

# BEST VERSION OF YOU



## MODULE #5

## LEARN THE ART OF LOVERAGE

This week, we're going to learn how to:

- ▶ Ascertain our 'character' diamonds so we can work on the most important relationship you'll ever have
- ▶ Master the art of 'loverage' so that you can 'click' with your colleagues, employees and team to maximise profits and create a harmonious working environment (where results and camaraderie go hand in hand)
- ▶ Re-engage your team so you can keep your business and home life in balance even as you crush your goals

*“Loving what you do is freedom.  
Doing what you love is happiness.”*

**Lana Del Rey**

“Hey team, Shane here.

Throughout my coaching and mentoring career, I have always emphasised the importance of relationships. They are, quite simply, the most fundamental aspect of success, in business and in life. We are pack animals. We just work better together.

So how do we develop strong relationships and how can you use them to advance your own success?

Well, we've all heard the term 'leverage'. We realise how important it is to leverage your resources, time and skills to multiply success in all its forms. And yet, there is an even more powerful tool you can use to accelerate your success: it's called 'Loverage'.

There is such power in loving yourself and loving others. Understanding what makes you tick and using that to build genuine relationships is the bedrock of all truly successful people. I can't wait to dive into the concept of 'Loverage' with you this week!”

**Shane Kempton**

Coach – Speaker – Mentor

Founder of the Best Version of You Bootcamp

[www.bestversionofyou.com.au](http://www.bestversionofyou.com.au)

#bvoy #bestversionofyou #shanespeaks



## MODULE 4 CHECK IN:

SO before we map out your character diamond and master the art of Leverage, let's review the week just gone.



### WERE YOU A SOULDIER THIS WEEK?

*“Make the morning count by starting your day with the Souldier’s holy hour of exercise, reflection and learning.”*

**Shane Kempton**

Physically, Souldiers need to be fit and healthy through regular exercise, healthy food choices, alcohol in moderation, ideally non-smokers and a non-user of illegal drugs.

Like Warrior Monks, they are compassionate but not weak. They are strong and capable of defending themselves and their loved ones without the use of unnecessary violence.

How did you go this week moving your body? Have you implemented a regular exercise routine into your life script?

**Mentally**, Souldiers are clear in thought, disciplined in what they feed their mind and proactively seek out positive and constructive relationships. They take mental ‘time out’ to calm the busy mind. They are proactive with their inner chat, the conversation of champions. Being both ambitious and content, Souldiers are focussed on growth and grateful for what they have.

Have you introduced proactive “time out” into your schedule? Have you been monitoring your inner conversations?

**Spiritually**, Souldiers are kind-hearted and empathetic. They aware and feel the connection between all living things. They not slaves to empty authorities, rather they take responsibility for the value they bring to their community and the world, for they are dedicated to service based leadership and leaving a positive legacy.

Have you introduced daily gratitude into your life? Is your decision making process based on the world view that all things are connected or in isolation?



“Knowing others is intelligence. Knowing yourself is true wisdom. Mastering others is strength. Mastering yourself is true power.”

Lao-Tzo

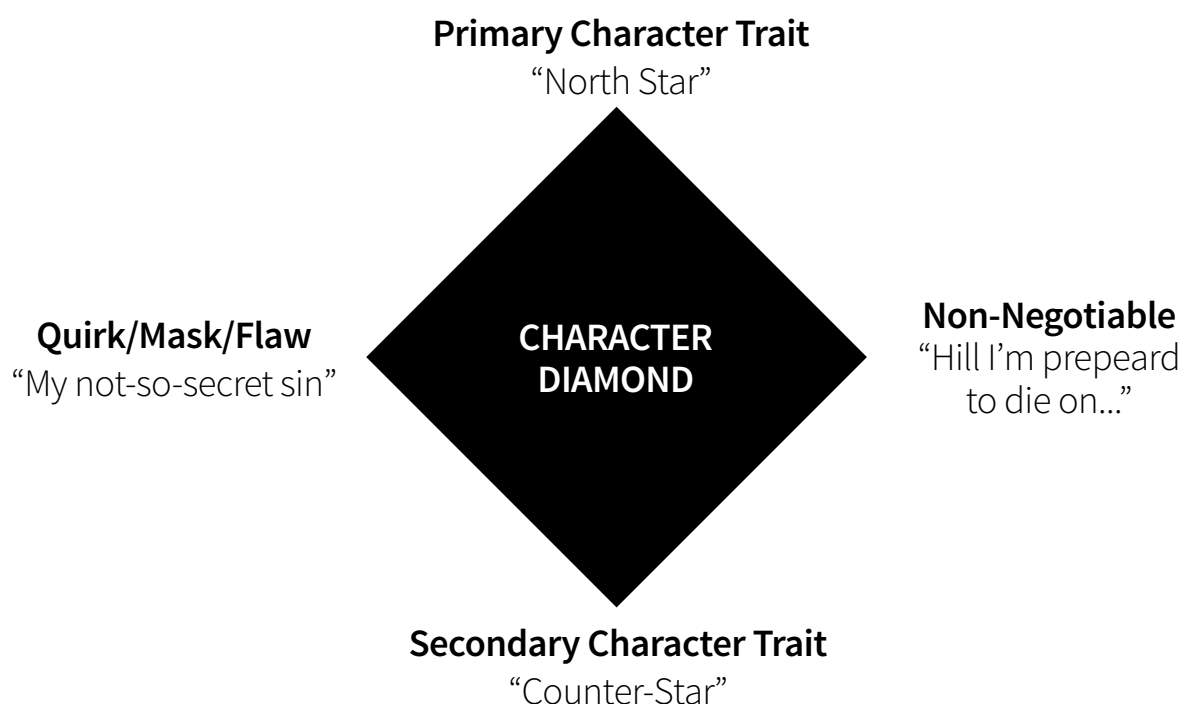
The best way to get the most out of your relationships is to start with the most important relationship of all: the one you have with yourself. It might sound cliché but once you understand and love who you are, the way that you relate to others can improve dramatically.

So let's start out this week by looking at what are often referred to as 'Character Diamonds', that is, your strengths and key character traits.

#### Your Character Diamonds

Character Diamonds offer a framework that helps you define your personal brand and personality strengths by mapping out the parts that make up your character. They are primarily used by screenwriters to create characters that people fall in love with, but they are an excellent tool for marketers and business owners to tap into who they are and what they represent.

Here's what the diamonds look like:



## HERE'S HOW IT WORKS.

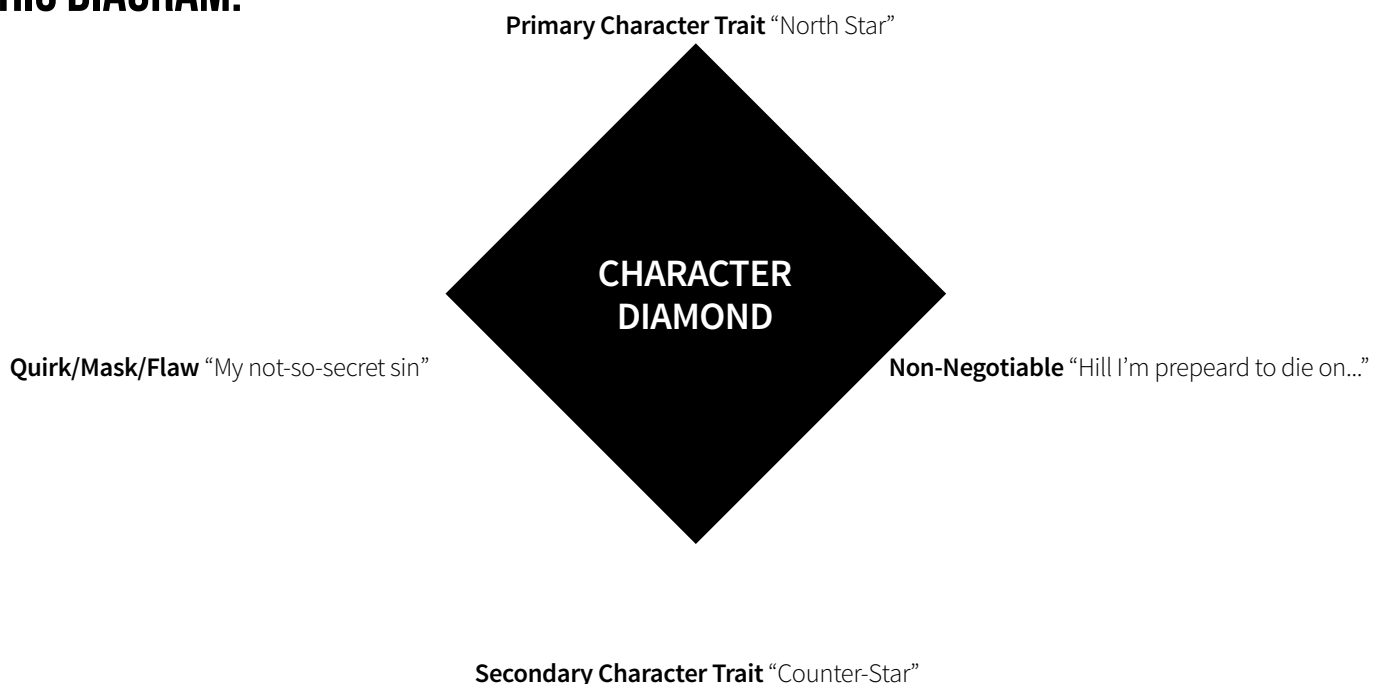
Character Diamonds (unsurprisingly) are plotted out in a diamond shape. And you label the corners of the diamond as such:

- ▶ **Top (North) – The North Star.** This is the primary character trait of your business - it's your superpower. What makes others admire you?
- ▶ **Bottom (South) – The Counter Star.** This is your secondary character trait, and it balances out the North Star because it is typically the opposite of it. For example, Apple CEO, Tim Cook, says, "Our North Star is making the best products in the world." Their Counter Star is having the patience to make it right out of the gate, which often makes them look like they aren't coming out with anything new. It is a little bit off but still gives your character its special sauce.
- ▶ **Right (East) – Non-Negotiable.** Also known as the hill you're prepared to die on. It's what you ultimately stand for. Your non-negotiable gives you the strength to overcome your obstacles. It's the thing you value most and can never compromise.
- ▶ **Left (West) – Flaws & Masks.** Flaws and masks are your weakness or 'not-so-secret' sin. It's either a flaw or the mask you wear to hide your weakness. These are what make us relatable. Our flaws are what make us fall in love with and root for a character.

## YOUR HOMEWORK THIS WEEK:

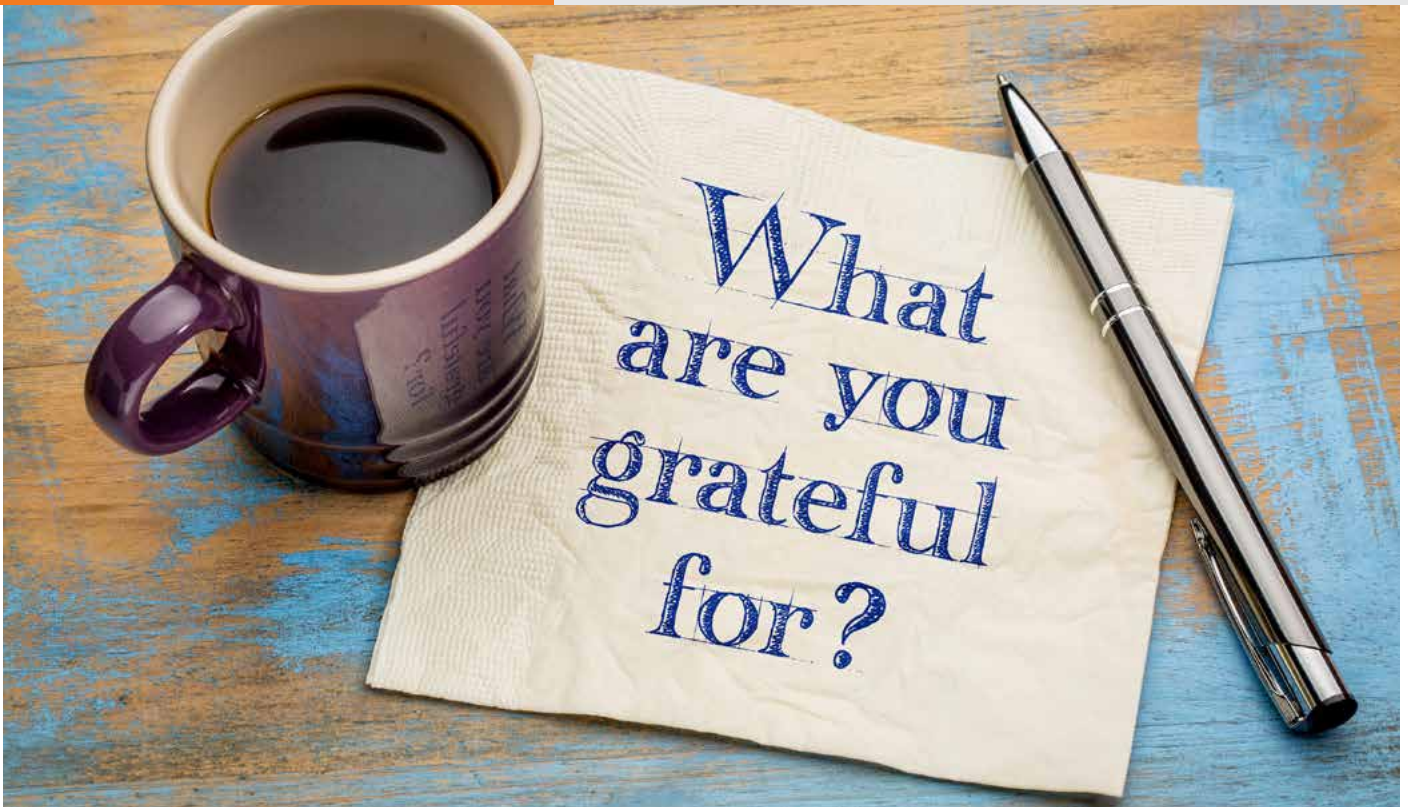
1. Reach out to 3 people who know you well, in different spheres of your life. What do they say are your top 3 signature strengths and why? What are your character diamonds?
2. What do people always ask you to do because they know you're amazing at it?
3. What do you see as your top strengths? What are you really good at?

## NOW FILL OUT THIS DIAGRAM:



Now that you have a clear understanding of your character diamonds, the next step is to be grateful for what you already have in your life.





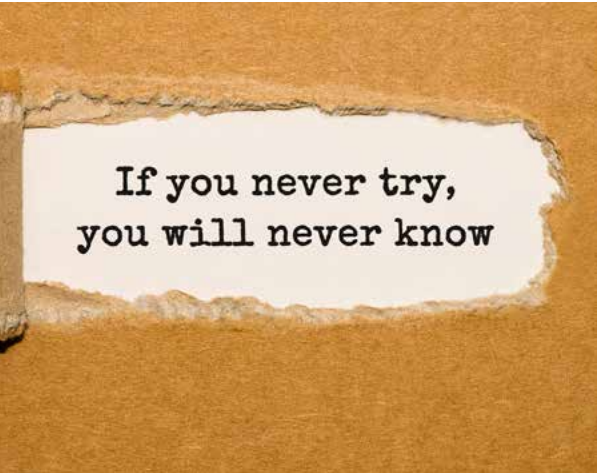
*“Let us rise up and be thankful, for if we didn’t learn a lot today, at least we learned a little, and if we didn’t learn a little, at least we didn’t get sick, and if we got sick, at least we didn’t die; so, let us all be thankful.”*

**Buddha**

1. Who has helped you become the person you are today, and what’s the top thing you’d thank them for?
2. Who’s someone who always really listens when you talk, and how does that make you feel?
3. How have your spiritual beliefs or practices fulfilled you recently?
4. What’s the best thing that happened today so far?
5. What’s something that inspired or touched you recently?
6. What’s one thing you enjoyed about doing your job or business recently?
7. Can you think of any non-physical gifts you’ve received recently – someone’s time, attention, understanding, or support?
8. What about today has been better than yesterday?
9. What made you laugh or smile today?
10. What’s the last song you heard that you enjoyed? How did it make you feel, and why?

You’ll be surprised at how gratitude can radically change the way you see yourself, your relationships and your life.

# LEVERAGE YOUR LOVE



If you never try,  
you will never know

“A Warrior of Life understands that peace, happiness and success in life is a choice and starts from loving what you do.”

Shane Kempton

OK, now onto the concept of ‘loverage’. Listening and speaking to successful people throughout my life, I have noticed a few common themes. One in particular stood out and resonated with me: **they all loved what they do**. This love and passion for what they do drives them to succeed. It energises them on a daily basis. It fuels their ultimate success. When a person can leverage their love and energy into something that makes them successful, I call it Loverage.

***Loverage is doing what you love, when you love doing it, where you love doing it and with the people you love doing it with. It’s also loving your ‘why’.***

In most cases, before we can live the dream of a “Loverage Life”, we have to leverage ourselves to this higher place and have a clear vision of how to get there. As Steven Covey says, start with the end in mind so ask yourself: what is my ideal life? What direction am I heading in? A good way to start is to answer the following:

1. What is your secret ambition?
2. What would you do if you won \$1,000,000?
3. If you couldn’t fail, what would you do?
4. Where would you live if you could live anywhere?
5. If you had surplus time and money, what would you do?

If you really want it and you are serious about achieving this vision, do not let anyone steal your dream from you or talk you out of it, especially yourself.

**And so what does this have to do with relationships? Everything!**

Once you are clear on who you are and what you want, people are naturally drawn to you. You ooze confidence and relatability. You can lead and inspire teams with passion and commitment. You can easily align people to your vision. You develop emotional intelligence. You become more self-aware. All of this has a positive impact on your relationships with colleagues, employees and clients and it can also help boost your bottom line.



## FIND YOUR TRIBE

Despite popular hype, being a lone wolf is exactly that . . . lonely. In the wild, the lone wolf is typically old, weak and/or sick. Like wolves, people need other people around them. This is your tribe. They help keep you in check. They are your wise counsel, your mates, your team. Your tribe helps you feel strong and alive. The strength of the wolf is found in the strength of its pack. Find your tribe and you will thrive.

**Who are your tribe?**

**How can you love your tribe and encourage a positive vibe?**

*“For the strength of the pack is the wolf, and the strength of the wolf is the pack.”*

**Rudyard Kipling**

## CLICK WITH YOUR CLIENTS AND YOUR TEAM

“In conversations,  
genuinely listen to the  
other person, rather  
than just waiting to  
have your say.”

Shane Kempton

### REMEMBER:

The art of Lverage is really about ‘clicking’ with yourself so that you can ‘click’ with those around you. By “Clicking” with yourself, you understand your authentic self, you choose to live life on purpose (and not by default) and others can’t help but be inspired by that.

In order to motivate and engage you team, I recommend focusing on the following values: **Authenticity, Collaboration, Empathy, Honesty, Fairness and Discipline.**

And here’s 3 ways you can click with (and engage your team) for greater success and alignment:

**Click with yourself:** Discover the authentic you. When you achieve this, you will begin to attract the right people into your life.

**Click with others:** The synergy created when like-minded people get together and collaborate with a common vision: this is how we create real momentum in an organisation.

**Click with the world:** This is when Lverage and Leverage synergise. You have created a tribe by clicking with others. Now create a movement by transforming and training some of your most passionate into leaders to further spread your message.

In closing, life is about interpersonal relationships. Nothing in life happens in isolation.

We need other people to not only survive, but to thrive. We learn about ourselves through our interactions with other people. We achieve synergy by working with other people. The speed of our success is heavily influenced on the quality of the relationships you can form. The multiplier in this equation is love. Fear-based relationships will only ever “just do enough”. Love-based relationships “go over and above” what’s required and **it starts by loving yourself.**

Don’t be too structured with relationships – find your own pace and rhythm and make sure you are clear about your mission, vision and values. Share these with your team so that everyone is on the journey together.

Above all, be authentic, honest and honourable in all that you do.

**See you next week.**

**Here’s to unleashing your full potential,**

**Shane Kempton**

Coach – Speaker – Mentor

Founder of the Best Version of You Bootcamp

[www.bestversionofyou.com.au](http://www.bestversionofyou.com.au)

#bvoy #bestversionofyou #shanespeaks