

## Personality Isn't Permanent

*'Who you want to be in the future is more important than who you think you are now.'*



# Main Points from Dr. Benjamin Hardy

- There is no such thing as personality “types”. These types are social and mental constructs.
- Personality tests are no more scientific than horoscopes.
- The idea of having a personality that is unchanging is a fallacy.
- Defining yourself by past successes is just as damaging to growth as being haunted by past failures.
- Your personality is merely a by-product or a reflection of where you are emotionally.

# Personality is a “Structure of Knowing”

Structures of knowing can serve or sabotage.

How do we know when it's time to give up a structure of knowing? When...

1. You are reluctant and fearful about moving forward and seeing new possibilities.
2. You use a structure of knowing as an excuse for not keeping promises.
3. You use a structure of knowing to keep old grievances alive.
4. You see that circumstances have become predictable in a stifling way.
5. You notice that there is no joy or satisfaction in everyday events.
6. It appears to you that the future just looks like more of the past.



# A Structure of Knowing is a Point of View

What does it take to let go of a structure of knowing?

- First, being willing;
- Second, observing the patterns of your behavior that no longer serve you;
- Third, shifting the focus of your attention to something more interesting, like your goals and dreams.

# Your Personality Should Come from Your Goals

**Rather than your decisions and goals being the by-product of your personality, your personality should become the by-product of your decisions and goals.**

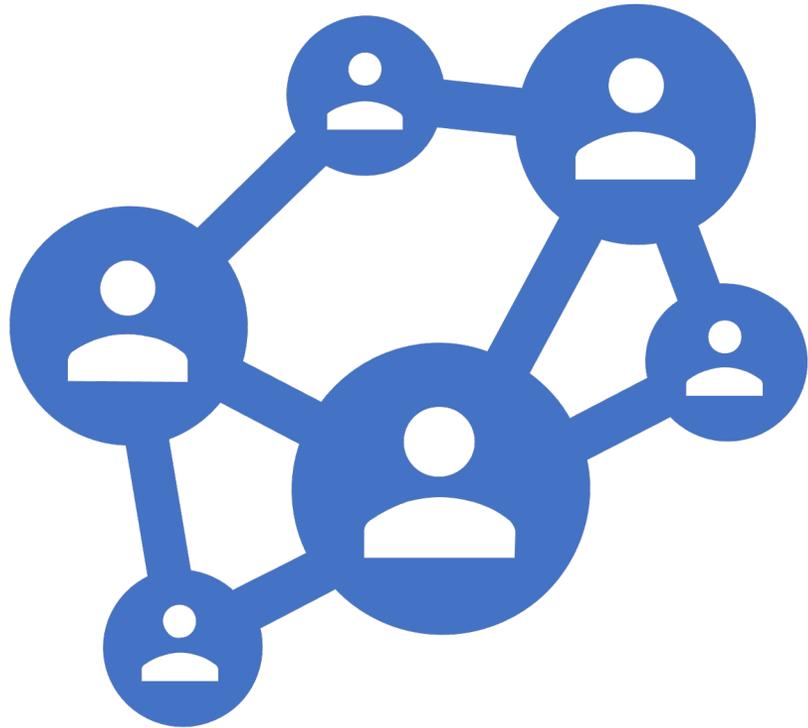
“The goal shapes the process. If you have small goals, you don’t need an intense process. If you have huge ambitions, your process (i.e., “present”) will be more extreme. You’ll have to be more courageous. You’ll have to learn more. Fail more. ***Feel more.*** Get more help. Make a bigger change from your former self.

Your present daily experiences become far more exciting, engaging, and stimulating when you have a huge future in mind. Your future shapes the meaning of the present. Your future also shapes what you *doing* each present moment.”

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goals determine  
identity





## “MTP,” or *Massively Transformative Purpose*.

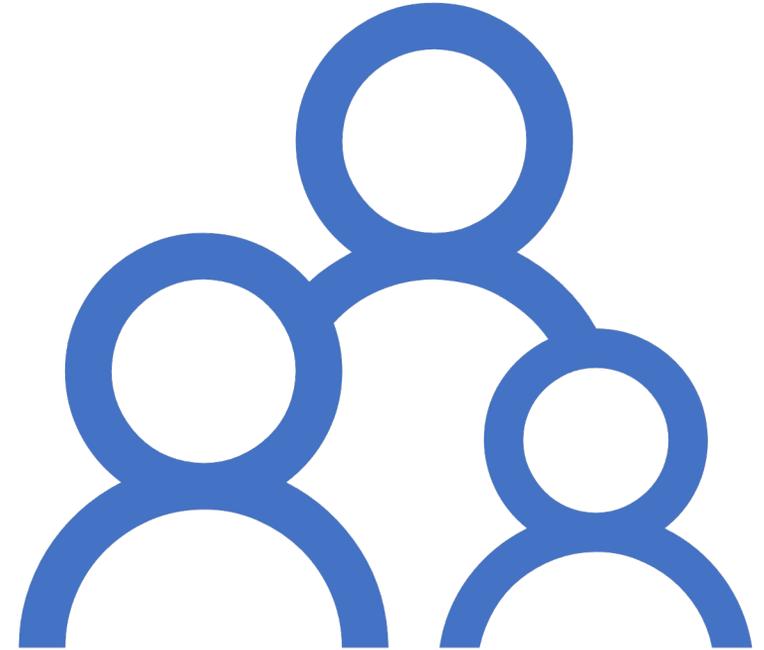
“The idea is simple: You have a purpose so big and inspiring that it transforms your entire life in pursuing it. You’re the one who selects and chooses that purpose. You invest yourself in it. You shout it from the rooftops. You change yourself and your life for it. You improve the world through it. You can and should have a personal MTP as well as a professional or organizational one.”

*And, this is the reason we work with you on “LIFE Intentions”.*

# Who Are You in the Future?

Who you want to be in the future is *more important* than who you are now and should actually inform who you are now. Your intended future self should direct your current identity and personality far more than your former self does.

**YOUR STANDARDS OF INTEGRITY ARE CRITICAL TO THIS DISCUSSION.**



# You May Be Sabotaging Your Future Self



It's possible that your future self could be *more limited* than your current self, depending on what you do in the here and now.

If you engage in unhealthy behaviors, make terrible choices, or develop bad habits...your future self will have *less freedom* than your current self.

Sometimes, things that seem small and harmless— like watching YouTube videos before bed, or having an extra drink at the bar— can cascade and compound into huge problems over time.

# Write the Story Of Your Future

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According to the theory of [Narrative Identity](#), our identity is based on the stories we tell about ourselves. When asked to explain themselves, most people go straight to the past. Or even worse, they speak in definitive terms.

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There's nothing wrong with recounting former experiences. Actually, taking the time to reflect on the most important experiences of your life is a powerful experience. It is something worth doing regularly. **However, you don't need to be defined by your former experiences**, as most people tend to be.

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Instead, you can choose to be “defined” by your desired future experiences.

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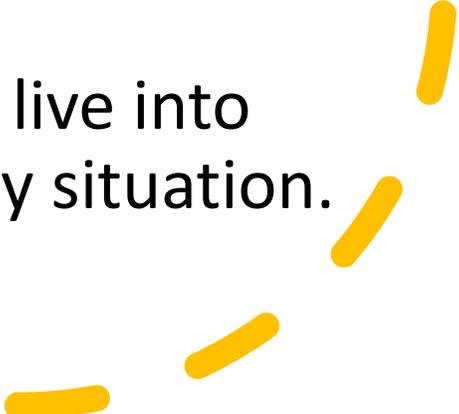
Make Your  
“Future Self”  
The Standard  
For Who You  
Are...Today

The Standards of Integrity Exercise is about observing what you admire in others, which reminds us of who we really are.

One you see your personal Standards of Integrity you will be moving into your future self.

You will rise above incongruencies in your current behavior, language, relationships, and environment.

Standards of Integrity causes us to live into the person we intend to be in every situation.

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## Make a list of all desired future experiences

- This doesn't need to take more than 10–20 minutes. But grab a piece of paper and think of all the experiences you want to have in the future. Write them down as a list of bullet points. You should also write why you want to have that particular experience, and what change you think it will create for your life.
- These could be spiritual experiences. They could be social or personal.
- This is similar to creating a bucket list, but it's also different. Bucket lists are great because they focus your attention on the future. They are about activities, experiences, or accomplishments you want to have before you die.

# “What You Do For a Living is Much Less Important Than HOW You Do It.”

In the book *So Good They Can't Ignore You*, author Cal Newport argues that rather than trying to find your passion, you should instead develop rare and valuable skills.

Find a need and begin filling it.

Once you've developed skills and begin seeing success, passion comes as an organic by-product, or an indirect effect. As he writes, “Passion comes after you put in the hard work to become excellent at something valuable, not before. In other words, what you do for a living is much less important than how you do it.”

