

VICTORIOUS  
WOMAN PROJECT

Top 5 Steps  
For Making A  
Life Change

By Annmarie Kelly

# Top 5 Steps To Making A Life Change

|   |       |
|---|-------|
| Step 1. What do you want? .....                   | pg 3  |
| Step 2. Choose a goal .....                       | pg 9  |
| Step 3. Persistence .....                         | pg 11 |
| Step 4. Embrace change .....                      | pg 12 |
| Step 5. Keep your Emotional Energy Flowing! ..... | pg 15 |

# Step 1. What do you want?

It sounds like common sense but knowing what you really want isn't as simple as it seems on the surface. As a "recovering good girl" I know how easy it is to live your life based on someone else's life plan – a parent, a spouse, your social group, even your kids.

If you are like most women, you like to help people and also like approval, so it's fairly effortless to step into the "best supporting" player in your own life. As a result, without even realizing it, you can forget what you really want and what makes you really happy. Where do we start? I suggest values before visions. Examine what is important to you by considering your values and you'll have a better idea of what you really want from life.

## Honoring your Values

Values are beacons of light that guide you and keep you on the right path. Sometimes, what you learned growing up is in conflict with your true values.

For example, your parents or teachers might have taught you to be "good girls" – which probably meant that you should go along and be agreeable. So now, even though you're grown up, when people ask you to do something for them, you probably say 'yes' – even if it steps on something you value – like your honesty, health, independence or self-respect. You might think saying 'yes' when you'd rather say 'no' will avoid rejection or just that it may be good manners. But it can be very destructive to your health. How? When you feel angry, resentful, bitter, etc. on a regular basis, those feelings solidify into attitudes. If those attitudes don't mesh with your values, you create internal conflict. Research has shown that internal conflict and negative/pessimistic attitudes dampen the immune system and leave you vulnerable to disease (dis-ease).

From now on, instead of instantly agreeing to requests, take a moment to think about what you can and cannot do. Practice saying, “Let me think about it and I’ll get back to you [name a specific time].” OR, suggest a help exchange, that is, you can help them with their project, if they will help you with something you have to do.

If you haven’t thought about your true values lately, take some time to think about them. Start by reading through the following list of values. Mark the values which most resonate with you, and then sort your list in order of priority. As you scan the values list below, you may find that while most values have little or no significance to you (and some may even seem negative to you), there are those values that just jump out and call to you, and you feel, “Yes, this value is part of me.” This values list is merely a guide. It is lengthy and contains many synonyms but is certainly not exhaustive, so feel free to add unlisted values to your own list as well.

- |                    |                     |                    |
|--------------------|---------------------|--------------------|
| 1. Abundance       | 18. Altruism        | 35. Being the best |
| 2. Acceptance      | 19. Ambition        | 36. Belonging      |
| 3. Accessibility   | 20. Amusement       | 37. Benevolence    |
| 4. Accomplishment  | 21. Anticipation    | 38. Bliss          |
| 5. Accuracy        | 22. Appreciation    | 39. Boldness       |
| 6. Achievement     | 23. Approachability | 40. Bravery        |
| 7. Acknowledgement | 24. Articulacy      | 41. Brilliance     |
| 8. Activeness      | 25. Assertiveness   | 42. Buoyancy       |
| 9. Adaptability    | 26. Assurance       | 43. Calmness       |
| 10. Adoration      | 27. Attentiveness   | 44. Camaraderie    |
| 11. Adroitness     | 28. Attractiveness  | 45. Candor         |
| 12. Adventure      | 29. Audacity        | 46. Capability     |
| 13. Affection      | 30. Availability    | 47. Care           |
| 14. Affluence      | 31. Awareness       | 48. Carefulness    |
| 15. Aggressiveness | 32. Awe             | 49. Celebrity      |
| 16. Agility        | 33. Balance         | 50. Certainty      |
| 17. Alertness      | 34. Beauty          | 51. Challenge      |

52. Charity
53. Charm
54. Chastity
55. Cheerfulness
56. Clarity
57. Cleanliness
58. Clear-mindedness
59. Cleverness
60. Closeness
61. Comfort
62. Commitment
63. Compassion
64. Completion
65. Composure
66. Concentration
67. Confidence
68. Conformity
69. Congruency
70. Connection
71. Consciousness
72. Consistency
73. Contentment
74. Continuity
75. Contribution
76. Control
77. Conviction
78. Conviviality
79. Coolness
80. Cooperation
81. Cordiality
82. Correctness
83. Courage
84. Courtesy
85. Craftiness
86. Creativity
87. Credibility
88. Cunning
89. Curiosity
90. Daring
91. Decisiveness
92. Decorum
93. Deference
94. Delight
95. Dependability
96. Depth
97. Desire
98. Determination
99. Devotion
100. Devoutness
101. Dexterity
102. Dignity
103. Diligence
104. Direction
105. Directness
106. Discipline
107. Discovery
108. Discretion
109. Diversity
110. Dominance
111. Dreaming
112. Drive
113. Duty
114. Dynamism
115. Eagerness
116. Economy
117. Ecstasy
118. Education
119. Effectiveness
120. Efficiency
121. Elation
122. Elegance
123. Empathy
124. Encouragement
125. Endurance
126. Energy
127. Enjoyment
128. Entertainment
129. Enthusiasm
130. Excellence
131. Excitement
132. Exhilaration
133. Expectancy
134. Expediency
135. Experience
136. Expertise
137. Exploration
138. Expressiveness
139. Extravagance
140. Extroversion
141. Exuberance
142. Fairness
143. Faith
144. Fame
145. Family
146. Fascination
147. Fashion
148. Fearlessness
149. Ferocity

150. Fidelity
151. Fierceness
152. Financial independence
153. Firmness
154. Fitness
155. Flexibility
156. Flow
157. Fluency
158. Focus
159. Fortitude
160. Frankness
161. Freedom
162. Friendliness
163. Frugality
164. Fun
165. Gallantry
166. Generosity
167. Gentility
168. Giving
169. Grace
170. Gratitude
171. Gregariousness
172. Growth
173. Guidance
174. Happiness
175. Harmony
176. Health
177. Heart
178. Helpfulness
179. Heroism
180. Holiness
181. Honesty
182. Honor
183. Hopefulness
184. Hospitality
185. Humility
186. Humor
187. Hygiene
188. Imagination
189. Impact
190. Impartiality
191. Independence
192. Industry
193. Ingenuity
194. Inquisitiveness
195. Insightfulness
196. Inspiration
197. Integrity
198. Intelligence
199. Intensity
200. Intimacy
201. Intrepidness
202. Introversion
203. Intuition
204. Intuitiveness
205. Inventiveness
206. Investing
207. Joy
208. Judiciousness
209. Justice
210. Keeness
211. Kindness
212. Knowledge
213. Leadership
214. Learning
215. Liberation
216. Liberty
217. Liveliness
218. Logic
219. Longevity
220. Love
221. Loyalty
222. Majesty
223. Making a difference
224. Mastery
225. Maturity
226. Meekness
227. Mellowness
228. Meticulousness
229. Mindfulness
230. Modesty
231. Motivation
232. Mysteriousness
233. Neatness
234. Nerve
235. Obedience
236. Open-mindedness
237. Openness
238. Optimism
239. Order
240. Organization
241. Originality
242. Outlandishness
243. Outrageousness
244. Passion
245. Peace

- |                      |                      |                     |
|----------------------|----------------------|---------------------|
| 246. Perceptiveness  | 279. Refinement      | 312. Silence        |
| 247. Perfection      | 280. Reflection      | 313. Silliness      |
| 248. Perkiness       | 281. Relaxation      | 314. Simplicity     |
| 249. Perseverance    | 282. Reliability     | 315. Sincerity      |
| 250. Persistence     | 283. Religiousness   | 316. Skillfulness   |
| 251. Persuasiveness  | 284. Resilience      | 317. Solidarity     |
| 252. Philanthropy    | 285. Resolution      | 318. Solitude       |
| 253. Piety           | 286. Resolve         | 319. Soundness      |
| 254. Playfulness     | 287. Resourcefulness | 320. Speed          |
| 255. Pleasantness    | 288. Respect         | 321. Spirit         |
| 256. Pleasure        | 289. Rest            | 322. Spirituality   |
| 257. Poise           | 290. Restraint       | 323. Spontaneity    |
| 258. Polish          | 291. Reverence       | 324. Spunk          |
| 259. Popularity      | 292. Richness        | 325. Stability      |
| 260. Potency         | 293. Rigor           | 326. Stealth        |
| 261. Power           | 294. Sacredness      | 327. Stillness      |
| 262. Practicality    | 295. Sacrifice       | 328. Strength       |
| 263. Pragmatism      | 296. Sagacity        | 329. Structure      |
| 264. Precision       | 297. Saintliness     | 330. Success        |
| 265. Preparedness    | 298. Sanguinity      | 331. Support        |
| 266. Presence        | 299. Satisfaction    | 332. Supremacy      |
| 267. Privacy         | 300. Security        | 333. Surprise       |
| 268. Proactivity     | 301. Self-control    | 334. Sympathy       |
| 269. Professionalism | 302. Selflessness    | 335. Synergy        |
| 270. Prosperity      | 303. Self-reliance   | 336. Teamwork       |
| 271. Prudence        | 304. Sensitivity     | 337. Temperance     |
| 272. Punctuality     | 305. Sensuality      | 338. Thankfulness   |
| 273. Purity          | 306. Serenity        | 339. Thoroughness   |
| 274. Realism         | 307. Service         | 340. Thoughtfulness |
| 275. Reason          | 308. Sexuality       | 341. Thrift         |
| 276. Reasonableness  | 309. Sharing         | 342. Tidiness       |
| 277. Recognition     | 310. Shrewdness      | 343. Timeliness     |
| 278. Recreation      | 311. Significance    | 344. Traditionalism |

345. Tranquility  
346. Transcendence  
347. Trust  
348. Trustworthiness  
349. Truth  
350. Understanding  
351. Unflappability  
352. Uniqueness  
353. Unity  
354. Usefulness  
355. Utility  
356. Valor  
357. Variety  
358. Victory  
359. Vigor  
360. Virtue  
361. Vision  
362. Vitality  
363. Vivacity  
364. Warmth  
365. Watchfulness  
366. Wealth  
367. Willfulness  
368. Willingness  
369. Winning  
370. Wisdom  
371. Wittiness  
372. Wonder  
373. Youthfulness  
374. Zeal

## Step 2. Choose A Goal

Once you have a good sense of your top five values, put together a vision board. Go through magazines to find pictures you like and cut them out. Vision Boards often help you clarify your desires into themes, like peace or prosperity, or into specific activities, like skiing or enjoying the beach. My first Vision Board was what I call a “lifestyle” board and it included pictures of success, travel, home furnishing, clothes and romance.

In my Vision Board webinar, I explain how Vision Boards work. Basically, even just the process of creating a Vision Board tickles the Law of Attraction. Using a Vision Board regularly magnifies that Law.

From a Vision Board, you can make a list of goals and put them in order of priorities.

When you finish the Vision Board, and choose a goal(s), make sure each goal is SMART:

**Specific**  
**Motivational**  
**Actionalable,**  
**Realistic,**  
**Time-Specific.**

## Specific

You need to know exactly the direction you want to go. Avoid giving yourself nebulous words. Instead of “more” money, be specific: \$10,000 more or 10% more than last year. This is the “who-what-when-where” of your dream.

## Motivational

When you write down all the things you’ll get when you achieve this goal want this, make sure those things really excite you. When obstacles come your way (and they will!), you need to look at this list to remind yourself why you really want it. Those are the things (reasons/benefits) that will keep you going! This is the “why” of your dream.

## Actionable

If your goal isn’t really actionable, you won’t be able to make a plan or your plan will be disorganized or somehow meaningless. For example, one woman from a past class said her goal was to move to Arizona. Yet every time we talked about it, she had more reasons for not achieving that goal for achieving it. She didn’t want to leave her grandkids, she didn’t want to do the work of putting her house on the market, etc. Each time we talked about taking action, she had her reasons (and those reasons became excuses). Her goal wasn’t one she was willing to act on. So it wasn’t actionable, at least not at that time.

This step is important because it paves the way for the “how” of your dream.

## Results-focused

This one is about the end-game instead of day-to-day activities. It helps you think in terms of priorities and remember to evaluate your overall performance instead of everyday successes and failures.

## Time-specific

Give your goal an end-date. This one reminds you to get off your duff and get moving.

## Step 3. Persistence

Persistence is finding what isn't working and not doing it anymore. But, as Seth Godin says (see the Secret to Persistence), it's about focusing on the goal and changing what you are doing to achieve it. But change, even when you know it has to happen, isn't easy. That's where your victory comes into play. Victory is in the persistent stretches you make out of your comfort zone.

Here's what you need to do:

- Figure out what isn't working
- Take responsibility for it
- Choose something better – another process or direction; mastermind with your mentor or trusted colleagues
- Make a plan for implementation
- Take consistent action toward the goal and the greater, fuller expression of who you really are

**Persistence, like victory, isn't for sissies!**

## Your Victory Challenge:

### **What isn't working in your life right now?**

Are you unhappy in your job or relationship or with yourself?  
What do you want different?

### **Are you lacking focus?**

So many of us have a goal but we have only a vague sense of what it is and how it will improve our lives? Get really clear.

### **Are you trying to do too many things?**

You cannot be all things to all people, and when you try, you are nothing to yourSELF. Multitasking is no badge of honor, so give it up!

### **Are your efforts scattered?**

How many projects have you started the left them halfway through?  
If you're anything like me, it happens a lot – you are a mufti-faceted woman who is capable and competent in many areas.

## Step 4. Embrace Change

Some people would rather die than change. I think some people do. In Victorious Woman! I tell you about Annie, a woman I met after she was diagnosed with cancer. She was a fun lady who wanted to open a bridal shop. Unfortunately no one – not her spouse or children or friends – supported her dream. Rather than change anything in her life that would help her take steps in that direction, Annie chose to refuse any kind of treatment. I saw Annie right up until the day before she died. She was only 62.

If you always do what you've always done, you'll always get what you've already got. Nothing will happen differently without change.

Here are two things you can do to embrace change, whether you choose it or it chooses you:

## 1- Remind yourself of past changes and how you managed them successfully.

After my mom died, I was busy with the funeral, clearing out her apartment, the will, etc. Then that was done. On the next Monday, I planned to work in my home office. But instead I found myself watching Law and Order Criminal Intent...at 10 am...and it was a show I'd seen at least twice. I thought, "This isn't good. Something's wrong."

But the next day, and the next, instead of working, I found myself doing the same thing. By the third day, when I was immersed in the Steve Wilkos Show, I was pretty worried and started to question myself.

Then, all of a sudden, I remembered a time when I was laid off from a job and felt the same way. "Ha!" I said as I realized, "I recognize this feeling. For these past few years my job was caregiving and now I've sort of been laid-off." As soon as I recognized it, my energy changed. It wasn't long before I was back to work and handling my grief appropriately.

You've handled change before and done it well. OK, maybe not every time, but you don't need to focus on your weaker times. You DO NEED to focus on the times when you were strong and successful. And when you remember, jot it down in your Victory Journal – so it's there when you need it another time.

2 - Take time to process the change and look for the personal motivation that enables you to take personal responsibility for the change.

Find the thing that is good – even when it seems impossible.

In 2009, my neighbor's spouse and mother both passed away during Christmas week, both unexpectedly and within a few days of each other. She was naturally shocked and devastated.

From the very first days, the one thing she focused on was that she had to get through the first year. She knew if she did that, one day at a time, she'd find her way again. It was an odd way to motivate herself, but even when she spent days in bed trying to wrap her head around the stunning changes in her life, she kept telling herself that all she had to do it get through the next 12 months, then it was 11 months, then through Valentine's Day, etc. Next she made herself go back to work, and because the nights were her worst times, found an 11pm-7am job. During the day she'd go to the senior center, play cards and have lunch. After nine months, she was able to work a day job and by then she only had 3 months to go. And by the time of the first

Last year she got married to a guy she met at the senior center.

Remember: change doesn't guarantee success but success won't happen if you don't change something. I'll repeat the adage I started this month's theme with: If you always do what you've always done, you'll continue to get what you already got." And humorist Will Rogers said, "Even if you're on the right track, you'll get run over if you just sit there."

# Step 5. Keep you emotional energy flowing!

Are you living an inspired life? Or are you treading water in a sea of over-care – and on your way to a drowning burnout? If you're like most women, it's the latter – and now is a good time to make that change.

Mira Kirshenbaum, author of *The Emotional Energy Factor*, explains, “Just as physical energy comes from diet, exercise and rest, emotional energy comes from the ways you take care of yourself emotionally — living in a way that makes you feel inspired, hopeful, self-confident, playful, loving and in touch with what you care about most.” Are you doing that? If you aren't, how can you jazz up your life if you don't have the emotional energy? Here are three ways to re-ignite your emotional energy:

## 1 – Give up multi-tasking.

Multi-tasking is a way of life for most women. You try to do so many things at once and, when you don't, you feel as though you're letting someone down. The problem with doing that is you always have three-four-eight things on your mind which makes you feel constantly stressed. That constant stress sucks up your emotional energy. Not only are you cheating yourself out of your life, but many times that feeling of being always-overwhelmed leads to depression.

Can you stop? Yes! But if you're a constant multi-tasker and can't go cold-turkey. How do you break the multi-tasking habit?

Start small. Plan to do give up multi-tasking just one day a week. For just one day a week, do one thing at a time. If you are talking to your friend on the phone, do just that – instead of talking while you're straightening up

the kitchen or taking a walk. If you are driving to work, do just that – instead of putting on make-up, thinking about the meeting you're going to later, or what to have for dinner and where you need to stop to get it. Just talk or walk or drive. If you are cleaning, do just that and don't allow someone to distract you with a request for help. One thing at a time. At the end of the day, ask yourself how you feel.

## 2 – Rethink what you love.

Life happens largely by habit. Maybe you have a habit of playing cards with the neighbors once a month, even though it's not as much fun as it once was. Or you go to the same restaurant all the time, even though the food isn't what it used to be. And do you still go to the shore each year even though, without the kids, it's a little boring.

Maybe you used to love those things, but now you've outgrown them and just haven't realized it. Doing the "same old same old" paralyzes your emotional energy. So challenge your status quo...

Ask yourself if you are still having fun with that card-playing couple or if you've grown tired of the same old snacks and same old jokes. Suggest doing something different.

Try a weekend of hiking in the mountains to see if you like it better than lying on the beach.

## 3 – End relationships with toxic people.

These are the people who take and take but give back almost nothing – or less. I call them "one-way streets." They complain about things, or always have some kind of drama going on, or manage to get in little digs that hurt your feelings. They need you and aren't afraid to ask for help, or they dump their emotional crap on you, even when you have plenty going on in your

own life. Then, when you need something from them, they have something else going on that keeps them from being there for you.

Listen, if you are eliminating certain foods because they aren't good for you, do the same with people who aren't good for you. **How to do it:**

Get too busy to always be there for them

Instead of just listening to their sad song and dance, ask them what they will do instead

If they constantly complain about the same thing (like the kid that is always in trouble but who they constantly enable), tell them you don't want to hear any more until they start taking action – and then change the subject.

Eventually they will find someone else to replace you.

Sometimes we all get into habits that made sense in the past but no longer serve a purpose or make us feel good – but we still keep doing them out of obligation, loyalty or habit. Doing that leads to emotional boredom and an uninspired life...and a ton of regrets.

Shaking things up will feel a little uncomfortable and a bit scary at first, but that's what victory is all about – moving out of the comfort zone and into the great expression of who you really are.

**Victory Stretch**  
is the stretch you  
make out of your  
comfort zone  
to get from where you  
are now to where you  
want to be,  
**your best life.**

# Annmarie Kelly wants to connect with you!

ON...

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