

# 10 Powerful Questions To Help You Discover The Work You Love

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For several years, I have been helping my clients discover the work they would love to do and earn a living from it. We all have unique gifts that are meant to be shared with the world. Most of my clients have been doing a job that doesn't inspire them but they don't know what else they can do. I help them discover what they would most love to be doing in life and how to go about achieving it. Together we look at what their hearts desire, what comes easily to them and how they can turn their passions into profits. If you would love to find the work you were born to do, you can contact me by using the contact form on [www.lifecoachingzone.com](http://www.lifecoachingzone.com) (or e-mail [info@lifecoachingzone.com](mailto:info@lifecoachingzone.com)) to book your free discovery session.

"If I had an hour to solve a problem and my life depended on the answer, I would spend the first 55 minutes figuring out the proper questions to ask. For if I knew the proper questions, I could solve the problem in less than 5 minutes."

Albert Einstein

My clients often ask me "what is the most important tool to achieve success and happiness?". My answer is always the same : Ask yourself powerful questions.

Why is this so important ?

Powerful questions open up possibilities that you never dreamed about before, they create new perspectives, new awareness, new understanding and bring out the answers that make moving forward possible. Powerful questions help you discover important things that might otherwise remain hidden to you, they uncover limiting beliefs and open up possibilities for a lasting change.

Solutions to tough challenges start with powerful questions.

If you ask the wrong question, of course, you get the wrong answer. We find in design it's much more important and difficult to ask the right question. Once you do that, the right answer becomes obvious.

Amory Lovins, Cofounder and CEO of Rocky Mountain Institute

Based on my 16 years of experience in finding successful and fulfilling work, I discovered the most powerful questions which will help you find the work you love and create an action plan to achieve success and happiness in your life.

Make sure to answer all questions and then take action. If you don't take action your goal is just a dream, a fantasy, a wish and nothing more.

If you answer all these 10 questions and take appropriate action, you will be on your way to discovering and creating the work you love.

Are you ready ?

Then go to the next page....

## 1. How do you want your life to be?

Your ideal work is not separate from the rest of your life. Only after you have a clear vision of what you want your whole life to look like, you can take the next step to find your ideal work.

First you need to determine the kind of lifestyle you want, and then wrap your work around that lifestyle. For example, you might want to move to a small seaside town and open a Bed&Breakfast but if you don't like dealing with people, opening a B&B is a bad choice.

Here are some questions to get you started:

- If you were 100% satisfied with your life, what would it look like?
- What would you like to experience on a day to day basis?
- Imagine it is a Tuesday in a year's time. What would you love to be doing from the moment you get up to the moment you go to bed ?

Write down your ideal day, ideal month, ideal year.

When you have answered all 10 questions, come back and check if the work you would love to do will allow you to have the life you want. If you think it won't, you might want to ask yourself whether this career choice will really make you happy.

## 2. What are your work values ?

Your work values are those things in your work life that you consider to be important. Understanding your work values is critical to identifying a new career path. When you design your work life based on your values, your motivation will be greatly increased and you will be happier and more fulfilled.

Before you continue with this exercise, make sure you have plenty of free time to spend with it; time to think and reflect on what you truly value. Are you ready?

- Now make a list of your top 10 values. Here are some ideas to get you started :

Independence

Risk taking

Stability

Prestige and the social status

Making decisions

Self expression

Intellectual stimulation

Helping others

Change and variety

Making a difference

Leadership

Security

Adventure/excitement

Travelling often

Challenge

Recognition

Teamwork

Advancement

Artistic creativity

Public contact

Working alone

You can find an extended list of values on [www.lifecoachingzone.com](http://www.lifecoachingzone.com)  
Go to Career Coaching Articles page and click on "Importance of Work Values".

- Now narrow down your list of 10 values to five, the ones that you can't live without in your work life.

You now have a list of core work values that represent who you are, that help determine your level of satisfaction with your career. They should be used to judge the level of "fit" with any future career change.

(You may also want to check if your core values fit with your current job/career/employer.)

### **3. What would you do if money were not a concern in your life?**

When I ask this question, most of my clients answer "I would travel around the world and buy my dream house". OK. Now let's suppose you have visited every place you dreamt of and you have bought your nice house. I am sure one day you will be sitting by your pool and thinking that your life doesn't have a purpose. Now imagine that that day has arrived. Now what would you do ?

Make sure you put the "Yes, but how?" voices to one side while you answer this question. Do not worry about whether they are realistic or not. Don't censor yourself with limitations.

Once you have written your answer, go to Question 4.

### **4. What would you do if you knew you could not fail?**

Fear of failure prevents people from starting to work towards their goals and getting the results they desire.

- What would you do if you knew you could not fail ?

Have a clear picture of exactly what you would do. The more details you can incorporate the clearer your goal becomes. "I would find a good job" is a very vague answer. The following is more helpful : "I would start my home-based catering business and earn £50,000 per year. I would have the flexibility in my working hours so that I could be involved with my kids and pursue my hobbies."

This exercise will take the fear factor away from your imagination and allow you to see what you really want to do.

## 5. What makes you feel most energized?

Answering this question will help you discover what you're truly passionate about and take the first steps to turn your passion into a new career.

Think about and write down the thing(s) you love to do most.

Do you have a passion that you've done nothing with in years ?

If you feel like you don't know what you are passionate about, the following questions might help :

- What one subject can you enjoy talking about for many hours?
- What is it that you love doing so much that you forget time?
- Look back through your school years. What were the classes/subjects that you enjoyed the most?
- When you are in a bookstore or the library, what are the subjects of the books and magazines that you are drawn to?
- What websites do you visit the most and devote the most time to?

Now write down at least five activities/interests that most give you energy.

Once you have made a list of your passions, see if there's a way you can match them with a new career. Is there a business you could start in your area of interest?

Use your imagination. You can make a living at almost anything – somebody else is doing it !

## 6. What are your talents ?

It's important to identify your talents so that you can choose a work that fits your abilities and your work becomes natural and easy to you.

Some people believe they don't possess any talent. That is simply not possible. There is something that everyone is good at.

If you find it difficult to recognise what you are naturally good at, you might ask other people for their opinions.

- Pick three significant people in your life, such as a close friend, your partner, or a colleague and ask each one of them what they perceive to be your strengths and talents.
- Listen and take note of what they say.

## 7. **What's stopping you from moving forward and exploring your passion?**

- Make a list of everything that is stopping you from creating the work you love.
- Then go through each of them and write down how you can remove these obstacles.

Here are some obstacles that prevented my clients from pursuing their dreams before we started working together :

Lack of information : Ask yourself how you can find the information you need. Look up on internet, buy books, ask your friends. For example, if you want to write a book but don't know where to start, type "how to write a book" on a search engine such as [www.google.co.uk](http://www.google.co.uk) and look at the websites that come up. If you are looking for a book about gardening, go to [www.amazon.co.uk](http://www.amazon.co.uk) and type "gardening" on the search box. Do you want to be a wedding photographer ? Ask your friends and family members if they know a photographer who can give you useful tips.

Lack of support : Who can help you on the changes you want to make? Write down the names of two people and ask for their help. You can enlist the help of a friend or you can hire a career coach.

Lack of degree/qualifications : If you have a full-time job, enquire about online courses or attend evening classes. Buy the latest copy of Floodlight or visit [www.floodlight.co.uk](http://www.floodlight.co.uk)

Lack of belief in yourself : Remember, nobody achieves success overnight. Taking baby steps will build up your confidence. What could you do as a first step ? What else can you do ?

## 8. **What beliefs do you need now to create the life you dream about ?**

Beliefs form our version of reality based on what we feel and perceive about our experiences. They are not facts but we act as if they were. Once we have formed a belief, we will continue to live our lives by the rules based on that belief. They determine what we think is or is not possible.

What limiting beliefs do you have that prevent you from living the life you desire ? Write them down.

Once your list is complete, write an opposite belief to each one you hold and look for evidence to support your new belief. You will find it. Keep a journal and record your success. For example ;

- Limiting belief : "I am not smart".
- New and more supportive belief : "I have accomplished a lot in my life and I will continue to do so. I am smart enough to achieve my goals".
- Now look for **evidence** to support your new belief. You will find it. Make a list of all your personal and professional achievements to date. Ask your friends and family members to help you find the evidence to support your new belief.

Listen to your self-talk to discover what your negative beliefs are and make a decision now to eliminate them one-by-one.

Remember that replacing limiting beliefs with the empowering ones takes time and it needs to be reinforced over and over again. If you work on it every day, you will let go of the beliefs that don't serve you anymore.

## 9. What do you want to do ?

If you have answered all of the above questions, you will have some ideas about your dream work by now. Write down all your possible choices and ideas.

Make sure you also allow yourself to think about different ways of working as well as different careers. For example, full time job, part time job, portfolio career, training courses, further study, career break/sabbatical, retirement, redundancy, setting up your own business, partnership, consultancy, volunteering.

Some people want to use their gifts and skills on a variety of activities and projects. For example, if you have come up with a list of four possible work choices and you want to do all of them, see if you can fit them all into your week/month. For example, your list might look like something like this :

- Personal trainer
- Massage therapist
- Writer
- Teacher

You can work as a personal trainer part-time two days a week, as a massage therapist once a week, write books/e-books/articles on the subjects that you are interested in and you can teach once a week. Rather than doing the same work every day, you can use your gifts and skills on a variety of activities and projects. This is called "portfolio work".

## 10. What will you do now ?

Create an action plan based on your answers to the nine questions above.

- What will you do ? Write down at least five small action steps.
- When will you do them ? Prioritize your action steps. Set a date for each of them.
- Who will help you ? Interruptions, setbacks, and fears are part of every journey and they are inevitable. You will need support, encouragement, motivation and guidance in your journey. Make sure to get the help of at least one person to whom you are accountable on a regular basis. If you want to work with a career coach, send an e-mail to me to book your free discovery session.

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I sincerely hope you have found this workbook useful.

Please send your thoughts, feedback and success stories to  
[info@lifecoachingzone.com](mailto:info@lifecoachingzone.com)

Love and happiness,  
Ebru Ulufer

Want to learn more ? Contact me for a free discovery session.  
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