



# JOHN PURL

## 4 KEY STEPS TO GROWTH AND SUCCESS

“SUCCESS STARTS WITH YOU”



# INTRODUCTION

Thank you for taking the time to receive and read my '4 Key Steps to Growth and Success' e-book. At times in our lives we experience 'ah ha' moments of realisation or events that make us stop and reflect. Reflect upon where we are at in our personal, professional and wellness journey. These moments can sometimes be clear, others require guidance to seek the change we need. Well, at least that is what I experienced when realising that my life was not inline with my values and I was spending each day swimming against the current. Now, I can truly say that each decision I make aligns with me, my values and passions and is taking me on the journey that is right for me.

I am excited to provide you with these 4 steps to growth and success as they are key to my every day, week and year. Life is meant to throw up challenges, to makes us reflect, but without understanding how to read and analyse these challenges we continue responding in the same fashion, heading down the same path.

I do hope you enjoy!

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## A LITTLE ABOUT JOHN PURL (JP)

I am an inspirational leader and guide who takes clients through their own journey of self-awareness and reflection in both career and life. I lead clients to the ultimate realisations about life goals. Along the journey to success I will keep clients accountable to actions as accountability creates results.

Sixteen years of working in wealth advisory and a life time of love for all things health and wellness has brought me to where I am today: a business owner, a father and a desire to help others understand their values and passions, improve their health and wellbeing, and achieve their ultimate career and financial success.

Starting a business with no clients and no income to turning over almost a million dollars a year in six years took time, energy, drive and support. This journey confirmed that success in career and success in life is far more achievable when you swim with the current and not against it. When you understand your values and your passions. When your body is healthy and can function at its peak.

I bring a passion to see people succeed professionally, financially and without sacrificing their health and wellbeing. With this comes an understanding that to succeed in your career, in your family life, in your business, in your pursuit to becoming a better/healthier you, you need to play the 'long game'. To play the long game you need support, education and encouragement which is what drives JP each day.

Let's face it, if you're struggling in health or happiness it's difficult to be financially successful.

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# STEP #1 – UNDERSTAND YOUR VALUES AND PASSIONS

**Values** are principles or standards of behavior. They are a person's judgement of what is important in life. Values are the *beliefs that govern our lives*.

Values are the core of who we are, but over time it has been shown that our values can be influenced by those around us e.g. friends, family or even colleagues.

Our values also dictate how we view ourselves and how we see the world. Values are undeniable, they are strong feelings and emotions, yet feelings and emotions we rarely tap into or let rise to service. Think of values as a voice in your heart. How often do you stop to listen to this voice?

Examples of values: Individuality, Independence, Generosity, Honesty, Loyalty

# STEP #1 – UNDERSTAND YOUR VALUES AND PASSIONS

**Passions** are an intense desire or enthusiasm for something.

This energy and excitement is the physical expression of the realisation that something aligns with your values. A 'passion' for something is the hunger and desire to grow or change in the pursuit of satisfying your personal values.

If something does not excite you, or fill you with emotions and energy, then you need to reflect to understand if what you're doing conflicts with or does not align with your true values.

No one can tell you what your passion is. Only you can define it for yourself.



# STEP #1 – UNDERSTAND YOUR VALUES AND PASSIONS

## Is my hobby my passion?



A hobby is defined as 'an activity done regularly in one's leisure time for pleasure'.

A hobby should not be mistaken for a passion. A hobby can be an outlet or 'figure of fun', it can bring you joy and happiness, but it does not necessarily have to align with your values. An example of this is the love of going to the gym, training hard and growing fitter and stronger. However, does this mean you are meant to be a personal trainer? Possibly not. Perhaps you just enjoy being fit, enjoy the community, enjoy the challenge, but it does not necessarily mean you should pursue this as your full-time career. The reflection always comes back to a person's values.

## STEP #2 – LISTEN TO YOUR INTERNAL VOICE

To understand your true values and passions or to reflect upon life changes, you must have a clear mind. A busy, loud or cloudy mind does not allow us to truly stop, listen and reflect to what are inner voice and internal emotions are telling us. This voice can yell very strong sometimes, but with so many distractions in life today we often still cannot hear it. Try the following to open up to a clear mind:

- Meditate - 20 minutes each day
- Take time to be present - Singular moments throughout a day e.g. watering the garden
- Take time to be removed from distractions and stimulants e.g. staycations
- Longer and less intense periods of exercise such as long walks or low intensity running. Intense enough to gain benefit, but moderate enough to allow mind chatter.



## STEP #2 – LISTEN TO YOUR INTERNAL VOICE

### Six ways to begin the journey of reflection and change:

1. Make time for self reflection
2. Don't just focus on short term goals, play the long game
3. Listen to your heart. You cannot fight the feeling of true happiness
4. Reflection - Look for patterns/trends
5. Do more of whatever it is that makes you happy
6. Fail forward and be willing to change





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## STEP #3 – SUCCESS COMES FROM UNDERSTANDING THE CORRELATION TO HEALTH & WELLBEING

Any change takes energy, resilience and a clear thought.

Making change in all areas of life takes energy, focus, drive and dedication, all of which are far more possible when your body is operating at its peak. Our body is the only vessel that we have to carry us through change and therefore we need to respect and nourish it. Conversely, we need to challenge it (physically) to grow and build resilience and mental strength. Our minds have clearer thoughts and our nervous system handles the bumps in the road far better when the body is at its best.

- **Meditation** – Discover what type works best for you and incorporate this as a daily practice where possible.
- **Nutrition** – Nourish the body with organic, fresh and real food. Evidence shows the negative impacts of poor nutrition on the human body.
- **Movement** – Do what you enjoy! Do what challenges you. Do it as often as you can without impacting your life outside of the sport.
- Understand the incredible benefits of 'alternative' therapies and supplementation e.g. saunas, yoga, float tanks.

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## **STEP #4 – SURROUND YOURSELF WITH DRIVEN LIKE-MINDED PEOPLE THAT YOU ASPIRE TO BE LIKE AND CAN LEARN FROM.**

**“You are the by-product of the five people you surround yourself with the most”**

If we truly desire success in life (whatever success means to you) then we need to be surrounded by people who will encourage, challenge, support us and are like minded. These people are positive to growth and will drag you UP. We must draw on the energy and positivity of these people, and likewise, give back to others in the same way.

Conversely, if we surround ourselves with people who are negative, not aspirational, who do not have the same values as us, then we inherently over time become like them. They drag us DOWN.

Seek a circle of 5 that will inspire and motivate. If this cannot be friends, family or colleagues then look at;

- A coach
- A mentor
- An association or club

# NOW TO GROW AND SUCCEED!

I hope you were able to resonate or understand the importance of the four steps to growth and success. Are you ready now to swim with your current, enjoy your journey in life, grow and succeed?

You're probably wondering now what? Well, here's two ways I can help you right now:

## **Work With Me Privately With My One on One Coaching**

- Let's get going with a free 30 minute introduction and exploration phone or video call. We will discuss;
  - Your happiness and satisfaction in your current position
  - Identify your ideal 'end goal'
  - Explore possible roadblocks to achieving this
  - Begin building a roadmap specific to achieving your desired 'success'
- Positions are limited, so email me at: [John@johnpurl.com](mailto:John@johnpurl.com) to secure you position

# NOW TO GROW AND SUCCEED!

## Be part of the next 'Group Coaching' seminar

Group coaching allows you to uncover your values, passions, desired end goal and understand what roadblocks may stand in your way to achieving your ultimate success. As part of these sessions you will be given practical insight and suggestions to improving overall wellbeing including meditation and nutrition. We will explore the correlations between personal, career and financial success to that of overall wellbeing.

Group coaching is about being true to yourself, listening to the voice inside, no longer silencing it and developing a clear picture of what will give you the lifelong happiness you desire.

Group coaching is held every 6 weeks, so be sure to register here [John@johnpurl.com](mailto:John@johnpurl.com) for the next available session.

In happiness and health

JP

[www.johnpurl.com](http://www.johnpurl.com)



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