meaningful work in his area of expertise and interest. "I'd love to even make some extra money. I just don't know what to do," he says.

Others feel hindered by their age and stage in life. "I have so much to do around the house," one woman tells me. As I work with those getting ready to retire or living in retirement, I often hear "I'm too old at this point." "I think I've already missed my window to do something different," they tell me. Though they may be setting out to live thirty or even forty years in retirement, they wonder if they can still do something to bring meaning and value to themselves and others.

While our society aggressively markets to them and insists they plan their retirement financially to assure ongoing income, few are encouraged to place real focus in discerning their own meaningful missions. Wouldn't it make sense to not just help these people manage their money but also help them holistically live their best life and become the best version of themselves? What if more financial advisors were equipped to help align assets mission? Don't just fund "retirement." Fund what you were born to do. Start there!

One of the greatest hindrances to finding and engaging the convergence point may be that few today are hearing the message loud and clear: **YOUR CONVERGENCE POINT IN YOUR CAREER AND IN YOUR LIFE IS ALL IMPORTANT! YOU CAN DO THIS! IT'S NOT TOO LATE!**

Strange as this seems in a culture that studies the human genome and teaches quantum physics, most of us have never been taught or equipped how to decipher and engage our own callings and dreams. In a time in history filled with choices and options, few have learned the practice of discerning a personal path to invest focused energy and maximize their own best selves. If it is true that as many as eighty percent of workers feel misplaced in their jobs or vocations, why not help them? Wouldn't we all benefit?

Those "Born to Do"

Some people actually do love what they do and we're in awe when we witness the tireless energy and life in such people. We observe vocalists born with a voice and talent approaching perfection. We watch Olympians swim with such speed and form that they appear naturally suited to win gold medals. In business, we periodically come across those with a knack to sell, consult, speak, direct, implement, manage, and market. They seem energized and deliver excellence that appears effortless.

There really are people who get paid to do things they're great at and passionate about, and they don't seem to separate their passion from their paycheck. Why not be one of them?

So how did I feel when I encountered those people and even lived with one of them? Jealous! Confused even. I just assumed I wasn't destined to be one. Yet one of "those people" was my own wife! She would regularly say things like, "I can't believe I get to do this!" "I'm the luckiest girl in the world!" She was talking about her work!

Someone like me would think, "Maybe it's just her." I was doomed to go through my whole life and not excel at anything. I felt more as though I signed up to be mediocre and regularly drained by my work rather than being called or created for it. Was that the way it had to be? As long as I got paid, I seemed destined to live by the sweat of my brow, pulling thorns and doing things that didn't matter much. Work was meant to feel like work, right? That's why it's called 'toil'. If you enjoy doing it, why should you get paid for it?

Things Can Change

Yet things changed for me and they can change for you. They changed as I began to learn and make some key decisions that brought freedom and restored my energy and even my outlook.

Though they weren't defined at the time, I now realize there were 7 key decisions that people made that brought them to the convergence point. These seven freeing decisions I now call "7 Keys to Doing What You Were Born to Do." They were the steps to both unlocking and aligning towards a personal potential I had started to believe was locked away and the key thrown away!

If you feel you haven't arrived at your own place of the convergence point, you can utilize these keys needed to move forward. Best case: you're just starting out and you would love to do what you were born to do, starting now. You don't need to drift from one place to another hoping to get lucky along the way. Take these 7 Keys to heart and begin to live and work in the convergence point. Don't leave to chance something as vital as engaging what you were born to do.

If you're in a transition period, the 7 Keys will empower you to live the best version of yourself in your work and in your life.

If you're in a leadership role, the 7 Keys can free you to lead authentically as you lower your stress and increase your everyday joy.

If you're just entering a new phase in your life and you want to make this the best season yet, these 7 Keys will give you a framework to move from good to best.

The 7 Keys can equip you to bring together who you are with what you do in a way that won't compromise either. You will harness your innate abilities and past experiences, allowing you to decisively opt to be yourself and even get paid for it. That's YOUR convergence point!

As you measure your own situation and make your choices with these principles, you will gain confidence and feel the freedom of being perfectly yourself in what you do every day. Live out these 7 Keys, and you too can get to be one of those people who say, "I can't believe I get to do this! I'm the luckiest person in the world!"

Why not start the journey? As has been said, "the greatest journey begins with a single step."

The benefits for you will include:

Your own authenticity

More energy

Restful productivity

Greater joy

Increased earning potential because you are doing what you do best

A clear purpose with a building legacy

The benefits for others will include:
Your unhindered influence
Your unique talents and passions unleashed
Better results for the teams on which you participate

Today is a new day! Engage your convergence!



Key 1: Accepting Your Uniqueness

“Now with God’s help, I shall become myself.” - Soren Kierkegaard

Contrary to what you may have heard, you can’t do anything you want. However, you can do what you were uniquely created to do.

When you accept your own uniqueness and quit trying to be something or someone you were never intended to be, you are liberated. No matter how lucrative, prestigious or available other things appear, they are just trappings, because the exclusively unique you is best. By fully accepting and engaging who you were meant to be, you find freedom. You live in your own skin. You let your life speak. Live your own life, not someone else’s or something less.

Unfortunately Encouraged to be Someone Else

Unfortunately for many of us, others hinted at, encouraged or cajoled us to do things that weren’t us, whether they realized it was right or not.

“You should be a doctor,” some said.

“You should be a salesman and make lots of money.”

“You should go to business school.”

“You should give your life to the ministry.”

Though no one else has the right to define such things for us, they still tried. Sadly, some of us listened and responded to these misleading voices. Some gave up on authentic dreams and callings in favor of more practical, secure, successful or family-acceptable options. Some placed themselves in boring, uncomfortable, or stress-ridden careers as they responded to these voices.

My friend and mentor, Ralph Mattson, said in his book, *Finding a Job You Can Love*, co-authored with Arthur Miller, “Trying to become something or somebody is exhausting.”

Other seemingly well-meaning adults pushed us to try things we weren’t created for in ways that appeared quite positive on the surface. “You can do anything you set your mind to!” “You can do anything you want as long as you

work hard!" This sounded good to us at first. Unfortunately, this belief system assumed we were all moldable, wet clay with brains, muscles and aptitudes that function alike.

You wondered why you worked hard at certain subjects and did poorly while sailing effortlessly through other subjects. Instead of focusing in areas of gifts and strengths, you gravitated to places we should "set our mind to." You may have even told yourself, "If it doesn't hurt, it shouldn't count."

The trap I fell into thinking was that I should measure my level of success against a benchmark. Since my two older brothers excelled at quarterback and attended Ivy League schools and then went on to law school—it was assumed I should do the same. For a while I felt I had failed my family when I played wide receiver instead and opted to go to seminary instead of law school. Had I missed out my true potential?

After seminary, I founded and pastored a church instead of attending law school. I found myself tempted to benchmark my progress and what our church was becoming against a nationally renowned mega-church pastor whom I knew. Over breakfast at a hotel in Boston one morning, this pastor asked me point blank, "Do you think you need to be like me to be successful?" I squirmed in my chair. "Ah... no?" I knew it was the right answer. Then, in a moment of brutal honesty, I said, "Well, I think I actually am trying to be like you."

"Well, don't do it!" he wisely counseled. "The world needs what you bring. Be yourself!"

It was so liberating for me to hear that!

Measuring Up?

It's hard not to subtly compare ourselves to others and think we should be like them. Parents placing marks on the door frame of life measured us against our siblings. Teachers graded on curves and we worried how we ranked on tests. Coaches tried us out for their teams and placed us on depth charts that changed week to week. We took tests to see how much our personalities and gifts made us like others. We wondered if our success made us significant or whether such significance could ever be achieved by someone like us.

I took these to an extreme and defined myself by how I was seen by society and my own siblings. Hopefully, you've stopped thinking such measurements matter. Yet to one degree or another, becoming fully and uniquely 'us' isn't easy in our culture! If it were easy, everyone would do it and it certainly wouldn't take a resolve to be uniquely 'us'.

Who have you been comparing yourself to?

Who is your own model of a real successful human?

Are you confident going against what others consider safe? Successful? Significant?

Unlike Our Own Heroes

Even your own heroes can keep you from accepting your own uniqueness unless you're careful. Heroes can be positive role models, especially if they exhibit honorable character and good habits. Most of us admire those who achieve something worthwhile or influence the world for good. They rose to prominence in their field of choice and people applauded and sought to emulate their achievements. People said if you worked hard you too could be like your heroes. You wondered if they were right. Maybe you tried. However, do you really think you should be more like your heroes if they don't seem much like you?

In lonely moments, maybe you secretly wondered if you were OK. You asked if you could ever succeed like your heroes did.

"Am I good enough? Can I ever be good enough? Gifted enough? Strong enough? Smart enough? Good-looking enough? Shrewd enough? Rich enough? Successful enough? Significant enough?"

Some questions leave us lonelier and emptier. It makes some of us feel like quitting all together. If we couldn't be something great, why even try? The messages from the world and in our heads made us think, "Maybe I'm not special. Maybe I don't have anything of real value to offer."

Who hasn't asked such things?

Author and educator, Parker Palmer said, "Trying to live someone else's life, or to live by an abstract norm, will invariably fail - and even do great damage."

Uniquely Suited

The opposite of seeking to emulate others would be intentionally accepting your own uniqueness. By fully expressing who you really are you will bring life to yourself and simultaneously offer something valuable to others.

Your own personal history was no random accident. Your pains and gains provide something of unique value as well. As you choose to believe that your unique personality, talents and tendencies create a strong connection to what you can deliberately do in the future, you head towards the convergence point!

However, this can be hard. Accepting your uniqueness also requires intentionally not choosing from among the endless available options. Trying to do everything will most likely result in mediocre outcomes. If excellence requires focus and practice, by keeping all options open and not seeing your uniqueness, you may squander the best and settle for only a portion of the good. The jack-of-all-trades can only be excellent when your uniqueness requires you to become the best version of a jack-of-all-trades.

Accepting your uniqueness will require faith. It requires faith to believe that rejecting other things and leaning into your own best dreams, energy, skills, roles, and values won't lead to poverty, failure and rejection. It requires faith to be in the process of becoming a better you each day. Yet, by doing just that, you leave this world a better place when you make your final exit.

So what do you think? Can you accept that you are not an accident? You are a unique creation and not a mistake? Will you free your own mind to accept that the best way to live is to see yourself as blessed with the right gifts, skills and even history?

It sounds right, but there may be a price, albeit a short term price. Authentically accepting your uniqueness may go contrary to what others see as success, even by those who were trying to love you. You trust that who you are is no accident. You accept you have something to offer that no one else can offer in the same way, in the same place, and at the same time. The contribution you make will be fully you. Fully unique.

And by offering that you will be fully alive.

Purposefully Made

Roughly three thousand years ago, the writer of the Psalms considered his own personhood and recognized that such intricacy and uniqueness was no accident. He wasn't a haphazard chance collection of genetic possibilities. The Psalmist believed the ultimate Designer of the universe acted both intentionally and with purpose when creating him. He wrote, (God) "created my inmost being; (He) knit me together in my mother's womb... I am fearfully and wonderfully made."

He continues, "All the days ordained for me were written in your book before one of them came to me." (Psalm 139:13, 16 NIV) In the previous Psalm, the same writer wrote, "The Lord will fulfill **his purpose for me...**" (Psalm 138:8, emphasis mine)

Your life has a purpose and plan. You can be confident that who you are and what you've been given were intentionally installed in you to bring it about. The best case scenario of world history and your own personal history of what you do are intertwined. There's a bigger plan and you play an important part in it.

Playwright, Oscar Wilde put it this way, "Be yourself; everyone else is already taken."

Consider for a moment: What if it's really true that you were born to do something that only you were uniquely designed to do? What if your quirks, interests, skills and passions weren't a mistake but part of a better plan? What if you really were born at just right time, in just the right place and 'knit' in just the right way? Unlike your own family, heroes, or celebrities, you have something special to contribute that only you can provide.

Apple pioneer, Steve Jobs, said, "Your time is limited, so don't waste it living someone else's life."

No, that doesn't mean you should be something so spectacular that everyone will stand and applaud. Doing what you were born to do may never make you a celebrity. It will, however make you happy and at peace with yourself and others. It's quite difficult to find enduring happiness without finding a way to thrive in your work.

No matter how noble or notable, you will miss out on your own life and your own life work if you allow yourself to be pressured into anything other than what you are uniquely gifted to do. By pleasing others or chasing a paycheck, you will only be missing out on the real you. By allowing a possibly well-meaning but nevertheless misled parent push you into doing what they would do or want you to do, you may be rejecting the reality of who you really are.

However, by positively ACCEPTING YOUR UNIQUENESS and saying no to all other external voices, you receive your own life. By accepting that the roads that brought you to today equip you for the roads to tomorrow, you engage a confidence that a rare few have yet to know.

Can you say those words? Try it: "I accept my uniqueness."

Of course, you may feel strange at first. But, in this case, it's good to be strange. There's no one else like you and that's a good thing!

KEY ONE: ACCEPTING YOUR UNIQUENESS



Key 2: Acting Out of Being

“Usually, we aim at becoming something without even taking the time to find out who we are already.” Ralph Mattson and Arthur Miller

Before you seek to do what you were born to do, you must first listen to your life and ask:

“Who am I?”

“What is my true self?”

“How can I be perfectly myself?”

“What does the best me intend to do with me?”

This real you acts as you, not out of performance, drive, or competition. It acts out of joy, happiness, love, and rest. As you seek the place of your own convergence point, act out of being. Act out of a place of rest. Act from a place of serenity, stillness and completeness.

Alternate Activities

Gaining status or acquiring stuff as an end of itself has been tried by many, but perpetually found wanting as a means to life-giving convergence. How many others must we observe having it all--from money to fame--and still revealing anxiety, restlessness, and deep wounding? How many more celebrities must we witness crashing and burning at their own apex of achievement before realizing that doing or achieving can't fill an empty soul?

You're a human being--not a human doing! Your value comes from your identity, not from performance, market fortune, or media fame. You are more than a paycheck, a position, or the product you create. You are not what your parents thought you should be, could be, or what someone with a selfish agenda told you would make you somebody. You are already fully you before doing anything to earn value.

In the Bible, the prophet Jeremiah got to hear words of blessing from his Creator before his career ever got off the ground. You too need to hear these words and take them to heart: “Before I formed you in the womb I knew you.

Before you were born, I set you apart..." (Jeremiah 1:5) Later in the same book, "I know the plans I have for you declares the Lord, plans to prosper you and not to harm you, plans to give you a hope and a future." (Jeremiah 29:11)

Don't Just Do Something: Sit There

Before making a snap resolve on what you do, don't just do something. Sit there. For a season, enter a time of silence and allow your being to express itself. Don't perform. Don't try to prove anything. Don't just fill up your time. Instead, be at peace with simply being. Breathe deeply, enjoy the precious present and trust you will begin to find what you were born to do.

Author Jim Heinricks wrote, "The problem is there's too often too much white noise in your life, schedules, commitments, the vagaries of fashion – to let you define your calling." Don't let that be you.

If you are forced into transition by circumstances beyond your own control, it may feel excruciatingly difficult or even impossible. You may hear the voice that screams, "What? Stop and listen?! I can't afford to! Be still? Me? I've got to get busy getting something...doing something...earning something!"

Yes, there really are times you can't afford to stop. There are times to be responsible and conscientious. However, the "can't afford to stop" concept may come from fear and panic instead of what's truly needed. Anxiety and panic rarely achieve anything worthwhile for us in seeking what we were born to do.

Recently, an executive recruiter shared with me that he can receive up to one hundred resumes a day. "Almost every one of those people seem to be running scared," he says. "They're barraged by messages, or their own financial circumstances, that have them in crisis mode. They want a job and they want it fast! They don't care if it fits them or not. If it pays, they're interested. Sure, they want guidance, and they'll pay top dollar to get it if it helps them get security."

Taming Transition Angst

As I advise people on financial issues and planning issues, I also experience the same worried mindset on getting to retirement without investing time to reflect, plan, or consider who they are and where they're going. One sixty year old made an appointment and anxiously told me, "I need you to help me retire!"

"When are you planning on retiring?" I asked him.

"Friday!" he said bluntly.

“Are you serious?” I asked, thinking he was kidding.

“No, really, I am out of there on Friday!”

“What do you plan to do when you retire?” I asked.

“I don’t know! Nothing. Not work, I guess. I just need to retire!”

His example may seem extreme, but I meet with many others wanting help planning their retirement income while failing to do anything tangible about planning what they’re going to do for the next thirty years of their life. As I meet with retirees, I discover too many, still healthy, but directionless people with plenty of time on their hands, but little sense of purpose or vision for their own future. Many obsess over their portfolios and grandkids with little more than a shallow sense of being involved in much to occupy them beyond their own personal needs.

In my experience with hundreds of clients, only a precious few seem to care for their own anxious souls and plan their lives with value and wisdom. Fewer still know how to tune into that still-small-voice that whispers and invites us to something far, far better and more life-enhancing than we might choose when in a rush.

The fact that you’re reading this might be your chance to act out of being and engage a calling that fits you, rather than one that makes an impressive resume or simply gets a job you won’t want in two years?

Before moving forward in a time of transition, some questions to ask:

Could this transition actually be more positive than it first appeared? What would make it even more positive?

How might my own discomfort be a voice encouraging me to pursue something better? To make this change count?

What do I need to say, “no” to in order to discover what I am born to do?

ACTING OUT OF BEING invites you to do what may feel opposite to the closing in sense of your situation. It says, don’t just do something. Sit there. Breathe deeply. Let go of those “should’s,” “have-to’s” and “got to have’s”. Hear the voice saying, “you were born to do this.” Rest that hyper-active mind and intentionally create space and silence around you.

Realize that vocation will speak, but be willing to hear it as a soft, serene voice. The very word 'vocation' comes from the Latin word for 'voice'. Have you heard your own true voice?

Ignoring Interfering Voices

Voices can act as interference in hearing this voice of vocation. Voices out there can distract us and demand what we absolutely must do. We've listened to them so long that we barely recognize them for what they are--alien voices. These voices express their own version of what's important and have us believing what really makes us valuable, marketable, and successful. External pressures attempt to make us into something instead of drawing out what we really are.

"Prove yourself!" they say. "Be somebody!"

"Get ahead of others!"

Or even; "Fit in. Play it safe."

Or worse, "You're nothing special!"

All the while, the inner voice won't shout at us or frantically try to get our attention, even though it expresses our deepest identity and truest values. It conveys that we have something to offer a world needing exactly what we have. Who you are is infinitely more important than what we do or what we have.

Which voice will you hear?

Of course you want your vocation to make sense. It's the convergence point of your being and your doing, bringing each scattered piece together. It's the expression of your gifts and your energy. In your own silence, things can become plain. But, if you just keep doing and waiting until you're all caught up before listening to your own life, you will only listen to surface voices.

When was the last time you sat down and said, "I'm all caught up now?" It just doesn't happen without being deliberate.

Good things will come out of carefree timelessness in and around your life. No, not laziness. Not lethargy or slothfulness. Not pretending you don't need to earn money or work. Instead, this resolve says, "Intentionally create space to be."

Find places of solitude and timelessness and let the voice of vocation speak or whisper. Simply start with slots of fifteen or twenty minutes a day. Offer one day out of the week during your transition. Let the fertile soil of your own vocation grow something you wouldn't want to miss.

Key One: ACCEPTING Your Uniqueness

Key Two: ACTING Out of Being



Key 3: Expressing Patterns of Positive Energy

“Your own design, your makeup, has been a driving force in thousands of situations and, for good or for ill, has plainly revealed itself.” Ralph Mattson and Arthur Miller

People who do what they were born to, regularly repeat patterns and habits that express their positive energy. When they work this way, they feel motivated to achieve, inspired, motivated and stimulated to act from something deep inside them. Others might even observe them and say things like, “Wow! He’s natural!”

“She comes across smooth and fluid.”

“He makes it look so easy!”

“She never gets tired doing it!”

Contrast such positive energy of the natural to the person doing something to get by. Contrast it to the person trying too hard and looking awkward. Maybe it’s even unnatural. Instead of feeling energetic, joyful and motivated about their work, they feel lifeless, bored, unskilled, dulled or trapped. They wonder why they produce mediocre results. They wonder why they loathe Monday mornings. They’re working hard but huffing and puffing to do what they’re not gifted to do. They feel as if forcing water through a clogged hose as they work painfully hard to accomplish little that lasts.

Consider the singer who doesn’t love singing or have the natural talents. Singing is hard and she begins to resent having to do it. Then there’s the salesperson driving prospects away by pushing at the wrong time. How about the manager who in frustration exclaims, “Why can’t I get these lazy people to work harder?”

It’s not that they can’t do these things. Possibly, they should be asking: “Could I be working in the wrong place?” “Could there be a better way than investing the best of my days draining, rather than gaining, energy and progress?”

Have you ever engaged in things that didn’t inspire your best energy? Did you ever find yourself feeling bored day in and day out at work, either by

accident or maybe experiment? As has been said, if you're heading in the wrong direction, by all means, turn around! What's the real cost of continuing to do something that's not really you? Doesn't it include missing out on the convergence point of the real you?

Your Motivated Skills

In the mid 1940's, British career researcher Bernard Haldane introduced breakthrough thinking when he recognized that a person's personal energy and excellence could be analyzed by examining past positive accomplishments. As Haldane studied the thousands of veterans returning from World War II in need of employment, he realized there was a direct correlation between one's expressed positive experiences in the military as infantryman, tank operator, machine gun operator, or sniper with a suitability for future service.

By studying the kinds of things these people enjoyed in one situation, it led to the belief that he could help them find other places to repeat such positive energy experiences in the workplace. He termed this concept as helping workers discover their 'motivated skills'.

Frances Hesselbein, former CEO of Girl Scouts, said, "Have a very strong belief that we are called to do what we do, and when we're called, we're given the energy."

This concept of motivated skills, also called 'motivated abilities', may also correlate to the term 'flow' coined by psychologist Mihalyi Csikszentmihalyi in the 1990's. He found people happy, creative and alert when engaged in a healthy state of concentration with the situation and activity at hand. Another way of looking at this experience emphasizes that when you truly love what you are doing, you can be said to be "in the zone" or "in the groove". You feel captivated, engaged or sometimes so immersed, that you lose all sense of time. You're so absorbed, engaged and deeply fulfilled, that what you do flows through you as if by divine energy.

When you use such positive energy over time, you produce excellence almost as a natural consequence. As you forget temporal concerns such as food and time, you truly enjoy things that make others wonder how you can do what you were born to do. Not always, but the more timelessness you experience, the more the convergence point becomes a way of life.

Looking to Your Past for Clues

The clues to your own positive energy are mostly found by analyzing your past positive experiences and accomplishments. The greatest clues to doing

what you were born to do come from what you did when you were quite young. Maybe you invented things. Explored things. Built things.

When you work with a trained coach, you can do your own digging to discover the gold inside of you. It often sits below the surface of your own past. You may discover and re-release patterns of your motivated energy lying dormant since your childhood.

In reality, some of these most valuable clues go back to your earliest memories. They can be found in what you did before others taught, asked, or suggested you to do otherwise. You did them because they were natural for one wired like you. These experiences produced joy and brought you happiness simply because you acted in full agreement with your own design and motivation.

For everyone's good, find ways to do more of these positive energy activities in order to do what you were born to do. Such clues to empowering yourself to experience more positive energy can come by answering and then analyzing answers to the following questions:

What things did you do when you were very young for the sheer joy of it? What did you pretend? What did you accomplish?

What past accomplishments give you some of the greatest sense of joy? In your adolescence? Early adulthood? Career experiences?

When have you been engaged in something that made you feel in the zone? Fully engaged? Really alive? What were you doing?

Intentionally Engaging the Positive

You may need to be intentional in honing in and engaging your positive energy. In the past, you stumbled or walked naively into some of your most joyous experiences. However, with some work and intention, why not plan to spend more focused time doing what brings you energy, fulfillment, and happiness? If your life and work could be filled with more positive energy and accomplishment, wouldn't that be something to work towards?

If at this point you're reading this and thinking, "I'm too old to change." Or "I've already done what wasn't me long enough, it's probably too late," let me counter with a challenge. When are you too old to make direction changes in favor of life, health, and energy? Does it make sense to live the rest of your life doing things that drain or under-utilize your true self?

I truly believe divorce and depression rates will decrease significantly when more people of all ages know how to discover and engage their own positive energy to be what they were born to be.

The fact that you've already read this far shows you care about your direction and fulfillment of living your own best scenario of life.

Key One: ACCEPTING Your Uniqueness

Key Two: ACTING Out of Being

Key Three: EXPRESSING Patterns of Positive Energy



Key 4: Exploiting Your Passions and Skills

“Nothing great in the world has been accomplished without passion.” Georg Wilhelm Friedrich Hegel

Imagine being able to work, even get paid, to do what you feel most passionate about. Imagine feeling so excited about Monday that you can’t wait to do what you do best. When working, you realize you do something that really matters to you and tangibly benefits others.

When you exploit your passions and skills by doing what you were born to do, you make use of what you’ve been given. Though we often think of exploit as a negative term, when you exploit something, you turn it into an advantage. You employ it to the greatest practical advantage. You turn potential energy into kinetic energy. It’s best for you and ultimately for others—an ultimate win-win!

Yet, some may ask, “Don’t you think working in my area of passion is somewhat impractical?” Others might say, “I just can’t afford to do that. I’ve got to make money!” Still others may say, “I’d love to, but I can’t see it happening for me.”

It’s Not Automatic

True, this positive exploiting doesn’t happen automatically for most of us. To make it work, it can’t mean discarding balance and rest in your life. It can’t mean abandoning your need to support those you love. Instead, you unleash your passions and skills and give freedom to positive and powerful forces inside you.

Consider the opposite scenario. Imagine encouraging teenagers as they navigate towards finding jobs that they should expect to feel blah about what they do. “You should expect to do things you really aren’t passionate about. If you can get paid to do it, you should do it. Especially if you can get paid a lot!”

Well, play that out! Think about a surgeon who isn’t passionate about healing people or skilled to do so? It’s a real need and she could get paid a lot of money to do it. Would you want her to operate on you? Or the airline pilot who just took a job but doesn’t love flying and really isn’t that skilled. Would you want to fly on their plane? Just because you can get paid to do something doesn’t mean you should do it.

If it doesn't fit your passions or your skills, it doesn't matter how much it pays. Eventually you'll look at yourself and think, "How did I get here? Is this what I should do for the rest of my life?"

It's been said there's a lot of very unhappy investment bankers, lawyers, and doctors in the world. Why? They could get paid a lot to do it or someone else told them they should do it. There are also some very unhappy ministers, social workers, teachers, and entrepreneurs as well. Why? They don't feel passionate or skilled to do what they're doing. They didn't know to explore and engage a real understanding of their passion and skills before leaping into something they thought would be fulfilling because it was for others. They need to consider a change to better align where they spend most of their waking hours exploiting their passions and skills.

Empowered by Passion

Exploiting your passion grants you access to the vital source of energy many never get to harness. When you feel passionate about something, you are purposeful, focused and excited about doing it. You use your mind and emotions synergistically and engage in it, often just for the fun of it. When you do so, your own authentic ambition births the way to knock down obstacles, pull out snags, and create things with excellence that those less impassioned could not imagine. Passion levels the way ahead and unlocks doors that almost seem to open by magic. It's all because you're working out of zeal and fervor, and not just pushing harder or doing the minimum to attain a paycheck.

When you combine passion with your best skills, you create the total package of energy in your work some have called your individual genius. Unfortunately, it is quite possible to be passionate about something you're not skilled at. So beware lest you dive in without the tools to complete the work.

Consider the music lover who thinks they should be on stage because they love music. Or the leader who thinks everyone should follow them because they're passionate about an issue. They lack aptitudes or talent in that field. Once placed in that field, they are unable to produce to a high level of excellence because they were lured into pathways they enjoyed studying, but without the abilities to produce.

This happens for doctors who loved the study of medicine, but failed to work well with a scalpel. This happens to Political Science majors who were fascinated by the concepts, but didn't enjoy the political scene requiring social, persuasion, and communication skills. Having to persuade and meet people drains them and they fail to get elected to office. This misalignment also

happens for pastors who loved studying theology or ancient languages, but don't possess skills to preach, lead, manage boards, or counsel.

Stopping Sisyphus

Working hard in an area of interest but lacking the skills can be like acting out the doomed fate of the Greek mythological character Sisyphus. His eternal punishment was to work unceasingly without a sense of productivity or accomplishment. Day after day Sisyphus rolled a huge rock up a steep mountain to reach the top. Yet, arriving at the top, the rock would tumble back down and Sisyphus was forced to begin the process once again. This is like the frustration of working in an area of passion, but lacking the skill for the job.

However, when you match interests and skills, you gain potential to do good work in ways that give you both passion and a sense of mission. At this point of convergence you combine your competence and confidence to make almost continual and steady progress. Doing what you love doing, using your best abilities, and accomplishing things you feel dedicated to doing is the perfect combination, where the power of your maximum personal potential is unleashed for the good of mankind..

Have you worked in a way that combines something you were really passionate about with something you were skilled at doing?

Yes, it's true there are times when pure survival dictates this isn't practical. It's also the case that for many centuries it wasn't possible for most. Butcher, baker, farmer, or candle stick maker was all there was. You did what you needed to do to put food on the table. But today's world offers options and opportunities, requiring the passions and skills you possess. There are needs others have you can meet. And possibly, if you don't meet them, there's no Plan B. You truly are meant to do what you uniquely can do.

It's true that you are unique and not shapeless. You have a mode of action and certain ways of operating that flow from your very being. You enjoy certain issues and subject matters. A person I coach feels passionate about getting to the core problems of nagging medical issues. Another feels a deep passion to offer a way for companies and non-profits to streamline their operations, overcome their problems, and become the best version of themselves. Another has a strong zeal to help individuals and organizations become more creative. "I love drawing out the creativity that's trapped inside people who didn't think they were creative," she exclaims. "When I was just consulting with technology, I didn't get to that. I was slowly dying."

Exposing Passions and Skills

Not everyone can easily identify their own passion. Many have no idea how they would answer if they were asked, “What’s your passion?” For some, it’s been buried by many years of being ignored or allowing other’s expectations to squelch it, making it difficult to uncover.

Yet, as entrepreneur and author Bob Buford says, “Passion is the spark that lights a thousand fires.” Sometimes it doesn’t even make logical sense to you why something motivates you. What makes you passionate over something that doesn’t seem to affect others at all? What makes you see such huge problem while others don’t see a problem at all? You may need to start paying closer attention to the clues. You may want to pay attention to some of these passionate clues:

When was the last time you were passionate over something almost unexplainable? What was it?

When do you pound your fist and get so excited your face turns red?

What topics do you read on more than any other topic? If you go to a bookstore, what sections do you gravitate towards?

What heroes are engaged in what you would want to engage in?

If you were granted a wish and could change anything in the universe, what would you change? Why?

If you were given all the time, money and resources in the world to change one thing, what would you change? What would be your role in making the change?

The skills you exploit along with your passion will also be things you enjoy doing. These things may have been affirmed by others when you were growing up or when others experienced the level of your skill. When using these true skills, you won’t notice getting fatigued, bored, or burnt out, even if you can’t do them without rest. I get energy from writing and coaching. Others get such energy from speaking, strategizing, teaching, operating, designing, building, planning, or innovating.

What skills give you positive energy when you engage them?

Moving from Good to Great

Tapping into this mix of skill and passion may be the most overlooked key to moving from good to great in life and work. Skill without the context of passion may also leave you cold and dry because you're operating your skill in the wrong place. Yet, when you combine the two, you release the raw power of enthusiasm to energize your skill. As chef, Julia Child said, *"Find something you're passionate about and keep tremendously interested in it."* The two definitely go together.

Think how much easier a manager's job would be if they learned what issues, topics, opportunities, or ways to serve ignited enthusiasm and excitement. Wouldn't it make sense for all managers to become true students of the passions and skills of those they serve?

Is this combination true for you? Are you able to tap into your passion and use your best skills in what you do? Even if you do, you will still need to grow and develop that skill, but you will sense progress and growing competence. However, you'll do more things out of love and it won't seem like labor. You'll feel motivated to complete what you start, working with excellence and diligence. Perhaps work will become play for you.

Key One: ACCEPTING Your Uniqueness

Key Two: ACTING Out of Being

Key Three: EXPRESSING Patterns of Positive Energy

Key Four: EXPLOITING Your Passions and Skills



Key 5: Aligning Intentionally With Your Callings and Dreams

“Few people attain great lives, in large part because it is just so easy to settle for a good life.” Jim Collins

Just because you are born to do something doesn't mean you will actually do it. Life has a way of throwing even the most gifted of us off-balance, off-target, or out all together.

Truly, one of the saddest things to encounter is someone with high potential who gets misplaced, misaligned, or misdirected. They've moved away from their convergence either intentionally or accidentally. How many voted most likely to succeed wound up in dark places no one would have thought possible? Once slated for the gold, they got tripped up and collapsed mid-race and helplessly watched as others sped by on their way to the finish line.

Becoming Conscious

To come to your own convergence point, you must intentionally align with your callings and dreams. Such intentionality means that you deliberately plan and calculate what you really want, even if you can't control the outcomes. When you intentionally align, you arrange your life so that you adhere to the course of action you set out to follow.

However, this does mean you must first be able to answer some key questions:

“What are my dreams?”

“What is my calling?”

When you can answer such questions, you become genuinely conscious of what the you in you truly requires. When you get a clear understanding of the best version of you, each day you live that best version with confidence. That means being able to answer the questions:

“What do I really want?”

“Who is the real me?”

You should get away to a quiet place, take a journal and complete these sentences:

Before I die, the three things I must do are...

If I had one year completely free and all the money I needed I would...

When I picture myself doing something I feel called, tugged, or nudged to do, I see myself....

If I could change something in the world, I would change...

By writing your honest answers, the intangible becomes tangible. You take what's in your mind and heart and create a visual representation of what's inside. Now the chance of fulfilling dreams and callings increases exponentially. As you do so, you access a filter with which to decide when new options present themselves.

Writing things creates its own force of reality of what may seem foggy and intangible. Think of the power of a document changing the course of history. The Ten Commandments. The Magna Carta. The Declaration of Independence. The Constitution. The written word offers power to focus and propel us towards a clear destination.

Have you written out your callings and dreams?

Creating Your Personal MVV

One of the most powerful pieces of writing you will ever create will be your own personal mission, vision and values statement, or MVV. Just going through the process of crafting these authentic declarations will motivate and propel you forward. They will equip you to give an intentional "yes" to what fits and "no" to what doesn't. Your personal mission will answer the question, "What will I do?" Your vision will answer: "What do things look like when I do what I do?" Then, your values will answer: "How will I live along the way?" "What's most important to me?"

Communicator and consultant, Matthew Kelly wrote, "The happiest people I know are people who have a sense of mission. Even in the middle of tremendous trials they still have an enormous capacity for joy."

It took me time and some revisions to get my own MVV in place. I think a part of me was afraid to limit myself. Also, without a coach or a process to guide me, I found it hard to know what thoughts were truly my own and which others

were externally imposed and nice sounding platitudes of what a successful person did. Or maybe like a New Year's resolution, I didn't want to create something I couldn't keep and face failure if I didn't live up to it.

I gained freedom when I assured myself it didn't need to be perfect. I could live with it, adjust and tweak it over time if need be. However, after creating my own MVV statement and reviewing it regularly, I felt empowered to manage my options and not feel guilty about what I wasn't doing. As options and opportunities appeared, I felt more confident to go forward and not become blown around by what others wanted or what my emotions dictated that day.

For example, when it came to family time, picking up the kids at school, or attending sports games, I could remind myself that this was one of my highest values and part of my legacy, rather than a distraction from something more important. That was liberating for me. Also, by not winging it in new situations, I could be confident to be more present and alive to the moment, not wondering if I should be doing something else.

Overcoming Doubts

When it comes to living out your mission, it doesn't mean you won't have times of doubt and wondering if you should be on another path. According to Dr. Rollo May, *"The relationship between commitment and doubt is by no means an antagonistic one. Commitment is healthiest when it's not without doubt, but in spite of doubt."* This may require an act of faith on your part.

Don't allow some doubt about your mission to keep you from moving forward or make you think you're in the wrong spot. Live with the light you have and be open to new revelation.

By intentionally aligning your time, talents, and resources with your own callings and dreams, you get to live your own life and not some pre-fab template kind of life. You expend energy following the beacon of your call. Then when others coach or advise you with resources such as career, money, wealth management, or legacy, you don't simply begin with the job or the money. Instead, the foundation for all future planning and commitments becomes your MVV statement.

Planners who understand that will not try to fit the usual paradigm of retirement into your financial strategy. Instead, they will work with you to take a holistic approach to planning based on your authentically held vision and values. High level convergence happens when your money serves you instead of you serving your money! Of course that makes sense, but somehow our

culture separates life calling and life vision from resource management. That's not typical in today's financial industry, but it is the right way.

Might such intentional alignment someday become the new normal for the financial industry? Welcome to my dream!

Convergence of Resources and MVV

I admit that for many years as a financial advisor, I was guilty of using a money-centric approach to planning. I was trained to politely ask, "Where are your present assets?" "What kind of return do you need to achieve?" "How comfortable are you with volatility?" Those are valuable questions, and it's very helpful to have someone asking you those questions. However, these are secondary questions that must be related and integrated with your primary questions. "What are your dreams for your future?" "What's most important to you now?" "What will be important to you in ten years?"

It finally occurred to me that if I really believed in a person's unique identity and calling, I should serve them by asking primary questions and then helping them connect to the secondary ones.

John Wastik said, "Unless you look at your future holistically, merely saving up a pile of money will be a meaningless act."

Of course these are personal questions, but in order to coach someone to live and fund their life, shouldn't you first understand where they're going? If we exist as personal beings with unique dreams and aspirations, how can a planner help you align your life and your resources by assuming you just fit into the all-people-with-money category? How can an advisor help you live your own life unless they can get to the heart of your life?

You experience your convergence point when you intentionally align your life's purpose and your resources so that your money serves your purpose. Too many have created a pseudo-purpose because they have let their money lead the way, and they have to work at something that feeds their existing financial needs and goals. With purpose supported strategically by financial resources, things that previously didn't help or support each other now create energy and activity. When you come to your sweet spot fully aligned and doing what you were created to do, you will tap into potential you couldn't have dreamed possible if you had stayed with the status quo.

This process may actually spur you to better money management habits. Saving. Investing. Planning. Matthew Kelly said, "Why do people save so little? The answer I believe is because they don't know what their dreams are – and

without a clear vision of their dreams, they simply fail to see the point of saving.”

You do have all it takes to turn your authentic dreams into reality. However, that will take intentional planning. The benefits far outweigh the investment to create such alignment.

Key One: ACCEPTING Your Uniqueness

Key Two: ACTING Out of Being

Key Three: EXPRESSING Patterns of Positive Energy

Key Four: EXPLOITING Your Passions and Skills

Key Five: ALIGNING With Your Dreams and Callings



Key 6: Collaborating in Community

“Alone we can do so little; together we can do so much.” Helen Keller

When you live in your convergence point, you create the potential to collaborate with others and build great things in and through community. As you feel genuinely confident in yourself and what you do best, you find others who can complement and add to what you’re doing. Instead of seeing them as competition, you see them as companions and co-workers. They’re one piece of the puzzle. You’re another.

Collaboration is key to any endeavor larger than me. As the African proverb says, “If you want to go fast, go alone. If you want to go far, go together.”

But, as you know from experience: collaboration is hard! Working with those different from you can create friction. Why? Because we are collaborating with unique people who by the fact that they are unique are not just like us. On top of that, we are all flawed, so conflicts of interest exist. Competition exists. Egos exist. Money gets in the way and John feels more valuable or less valuable than Sue. Rick vies for status and position over Rachel and things that started with great promise finish in chaos.

Real collaboration is hard. Authentic community is also hard. But, if going far involves going together, this is the way we must go.

Calling is Key to Collaboration

When you discover and engage what you were born to do, you no longer need to attempt exhaustive collaboration. Instead of skipping collaboration in favor of independent projects, you begin to look around and ask, “Who’s great at what I can’t do?” “Who’s great at what I’m just average at?” Instead of saying, “I’ll do it by myself,” you open the door to building a team based on gifts, strengths, and specialties instead of everyone doing everything or everyone doing nothing!

In the book of Ecclesiastes 4:9-10, King Solomon wrote, “Two are better than one, because they have a good return for their work: If one falls down, his friend can help him up. But pity the man who falls and has no one to help him up!”

People are still people, imperfect, but when collaboration flows from people doing what they were born to do, it lessens the need for the factory worker boss and employee mentality. You don't need to spend much time motivating and managing someone who's working in their sweet spot. You don't have to overly-supervise a worker or volunteer who loves what they do and does it out of life-giving expression because they're motivated.

As you know, very few are truly inspired to do their best work by the coercion of punching a clock or pleasing a demanding boss. Instead, it flows out of their own inspired energy calling them to craft great products, create great strategies, and produce great outcomes.

When you gain the confidence to embrace what you were born to do, you begin to look for others who have that same confidence. When you narrow down your pure signature strengths, you need to let go of what you're not. "I'm a great salesman, but I'm not a great people manager."

"I'm an excellent writer, but not so much a researcher."

"I'm a born plumber, but a mediocre bookkeeper."

So, I need to partner with those who are good at things I'm not. As one of the greatest team-builders of all time, football coach, Vince Lombardi said, "Individual commitment to a group effort—that is what makes a team work, a company work, a society work, a civilization work."

Doing More Together

We want collaboration--we need it. We recognize we can do much more together than apart. And when people and organizations collaborate, missions get accomplished, visions implemented, wealth created, lives changed, the hungry fed, and the sick healed. When the water rises, all the boats rise.

Could such collaboration be the answer to unleashing productivity and progress that could transform a company, a city, or even a nation? I believe so! If even a minority of people were to come to a place of such collaboration and interdependence around common purpose, it could become a turning point for a whole generation.

If thousands of people were confident with what they were great at, gifted for, and GOD-INSPIRED to do worked together in this way—imagine the kind of potential that could be unleashed in science, business, medicine, creative arts, or major problem-solving?

Key One: ACCEPTING Your Uniqueness

Key Two: ACTING Out of Being

Key Three: EXPRESSING Patterns of Positive Energy

Key Four: EXPLOITING Your Passions and Skills

Key Five: ALIGNING Intentionally With Your Dreams and Callings

Key Six: COLLABORATING in Community



Key 7: Saying, "No" to the Good and "Yes" to the Great

"We have not come into the world to be numbered; we have been created for a purpose; for great things..." Mother Teresa of Calcutta

Even if you have a large capacity, you can't do everything. In fact your willingness to juggle too many things may be what keeps you from convergence, by draining energy and distracting you from what is best. As challenging as it may be, you will need to say, "no" to the good in order to say "yes" to the great.

That may be especially challenging when the convenience of what is right in front of you is so appealing. If you've been doing the same thing for a long time, change appears hard. Even if what is in front of you isn't particularly great, it still will require courage to say, "no" to the good.

Even the hyper-intelligent and high-capacity business guru, Peter Drucker, said, *"The two most attractive offers I got in my life I turned down, because I knew what not to do."*

Are you willing to say, "no" if it's just not a fit for you? Even if the money is good and the title is impressive?

A man I coached recently described having to be "this whole other person" when he interviews for jobs in a certain field. "It's stressful," he admits.

"Do you really want to live that way after you get the job?" I ask him.

"Yeah, I guess I do hate feeling like I can't be authentic, but it's really hard when it's what I've been doing for thirty years," he told me.

"Might that feeling of duplicity be a sign that you should say, 'no' to that?" I asked. "Wouldn't you rather focus on finding opportunities where you feel like you can be authentically yourself?"

"I hadn't thought of it that way," he said.

A Courageous Choice

It may be a still small voice that convinces you to obey the call and reject the traditional; the seemingly successful, the celebrated, or the easy money in front of you. If that's the case, then this may require simple bravery to say, "yes" to what feels less tangible or even less lucrative to follow the best.

That's what people like Saint Francis, Mother Teresa, Martin Luther King, Jr., Henri Nouwen, Nelson Mandela, and Pat Tillman did. We respect them for that and they became examples for many. How many more less well-known people have engaged vocations as teachers, scientists, missionaries, nurses, or full-time parents because they were born to do something great and were willing to forsake an easier path?

Personally, I don't want to miss out on all I was born to do. I don't want to miss out on the freedom of allowing the best version of my talents to align with what I do day to day, whether celebrated or obscure. I don't want to experience the regret of getting to the end of my life and wondering what might have happened if I worked in my own convergence point.

Having gone down some lesser roads, I don't want to allow expedience and longing for the comfort of a paycheck or a pat on the back to drive me. It's already cost me in my past, leading me to places filled with confusion and angst. But even some other well meaning messages such as "You'd be great at this" or "Why don't you get a job there?" or "You could make a lot of money doing that" missed the mark because they failed to understand who I really am.

Saying, "yes" to the great doesn't mean you forgo what you desire most. Just the opposite, it will mean trusting your truest desires and harmonizing those with your most closely held values. You are consistent. Far too many people have come to believe that answering a call, or saying, "yes" to what they were born to do, would place them in some lonely, far off village doing things they hate with people they don't want to be around. Where did that idea come from?

A Clear Path

Though failing to head towards your convergence point shouldn't be seen as an option for you, circumstances may dictate that you navigate more gradually in that direction. You may need to slowly move towards the great to remain true to other values and commitments.

In one recent conversation, a forty-something man with a dream of creating an airplane service asked me if I could help him chart a course to financially finish putting his children through college while he worked on laying the

foundation for his dream. "It's not time to move right now, but I also realize if I don't begin now, I may not have things ready to go when the time comes."

A recent retiree decided his next step was to a volunteer his time as a consultant to non-profit organizations for a time as he gained the experience and credentials to do similar things for other groups. His dream for retirement is to eventually earn money and still have flexibility while fulfilling his passion of helping such groups become "the best versions of themselves."

The key is that these people are affirming their values, callings and dreams. Their greater "yes" hasn't been forsaken for the status quo. How many others could do the same if they became clear about their dream and intentions enough to plan and to proceed?

Moving in this direction will require denial of other things. If it were easy, everyone would do it, and they don't. Even if it's fully you, if you haven't been fully living this you, the destination is still unknown.

During most phases of transition, we enter a dark forest and must feel our way around to make headway. We have not yet walked the paths that lead us out of the security of our place of education, career or community. Yet, we must transition if we are to get from the not fully us to the sweet spot. We must realize that we compromise our destinies whenever we compromise the great in favor of an inferior substitute.

A Greater "Yes"

It is certainly true that you will feel much more confident saying no to the known when there is a greater yes encouraging you forward. By doing the work of each of these resolves, your yes will become clearer, even if it's faint at the moment.

The apostle Paul wrote, "*But one thing I do. Forgetting what is behind and straining towards what is ahead...*" (Philippians 3:13)

Like him, you may need to do just that.

"Whatever you can do or dream, begin it," wrote Goethe. "Boldness has genius, power and magic in it. Begin it now." No matter how young or how old you are, engaging what you were born to do will soon create more opportunity for a brighter future.

Some questions to ask yourself:

What would you do if you weren't afraid?

What's the biggest thing you will have to leave behind to engage what you're born to do? What's the cost to you or to others of this choice?

What's the cost to you and others of not engaging what you were born to do?

Do you see a bigger "yes" in these? Do you see an important "no?" When you see these, and know deep inside yourself that this is the voice of truth, you will know what you must do.

Then the fun will begin!

Key One: ACCEPTING Your Uniqueness

Key Two: ACTING Out of Being

Key Three: EXPRESSING Patterns of Positive Energy

Key Four: EXPLOITING Your Passions and Skills

Key Five: ALIGNING Intentionally with Your Dreams and Callings

Key Six: COLLABORATING in Community

Key Seven: SAYING, "No" to the Good and "Yes" to the Great



Conclusion

“For the man who knows where he’s going, the whole world will get out of the way.” Matthew Kelly

Unlock your convergence point and every day you will be grateful for being able to engage in a mission you believe is both purposeful and meant for you. Both your past and your passion will point you toward your God-given design.

If you have experienced inner conflict and a sense of discouragement of not being in the right place, now is the time to intentionally choose to move into the convergence point. You will never regret doing that! You will experience greater energy, clarity, confidence and meaning. Though maybe not instantly, you may even find yourself growing your income as you do what you were born to do and others respond in seeing their need for what you do.

Unless you’re fortunate enough to get your alignment right away, you will need to make some adjustments to apply these keys along the way. Whether that means intentionally closing certain doors, opening others or moving to a whole new environment; convergence will mean tenacious resolve. You now know the seven keys you need to make that happen.

I am also convinced my own journey towards my convergence point took much longer--and was more painful and complex--than necessary. Part of the problem was I didn’t have any true guidance in this area of life. I didn’t have principles to help me know if things were difficult for only me. My career pain was something I needed to endure, holding on to get to retirement or another form of escape.

That’s the reason I co-founded Convergence Point Coaching (www.ConvergencePoint.biz) and Entrepreneur on Purpose (www.EOPurpose.com) and a financial firm committed to helping people connect their purpose to their money (www.CPWAdvisors.com).

I am committed to creating pathways for others to quickly experience their convergence point without painful rabbit trails or the experience of vocational emptiness or financial discouragement along the way. Imagine a world where many more people, INCLUDING YOU, did what you were born to do and helped others do the same?!

Whether your prior education equipped you or not, there really is another way! These 7 Keys point you towards and equip you to move into that other way. This is the convergence point: being fully free to be who you are...doing what you were born to do... in the place you're meant to do it.

Most likely, a single reading of this little book won't be enough. You may now know a clearer path and key principles to discover and engage what you were born to do, but what you do with this knowledge is your choice. You may want to meet with a Convergence Point coach trained and equipped to unlock you to discover and engage your calling and dreams.

And as a note of encouragement, I really believe that a whole world of untapped possibility and purpose will open up to those willing to embrace these resolves and press them through the fabric of their lives.

My own vision of helping people fully embrace these 7 Keys involves equipping coaches who will help unleash a whole generation of those who settle for nothing less than sincerely living their dreams and calling. I believe the younger generation (those younger than me) longs to experience such a convergence point. They've witnessed the meaninglessness of others who've settled for less and want a different path. Who will guide them when they ask: "What can I do that fits me?" "What was I born to do?"

It is wise to seek coaching, counsel and guidance, especially in something as vital as your own career, calling or dream. As it says in Proverbs, "*Make plans by seeking advice; if you wage war, obtain guidance.*" (Proverbs 20:18) If you find yourself in a place of needing or wanting to navigate to what you are born to do and aren't there yet, seek wise counsel. Meet with those who can hold up mirrors for you to best see yourself. Find others who can help you more clearly discern your own best self.

I did not have these 7 Keys nor a coach available during my own quest. Fortunately during the most confusing seasons, I did reach out and gained guidance from some wise and trained mentors that included Bobb Biehl, Ralph Mattson, Thomas Leonard and Haydee Chang. I am forever grateful for each of these people. I also discovered and read authors who spoke authoritatively and authentically on this topic and seized their indirect mentoring. These included Parker Palmer, Matthew Kelly, Ken Blanchard, Bob Buford, Richard Carlson, Henri Nouwen and Michael Gerber.

Where are you in your own journey towards your convergence point? This is the critical time where you begin to move from theory to reality. If you were to rate your own current reality, or current vocation between a 1 (not at all) to 10

(completely) in these. Where would you rate yourself? Take some time to do that here.

I accept my uniqueness.
I act out of being.
I express patterns of positive energy.
I exploit my passions and skills.
I intentionally align with callings and dreams.
I collaborate in community.
I say, “no” to the good in favor of the great.

Now add your score.

If you ranked 55 or above, that’s great! You’re probably in the zone right now. If you came out lower than 40, then you’re probably not in convergence at this point. The good news is now you know! You can do something about it!

Again, work out the cost benefit analysis. The benefits of moving into that convergence of your full and authentic self with your time, talents and resources will include the knowledge of living in your sweet spot, restoring your energy, working out strengths, becoming focused and being able to collaborate with others in a team. Most importantly, when you make this journey and engage what you were born to do, you get to fulfill the purpose for which you were created in the first place. This fulfillment happens out of freedom and simplicity. Simply living as perfectly you... Nothing more. Nothing less. Nothing else.

Nelson Mandela said, “There is no passion to be found in playing small – in settling for a life that is less than the one you are capable of living.”

For those preparing to enter the workplace or engage a career, do yourself a favor by investing in the significant education of understanding you at your best. If you’re getting ready to retire from one phase and head into another phase of life, make that change count. You’re never too old to move into the convergence point of who you really are.

There’s never been another you and never will be. Bringing a passionate and energized you to your career and into the implementation of your dreams creates a better world for everyone; family, friends, those you serve, those who work for and with you, and those who experience the benefit of your work. Living out these 7 Keys will transform your own life and the lives of countless others. Are you willing?

So are you ready to engage what you were born to do? Now is the time!



Taking the Next Step

We invite you to continue your experience of The Convergence at our website: www.ConvergencePoint.Biz.

You may also contact the author directly at Jeff.Caliguire@ConvergencePoint.Biz. Phone: 224-232-7126. If you read this book, Jeff will offer you a complimentary, no-obligation 30-minute “Convergence Point Consultation” where you will explore your next steps towards freeing what you were born to do.

Secondly, if you would like to intentionally align your finances “on purpose” and would like to experience financial planning and investing from this powerful framework, contact Jeff at: Jeff.Caliguire@CPWAdvisors.com and note you read Unlocking Your Convergence Point.

Finally, if you read this book and would be interested in becoming an accredited Convergence Point Coach who can help others experience the power of the convergence point in their life and work, email Jeff at: jeff.Caliguire@ConvergncePoint.biz.



Jeff Caliguire

My mission is to “unlock people to fully discover and engage their callings and dreams.” Toward that end, I founded Convergence Point, Inc. (www.ConvergencePoint.Biz) a company that works with those courageous enough to find and engage their convergence point. I also coach and advise those seeking to engage their calling with a financial plan through Convergence Point Wealth Advisors (CPWAdvisors.com).

I’m also the co-founder of Entrepreneur on Purpose (EOPurpose.com) with Gregg Stutts to help entrepreneurs “kill their fears and launch their dreams.”

My other books include *Leadership Secrets of Saint Paul*, (River Oak 2003) *Shifting into Higher Gear: An Owners Manual for Uniting Your Calling and Career* with Tom Siciliano (Jossey-Bass 2005).

I served as founding and senior pastor of Beacon Community Church in the Boston area and as a financial and wealth advisor with Smith Barney and Charter Financial Services. I graduated from Cornell University with a degree in Government and hold a Masters in Theology from Dallas Theological Seminary.

I also write a regular blog that can be found at www.JeffCaliguire.com.

My wife, Mindy, and I have three grown sons and live in Boulder, Colorado.