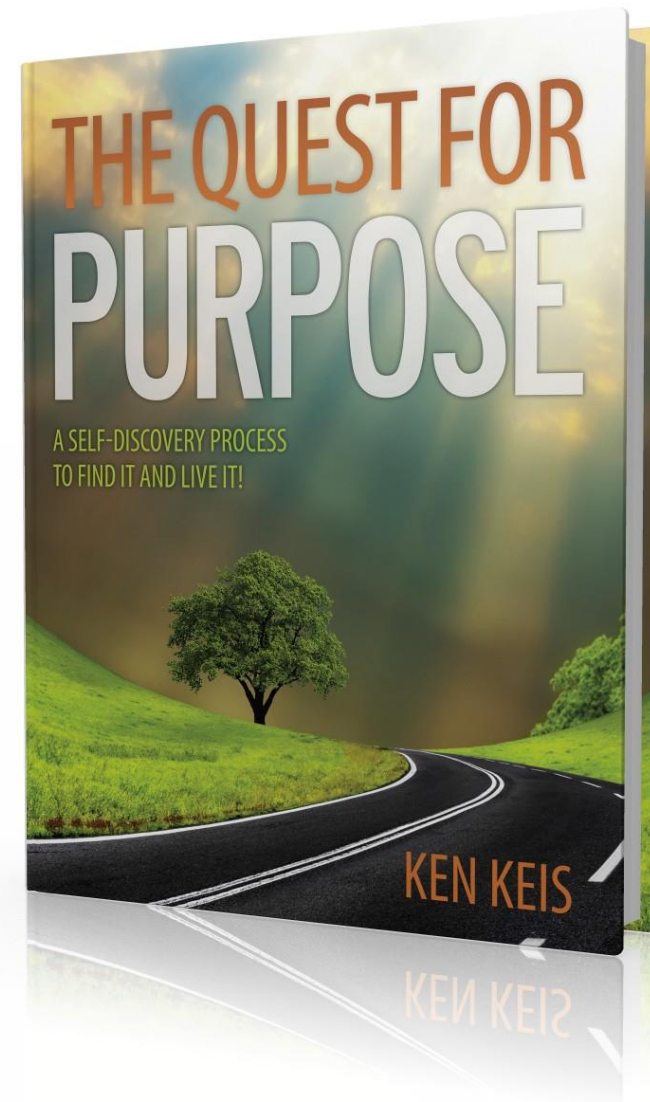


ELO Network

Meaning-Driven Entrepreneurial Leaders



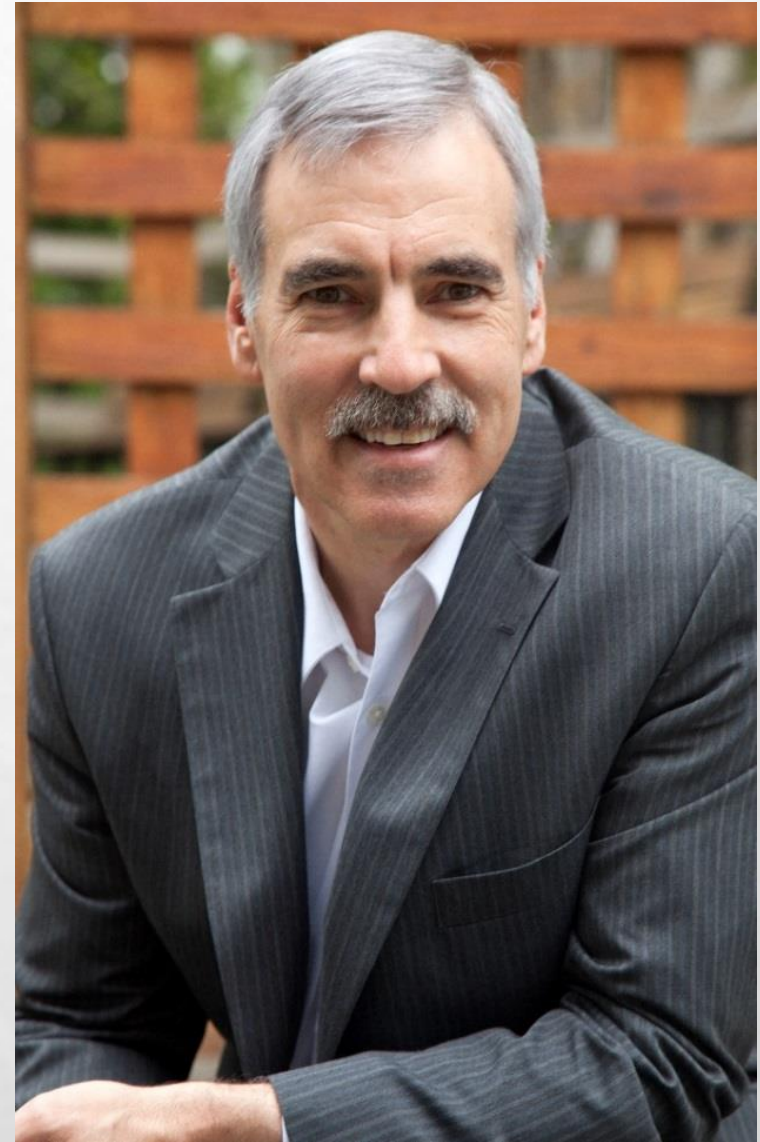
- Dr. Keis – over 34 years as professional developer, coach, speaker, trainer & consultant
- Expertise: Leadership, Personality, Wellness, Assessments, Purpose, Self-Awareness
- Author/Co-Author 14 assessments, 4 books
- 10,000 hours of coaching and consulting
- 500 published articles & 3000 Presentations
- Ph.D. in Leadership & Management
- Ordained Minister with CEEC

The Quest For Purpose

ELO Network
Meaning-Driven Entrepreneurial Leaders

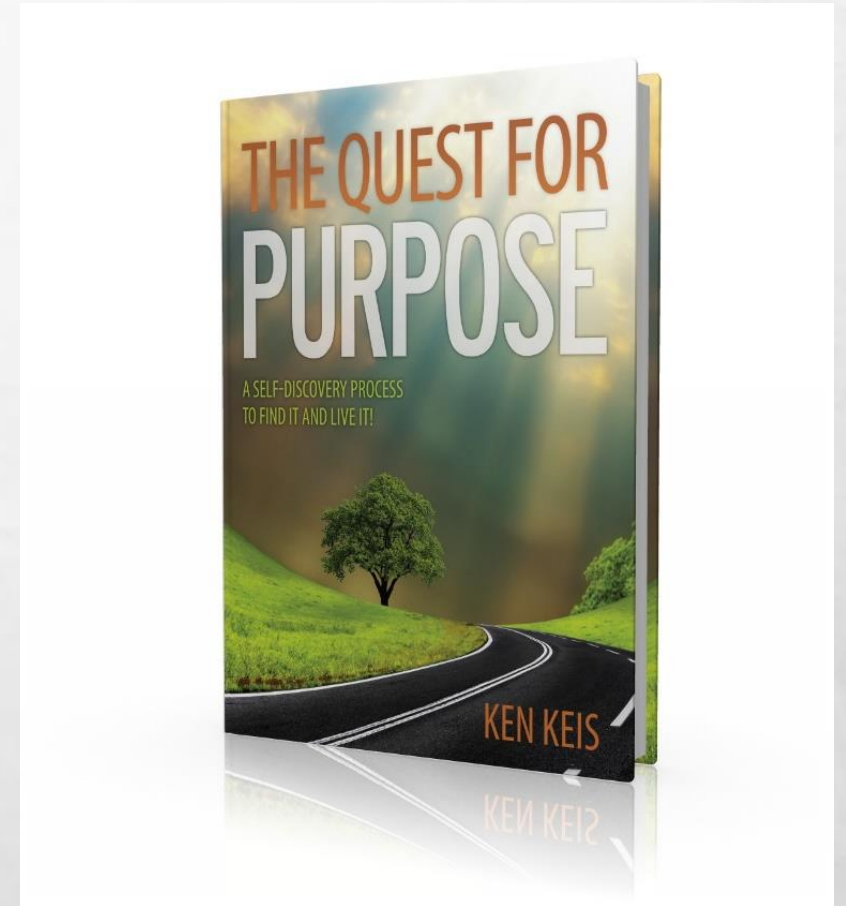


Presented by
Ken Keis, Ph.D.
President & CEO
www.crgleader.com



The Quest For Purpose

- Self-Awareness
- Meaning Before Purpose
- Quest Mindset
- On Purpose Character Traits
- Your Life Leaves Clues
- Your Positive Review
- Key Word Analysis & Sheet
- Next Steps



Poll Question One:

What Percentage of Individuals Believe They Are Self-Aware?

25-55-75-95?

What percentage of individuals self-awareness - is aligned with what and how others - see and experience them?

10%!!!

Three Secrets To Success! - Page 3

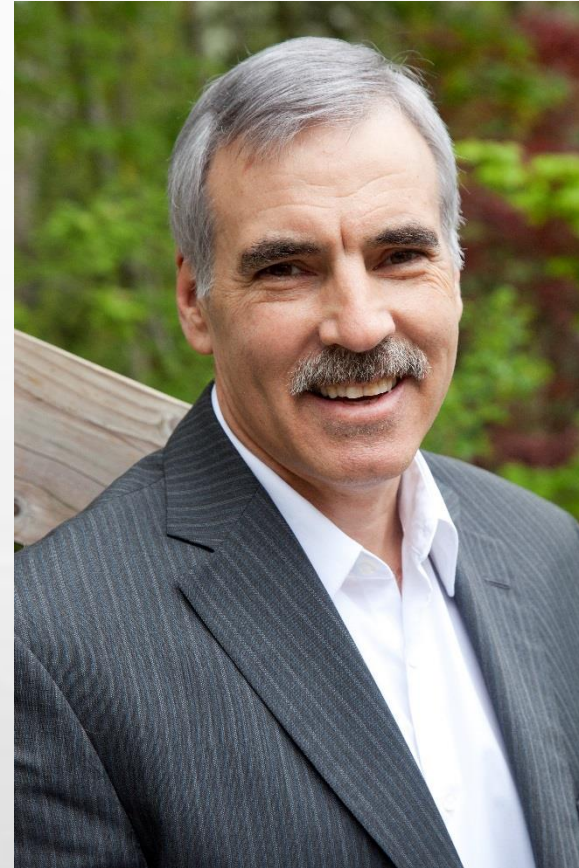
- Secret #1: Self-Awareness
- Secret #2: Clarity (Self-Management)
- Secret #3: Developing The Whole Person (Self-Mastery)



Purpose Before Career

My Story

If I can do it - you can!







Ken 4-H 1972



Family Farm 1974



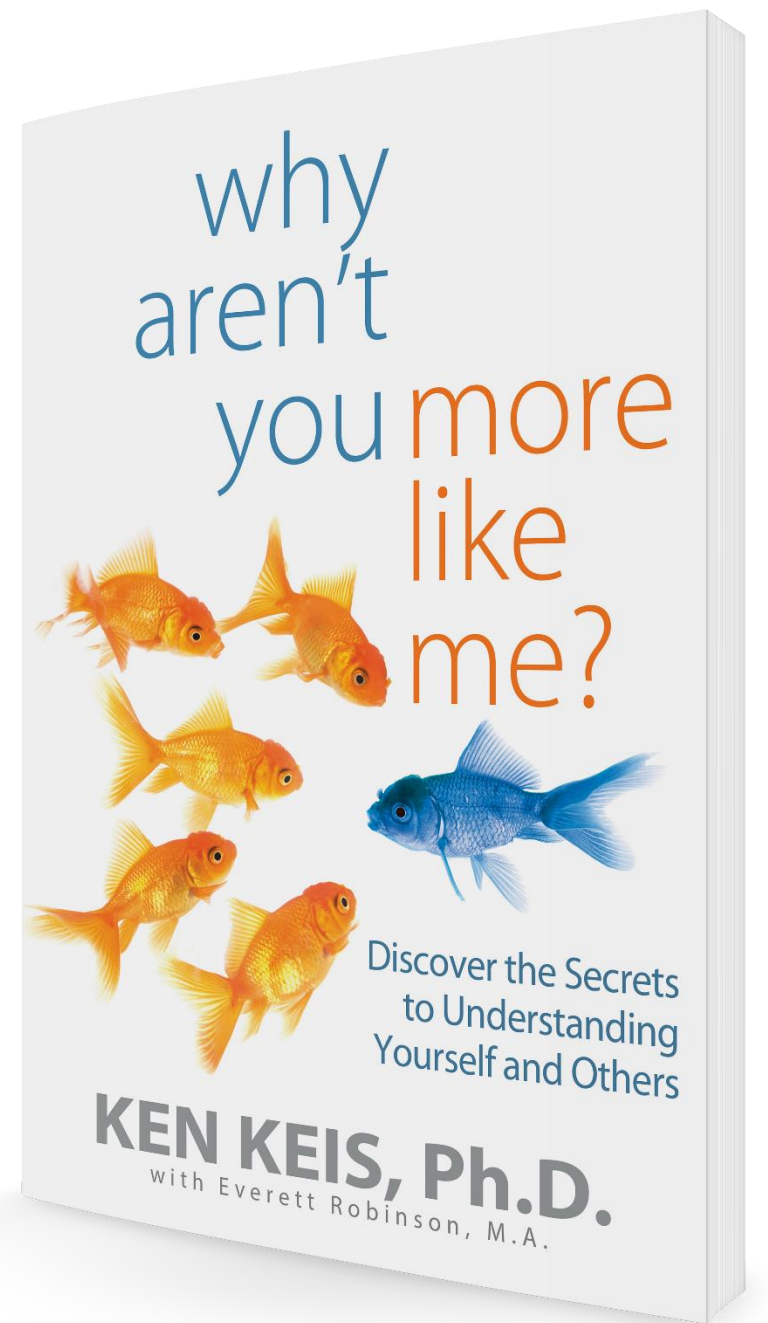
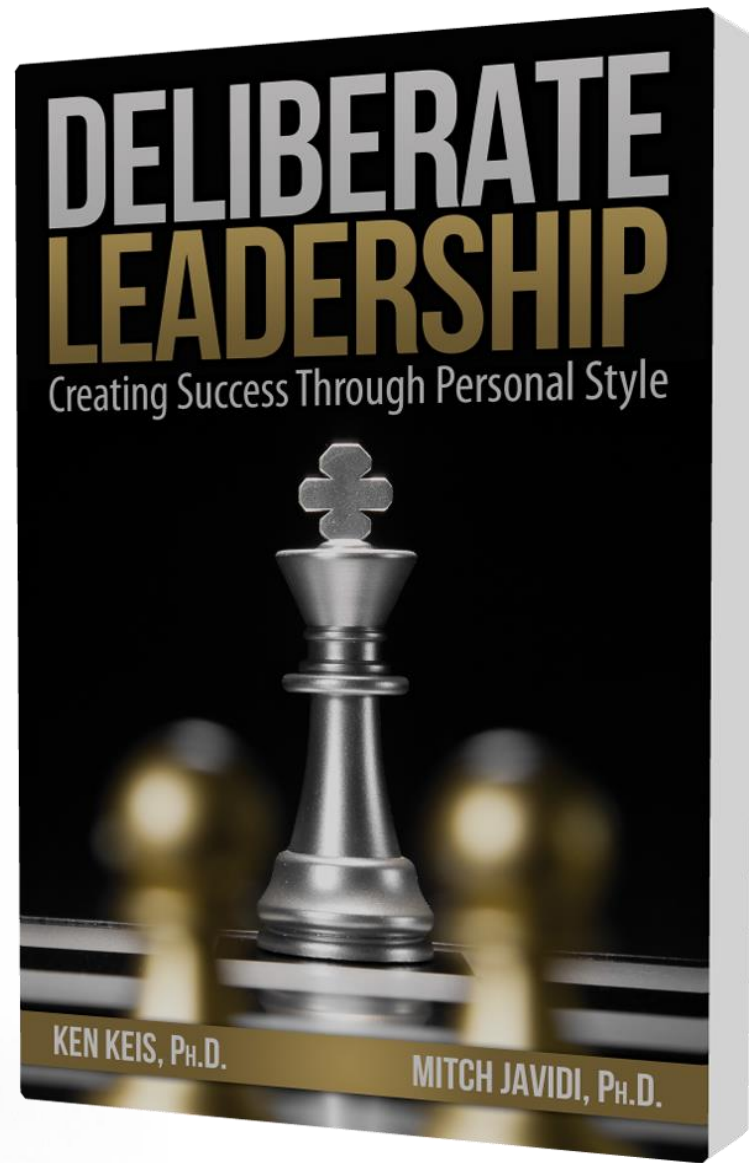
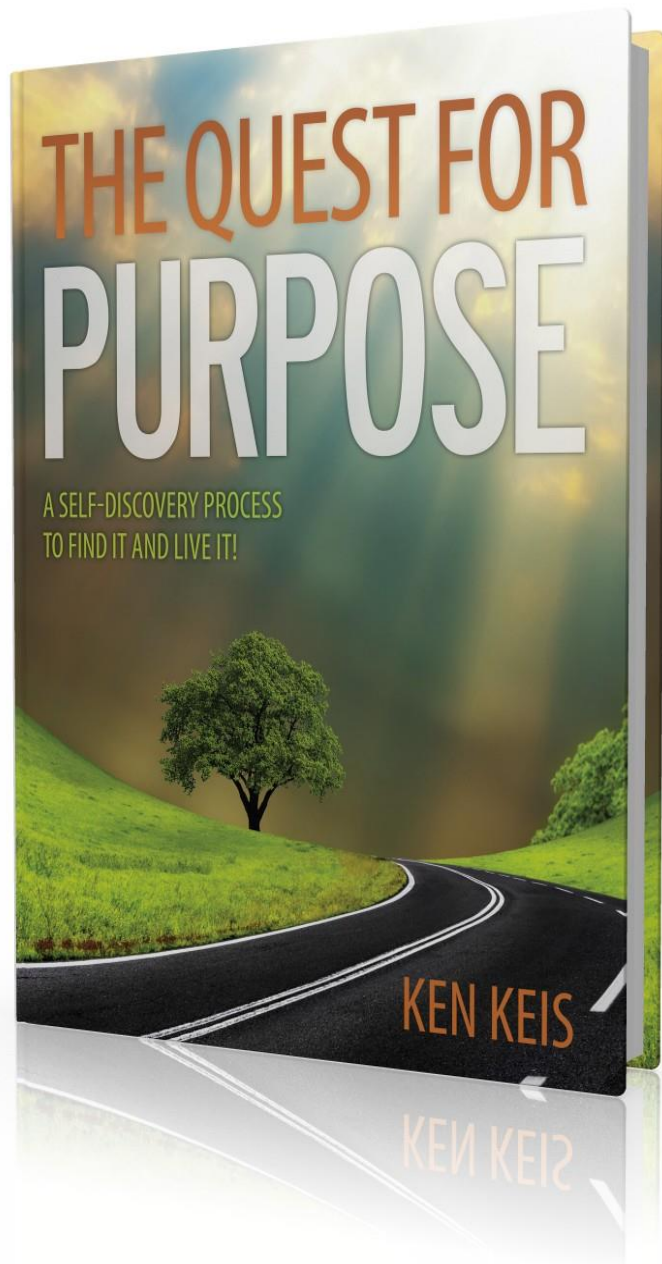


Owner: KEN KEIS
Assistant: MARIAN DEJONG






**Bad
Teacher**









What Is Your Purpose?

A close-up photograph of a dartboard. The board is made of cork and is divided into several concentric rings and segments. The outermost ring is red, followed by a green ring, and then a larger red ring. The segments between these rings are made of cork. A single dart with a red shaft and a blue and white striped tail is embedded in the center bullseye. The bullseye is a small red circle in the center of a green ring. The lighting is bright, highlighting the texture of the cork and the colors of the rings.

It's To Live God's Purpose For Your Life!



University?

- 67% of parents want their children to go to university
- Bachelor in Arts and Sciences Graduates the least employable (garden variety)
- **CERIC Study – Career Counselors did not help in career decision-making for Students**



Only 2% of parents want their kids to consider a trade school

Singapore Research





Less than 10% of the population
feel that they are passionate
and *On Purpose* in their life!

A close-up photograph of a clear glass filled with water, sitting on a matching glass saucer. The background is softly blurred, showing what appears to be a metallic surface. A solid blue rectangular box is overlaid on the center of the image, containing white text.

**Purpose & Self-Awareness is
Foundational to Our Sustainability**

#1 New York Times Best-Selling Author

HIGH PERFORMANCE HABITS

How Extraordinary
People Become That Way

BRENDON BURCHARD

Research
1500 High
Performers
Number One Habit
Clarity



THE BEST-SELLING JOB-HUNTING BOOK IN THE WORLD

RICHARD N. BOLLES



WHAT COLOR
IS YOUR
PARACHUTE?

2020

A PRACTICAL MANUAL FOR
JOB-HUNTERS AND
CAREER-CHANGERS

“One of the All-TIME 100 Best Nonfiction Books” —*TIME*

**Dr. Ken Keis
with
the Late Richard
Knowdell
&
the Late Dick Bolles
(wife Marci)**

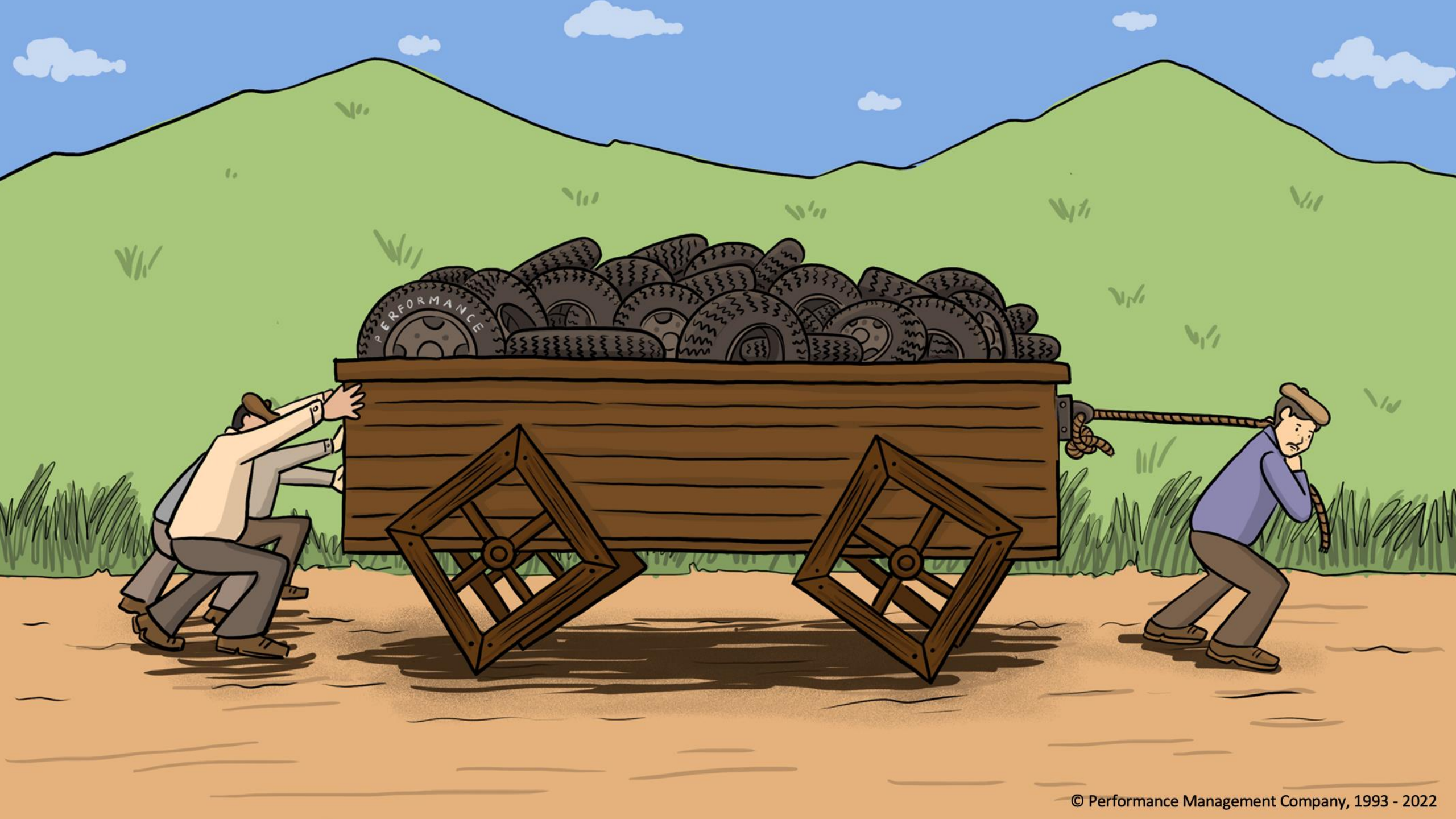




Are You Living *On Purpose*?

You can't help others if you are unclear!







down and out.
strength ▶ n

POWER, brawn,

effortlessness, etc.

He has *strength* in his

conviction. *Strength* is

Personality Development Factors Model

Self-Worth Levels

- **Self-concept:**
What you think about yourself
 - Self-perception
 - Identity
- **Self-esteem:**
The way you feel about yourself
 - Acceptance of self
 - Respect for self

Biophysical Influences

- Genetics, gender, body type, birth defects
- Biochemical imbalances, addictions
- Health concerns: Allergies, aging
- Physical and mental disabilities

Personal Style Preferences

- Behavioral ACTION
- Cognitive ANALYSIS
- Interpersonal HARMONY
- Affective EXPRESSION

Environmental Systems

- Schools
- Workplace
- Military service
- Society
- Culture
- Nature (climate, geography)
- War zones

Social Teachers

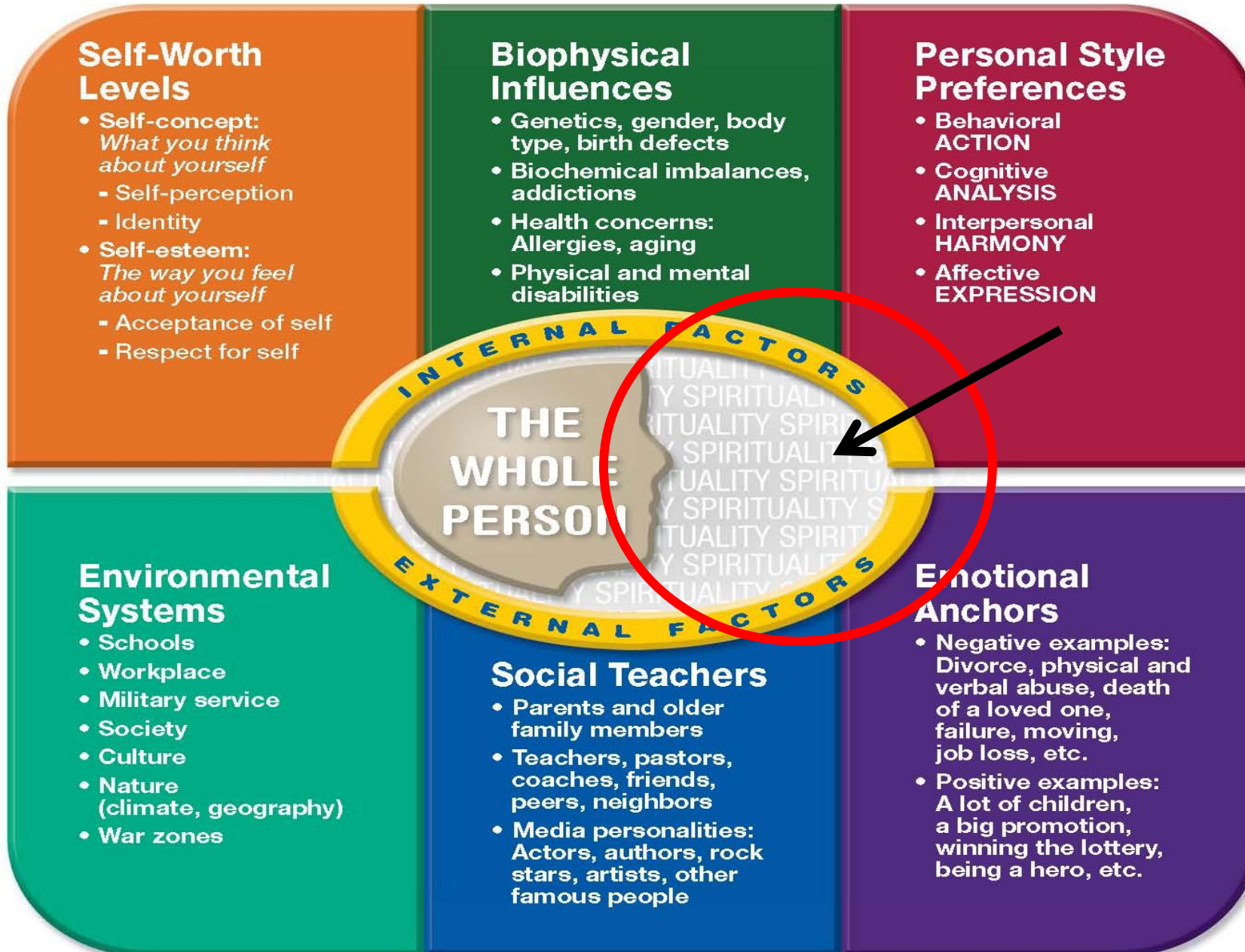
- Parents and older family members
- Teachers, pastors, coaches, friends, peers, neighbors
- Media personalities: Actors, authors, rock stars, artists, other famous people

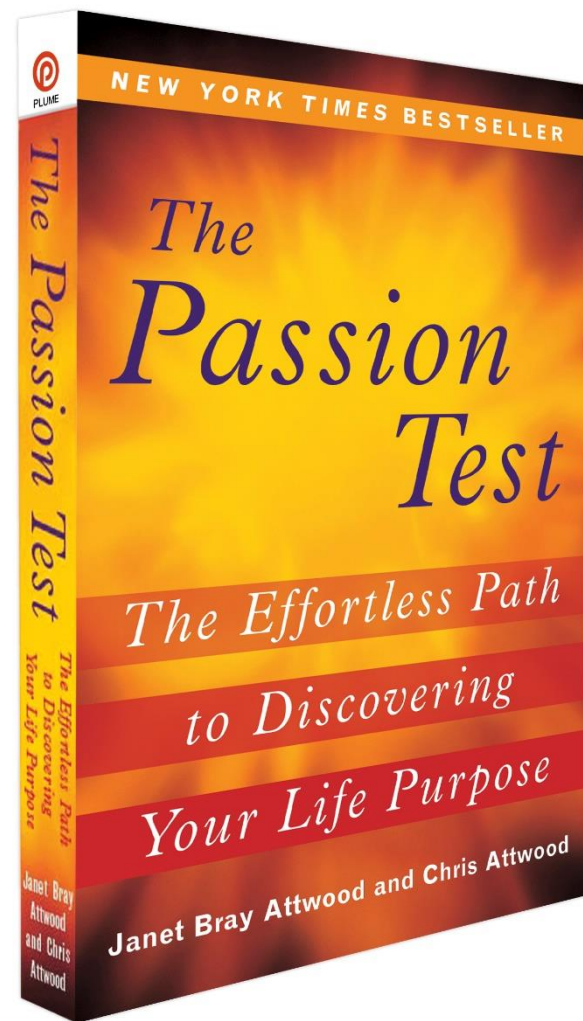
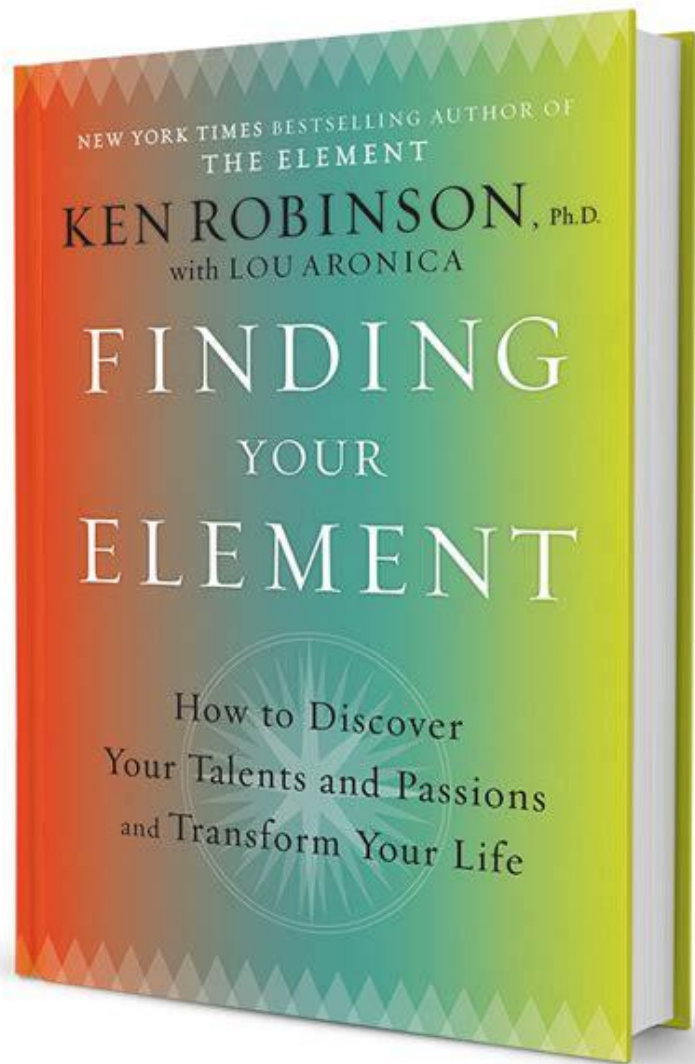
Emotional Anchors

- **Negative examples:**
Divorce, physical and verbal abuse, death of a loved one, failure, moving, job loss, etc.
- **Positive examples:**
A lot of children, a big promotion, winning the lottery, being a hero, etc.



Personality Development Factors Model





A person is seen from behind, with their arms raised high in the air, reaching towards a bright, golden sunset sky. The person is wearing a dark, long-sleeved shirt. The background is a vast, open landscape with a horizon line, suggesting a beach or a wide field. The overall mood is one of triumph, freedom, and hope.

Meaning Before Purpose

Meaning Before Purpose (Page 23)

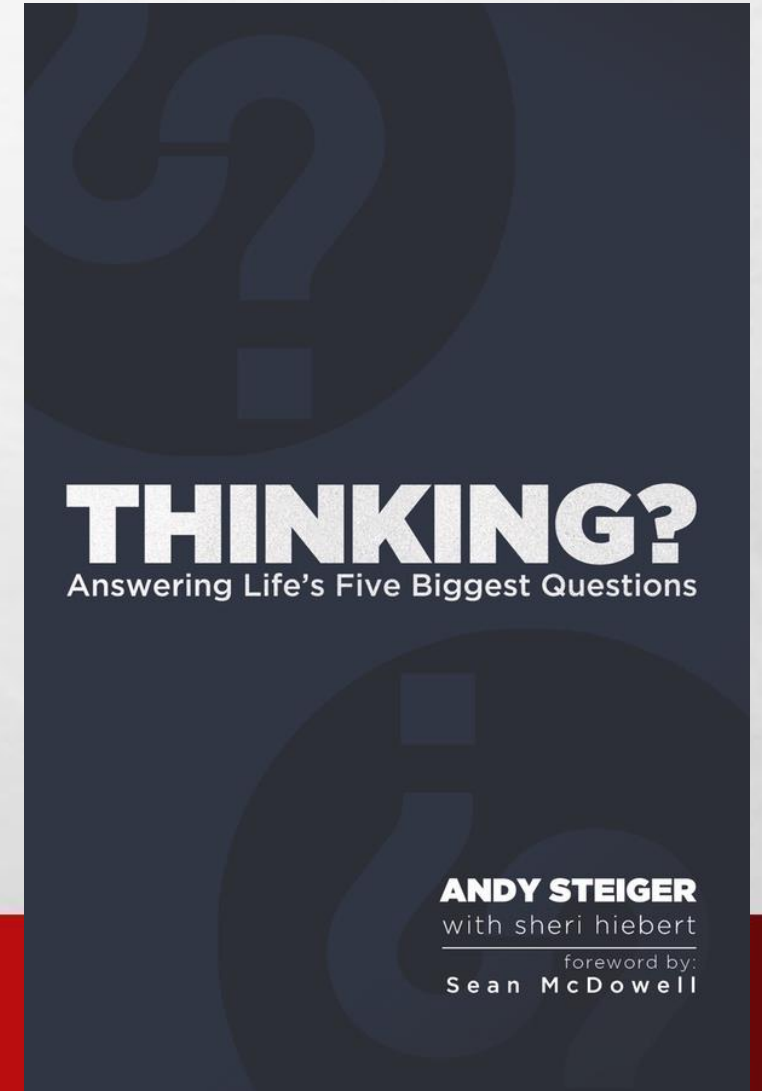
What you believe highly influences what you will do or what you will not do. Even if you say you believe in nothing, then that is your belief system. It is impossible as a human being to not have a belief system, since what some call nothing is in fact something.

Dr. Ken Keis

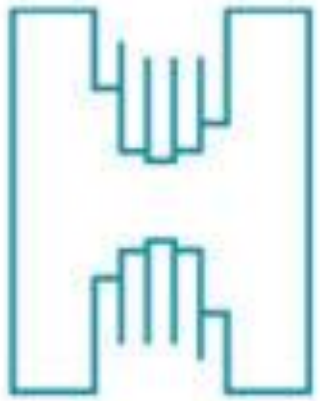
Thinking?

Answering Life's Five Biggest Questions

- What is the meaning of Life?
- Does God exist?
- Do all religions lead to God?
- Why is there evil?
- Is there life after death?



Dr. Andy Steiger
<https://apologeticscanada.com/>



THE
HUMAN
PROJECT

CRG



Quest Beliefs (Page 125)

The Myth of Motivation

- The pursuit of interests requires no motivation because we enjoy them. Interests compel us; which means to be pulled or attracted. This precludes any need for motivation.
- We only require motivation for those things that do not interest us.

Quest Beliefs

- ***Change Form- Not Content***
 - Our interests may change their form and shape throughout our life but their **substance does not change.**
 - **Interest nourish us** and help us to survive even thrive in difficult times. We are empowered by our interests-whatever form they may take.

Quest Beliefs

- ***Life Leaves Clues***

- They are everywhere but we need to pay attention.
- They all radiate a common quality — they cause you to feel fulfilled.
- Mindfulness is foundational to picking up on clues.
- Learn to be quiet and reflective.

Quest Beliefs

- ***Career Myth***

- Career as an absolute is a myth. We have a calling, purpose, assignment that produces a gratifying lifestyle where there is no “Thank God It’s Friday.”
- **“We don’t have a work life and a home life we simply have a life.”**

**Success requires
the ability to say
No as well as
Yes**



On Purpose Mindset



Proverbs 23: 7
For as he thinks in his
heart, so is he.

Mindset

- **Fear:** It is not your friend. Fear freezes you from taking action, hinders progress, and reduced effectiveness.
- Fear is toxic to your body and brain and changes the molecular structure of the atoms in your body including reducing your immunity system.
- For the most part it is self-induced and causes you to needlessly suffer and thwart your own success.

Worry is the insidious
form of Fear!



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NATIONAL BESTSELLER

LEARNED OPTIMISM

How to Change
Your Mind and
Your Life

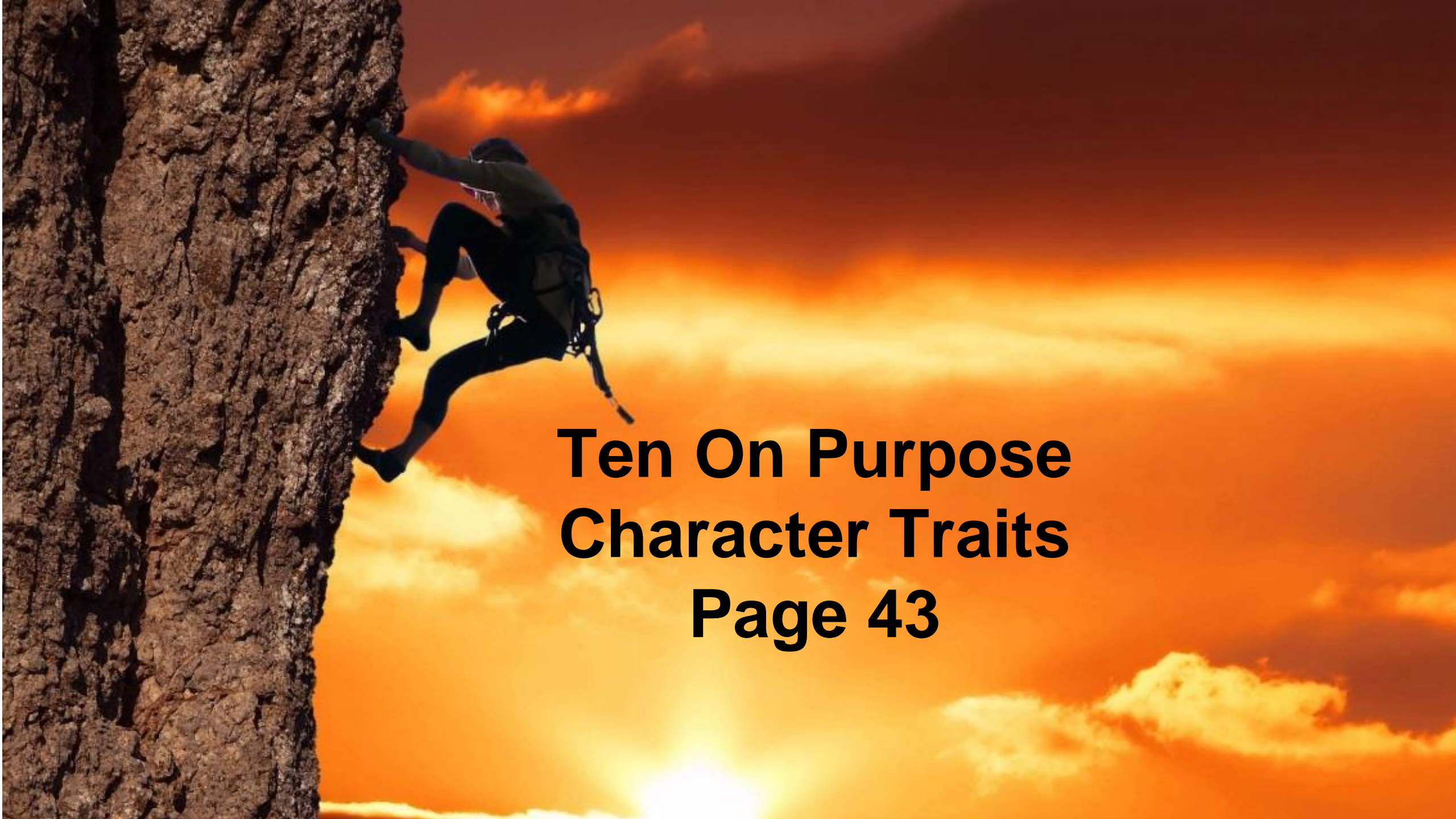
WITH A NEW PREFACE

MARTIN E. P. SELIGMAN, Ph.D.

Author of Authentic Happiness

"Vaulted me out of my funk. . . . So, fellow moderate pessimists, go buy this book." —Marian Sandberg, *The New York Times Book Review*





**Ten On Purpose
Character Traits
Page 43**

On Purpose Character Traits

- **Forgiveness**
- Integrity
- **Gratitude**
- Worrying About What Others Say or Think About Me
- Love of Learning
- **Avoiding Distractions**
- Humor
- **Persistence**
- Love
- **The Power of Association**

On Purpose Character Traits

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- **Humor**
- **Persistence**
- **Love**
- **The Power of Association**

Development,
ing and
Building

all Goldsmith

hallGoldsmith.com

llGoldsmith.com

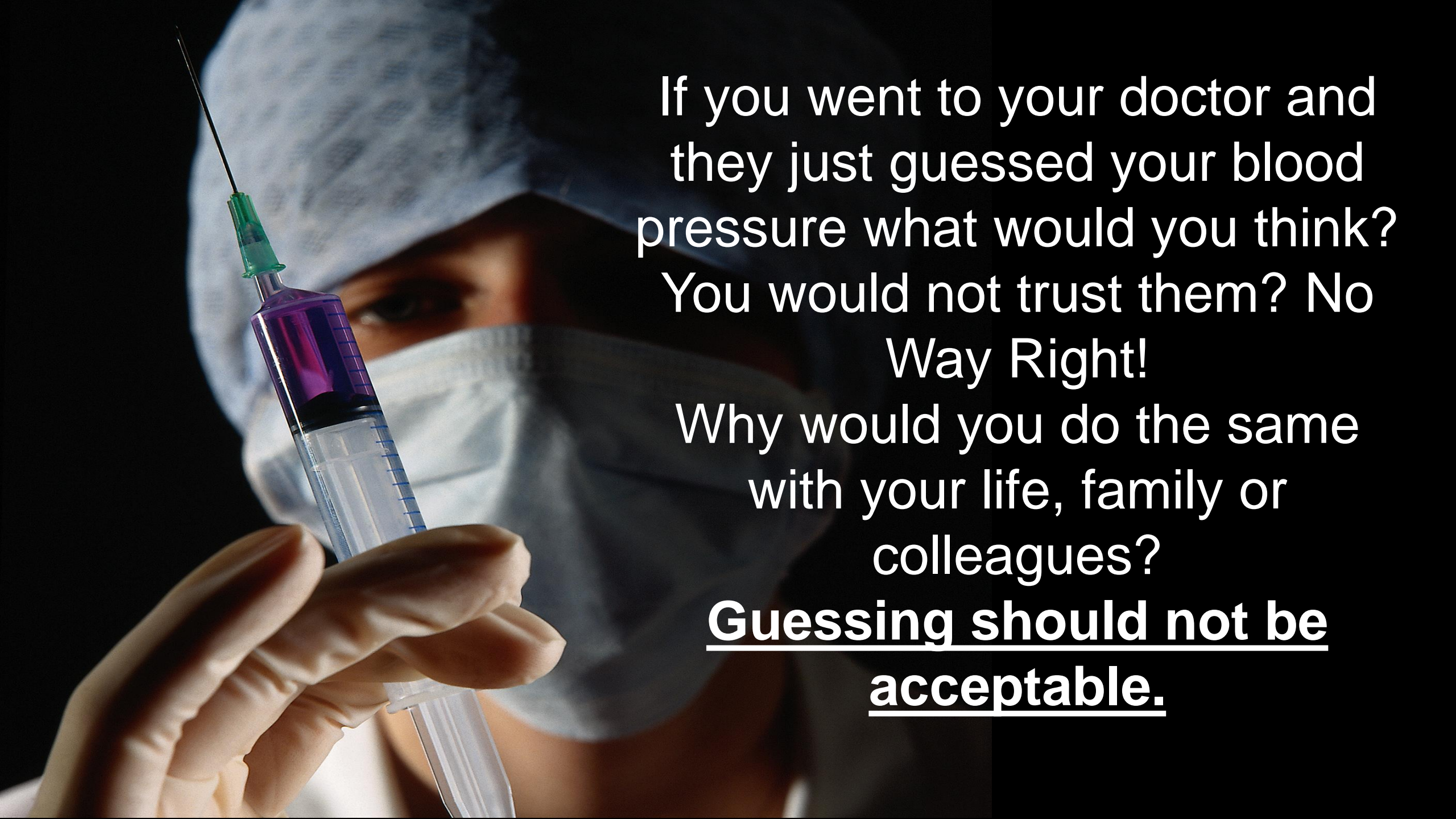
Integrity
Ken Keis with
Dr. Marshall Goldsmith
1 Executive Coach

On Purpose Character Traits

- **Forgiveness**
- **Integrity**
- **Gratitude (Well-Being Research)**
- **Worrying About What Others Say or Think About Me**
- **Love of Learning**
- **Avoiding Distractions**
- **Humor**
- **Persistence**
- **Love**
- **The Power of Association**



The Power Of Measurement and Benchmarking



If you went to your doctor and they just guessed your blood pressure what would you think?

You would not trust them? No

Way Right!

Why would you do the same with your life, family or colleagues?

Guessing should not be acceptable.

The Quest For Purpose – Part Two

Assess For Success (Page 73-124)

- The Power of Personal Style
- What Do You Really Value?
- Dying To Live
- Are You Worthy?



**PERSONAL
STYLE INDICATOR**



**ENTREPRENEURIAL
STYLE & SUCCESS INDICATOR**



**LEARNING
STYLE INDICATOR**



**INSTRUCTIONAL
STYLE INDICATOR**



**SALES STYLE
INDICATOR**



**LEADERSHIP SKILLS
INVENTORY-SELF**



LSI 360°



**VALUES
PREFERENCE INDICATOR**



**STRESS INDICATOR
AND HEALTH PLANNER**



**JOB STYLE
INDICATOR**



**MANAGER'S
JOB STYLE INDICATOR**



**JOB STYLE INDICATOR
COMPATIBILITY REPORT**



**SELF-WORTH
INVENTORY**

eCourse

WHY AREN'T
YOU MORE
LIKE ME?TM

PERSONAL STYLE INDICATOR

eCourse

DYING
TO
LIVE

STRESS INDICATOR & HEALTH PLANNER

eCourse

WHAT DO
YOU REALLY
VALUE?

VALUES PREFERENCE INDICATOR

eCourse

TRANSFORMING
LEADERSHIP

LEADERSHIP SKILLS INVENTORY

Knowing and Living out
God's Purpose and Clarity For **Your** Life
is **NOT** about being self-centered!
But rather about being self-honoring.
Living in and through your purpose is
where you will and can contribute at
your highest level!

Your Positive Review Exercise

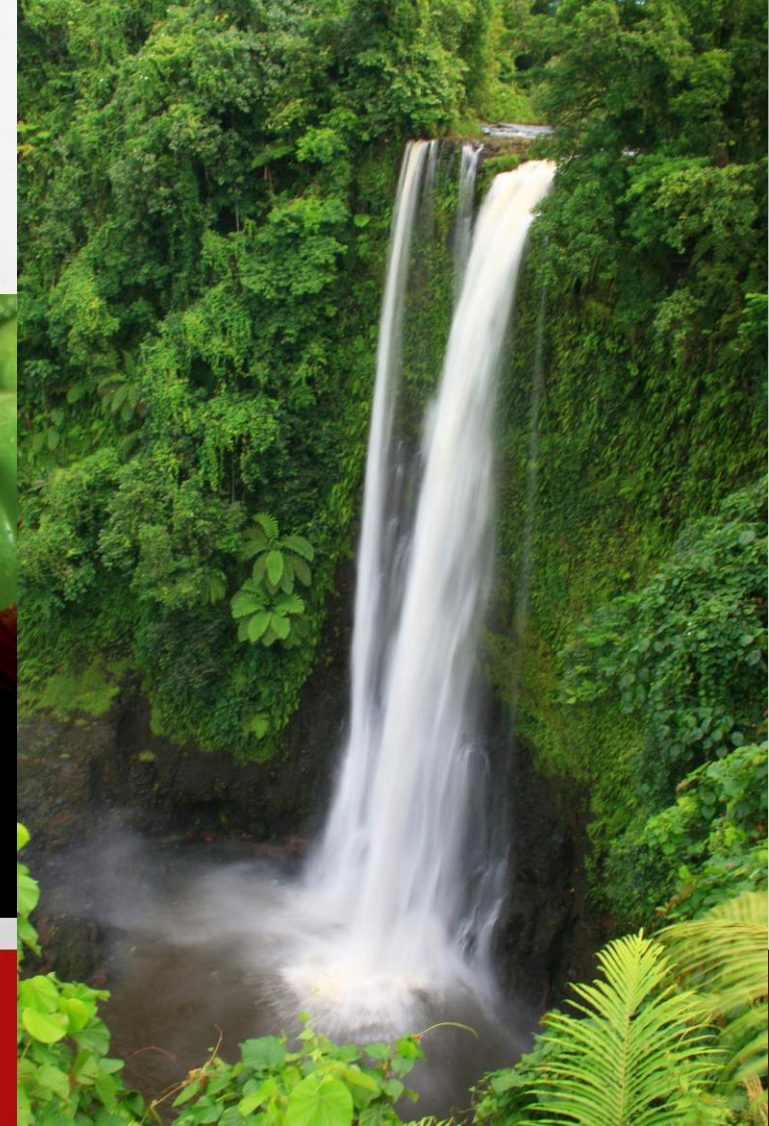
- This is an autobiography of your past and present.
- Think back to your earliest age you can recall, then reconstruct and journal each year of your life. After we identify the categories take as long as you need to journal. This might take a few days even a few of weeks.

Your Positive Review – Page 137

- **Senses:** Smells, tastes, touches, sounds, sights
- **People:** Who? Why do they interest/attract you?
- **Places:** Where? (geography)
- **Intellectual:** Ideas, inventions, concepts
- **Experiences**
- **Belonging:** Memberships, associations, groups, clubs
- **Learning:** Formal and informal
- **Work:** Paid or unpaid (volunteer); itemize tasks

Senses – Page 139

- Smells, tastes, touches, sounds, sights











KEIS





THE AIR CADET LEAGUE OF CANADA
LA LIGUE DES ESCADRES DE L'AVIATION CADETTES DU CANADA

November 11, 2013

Pilot Licence
2013-2014
November 11, 2013

Dear Pilot Keis,

Congratulations! You have been selected as the recipient of an Air Cadet League of Canada Pilot Licence. This is a significant achievement and a testament to your hard work and dedication. The Air Cadet League of Canada is proud to support you in your pursuit of excellence.

The value of this scholarship is for \$2000 plus tax for every 100 Pilot Licence hours. The scholarship is intended to provide the funds necessary to enable you to complete the number of hours and skills you need to receive, according to the schedule set out in the Pilot Licence Program. This scholarship is available to all Pilot Licence holders who are currently in the Pilot Licence Program.

Although the deadline for you to complete your Pilot Licence is later 11, 2014, it is your responsibility to ensure you complete your Pilot Licence by the end of the year. You must contact the Air Cadet League of Canada if you are unable to complete your Pilot Licence by the end of the year. You must contact the Air Cadet League of Canada if you are unable to complete your Pilot Licence by the end of the year.

When signing up to the Pilot Licence, you will be required to complete your Pilot Licence. You will also need to complete your Pilot Licence. You will also need to complete your Pilot Licence. You will also need to complete your Pilot Licence.

If you have any questions or concerns, please contact the Air Cadet League of Canada. We are here to support you every step of the way. Thank you for your dedication and hard work. We are proud of you and your achievements.

Page 1 of 1





About



Tim: Visionary, Driven, Passionate, Ambitious and Diligent.

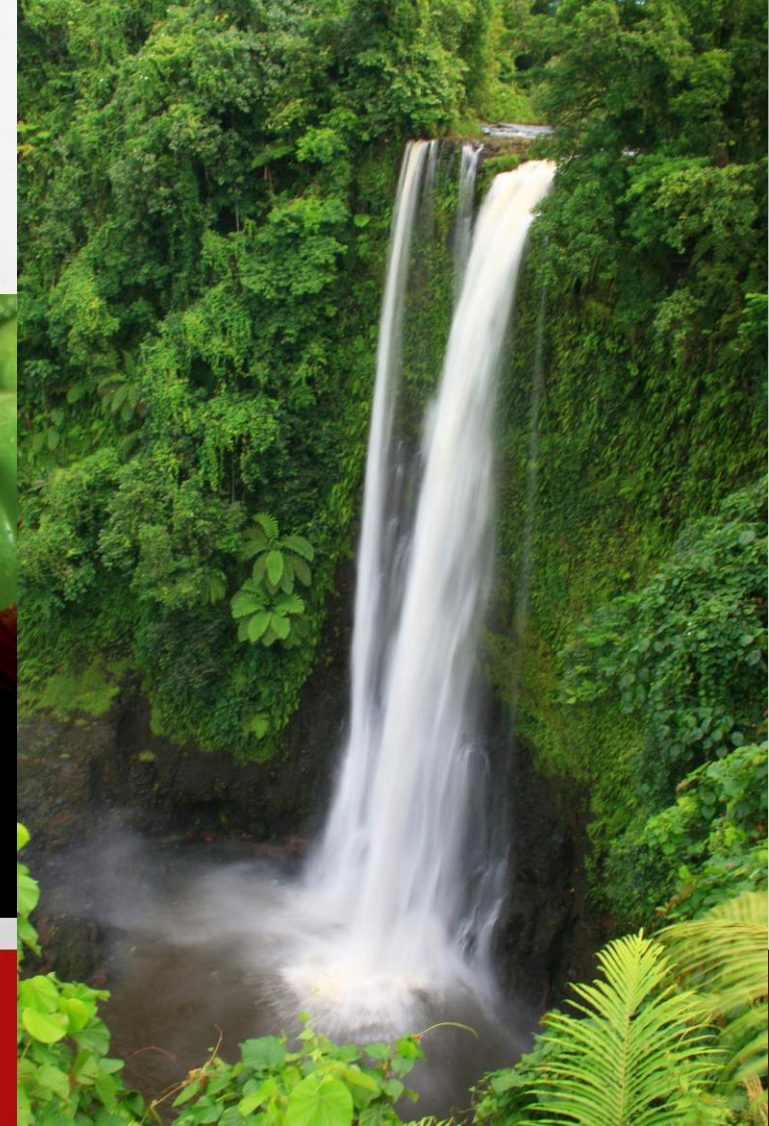
Tim Keis is an award winning Langley-based acreage and residential Realtor. He is known as a committed and driven individual with a never ending smile. He exudes joy and genuinely loves people. His proven approach has consecutively helped his clients achieve top notch list to sale price ratios with low days on market. While Tim is devoted to building meaningful relationships, his ability to find creative ways to get people what they are looking for is what set's him apart.

Tim is what you might call a serial entrepreneur. He has owned three successful businesses over the years but has always had a love for real estate. Since his time at University studying Business and Communications Tim has been committed to developing his marketing know-how by taking continuing education courses that keep him ahead of the curve. Tim is known for his innovative video and social media techniques where he leverages his audience to promote his client's [listings](#).

Tim loves numbers. A huge part of listing or purchasing a home is understanding where the market is, and more importantly, where it is likely to go. This gives Tim's clients a huge advantage. He uses his in-depth knowledge, experience, and tools to interpret data, price homes according to today's market value. (To see Tim's Fraser Valley Market Updates click here for his [blog](#).)

Senses – Page 139

- Smells, tastes, touches, sounds, sights



Places – Page 145

- Where? Geographic





DIAMOND HEAD
STATE MONUMENT









Places – Page 145

- Where? Geographic



Experiences - Page 151

















Experiences - Page 151



People – Page 142





KONQUER YOUR RIDE

FRANKENST...

HARLEY-DAVIDSON

Chariots of Light

Dr. John

OREGON Chapter

Chariots of Light

Eastern Chapter

SUNGLASSES

SUNGLASSES


BILL

CHARIOTS DIRECTOR

HARLEY-DAVIDSON







Ken with the former
Prime Minister of
Canada Stephen Harper

Intellectual

- Ideas, inventions, concepts



Belonging

Memberships, associations, groups



Learning

Formal and information education



Work (Serving)

Paid and Unpaid (Volunteer): Pay attention to tasks



Your Three Big “10” Review – Page 163

- List the 10 **Most Important** things that have ever happened to you.
- List the 10 **Most Exciting** things that have ever happened to you.
- List the 10 **Most Peaceful** things that have ever happened to you.



Your "SEVEN" Greatest Passions (loves) of your life Page 170



Master
Of
Ceremonies



The Quest For Purpose – Part Four

Bringing It All Together – Page 173

- Key Word Analysis & Tabulation
- Key Word Sequence & Master List
- Key Word Pattern
- Your Positive Preview
- Crafting Your Ideal Work/Career
- Quest Inspiration Model



Key Word Analysis

Sounds → The ocean waves beating against the shore. Of nature in the woods the natural sounds that ~~are~~ occur.
Sound of power fast cars, jet skis, jet plane
Music which can be danced to, ~~get~~
great love songs. Of a powerful speaker shaping your emotions
People laughing and having a great time. eg. wedding, concerts.
Sound of my regulator underwater.
The excursion of a human body pushing itself to the limit. Young children learning to talk. Fire crackling

Key Words Tabulation

- Now it's time to tabulate your responses.
- Set up any system that works including an A to Z grid.
- You are creating a summary master list and frequency of ALL your keywords and phrases. I had over 250 so you want allow lots of space to do this.
- At the end of this exercise you will have a word or phrase with a frequency score. Example: Travel – 40, Speaking – 50, Australia – 10, Beach – 15.

Your Key Word Sequence

Now that you have tabulated all your Key Words and the frequency in which they appear, arrange your tabulated totals of Key Words into numerical sequence. Place the words that were circled the most first, then proceed to words that were circled only once. During this process, you are encouraged to group “like” words or phrases. For example, I had the two Key Words “speaking” and “training,” but it worked for me to blend them into simply “speaking.”

Please do this in the space provided below.

Example:

Faith – 60

Speaking – 50

People – 45

Traveling – 35

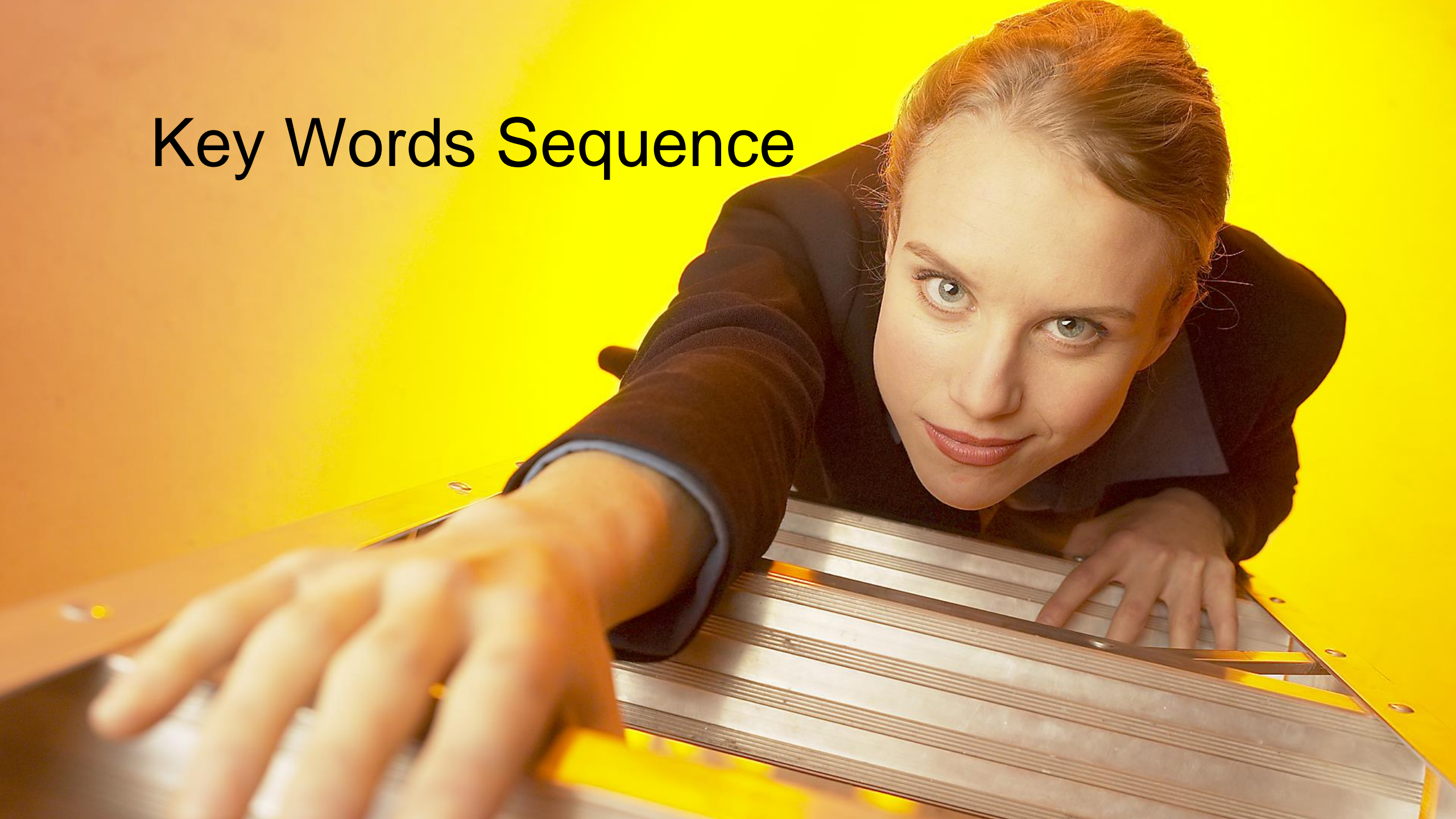
Exciting – 35

And so on ...

Please calculate your sequence now.

Your Key Word Sequence

Key Words Sequence



Your Key Word Pattern

- Using the grid provided in your Quest Journal or one you create now place the words on the page based on preference and intuition.
- Your Key Words Pattern will now underpin your life direction, decisions and influence your vision statements and goals.

Key Word Pattern - Page 186

Helping Others		Speaking
	Activities	
Exciting/High Energy		Traveling
	Spiritual Walk/Truth	
Lifestyle		Fun
	Health/Fitness	
Love		Writing
	People	

Key Word Pattern Example

Helping Others

Speaking

Activities

Exciting/High Energy

Traveling

Spiritual Walk/Truth

Lifestyle

Fun

Health/Fitness

Love

Writing

People

Your Positive Preview Exercise

- It's now time for you to create your list of what you *really* want to do in each of the preview areas of your life.
- Allow yourself to brainstorm and make a list of all the ideas, concepts and inspirations that come to mind – don't restrict your list or thoughts based on your current condition.
- **Warning:** Please don't force yourself to put something on the list because of external pressures or expectations!

Quest Positive Preview – Page 189

- Self (alone)
- Family
- Relatives
- Friends
- Learning
- Spiritual Life
- Public Policy
- Social Life
- Recreation
- Physical Health
- Financial Portfolio
(apart from work)
- Community Service

Your Ideal Work/Career Life A Calling, an Avocation or an Assignment



Pain is only temporary,
but victory is forever



The Quest For Purpose – Part Five

Taking Action

- Quest Wheel
- Quest Vision Statements
- Quest Action Steps
- Nothing Happens Without Structure
- Meaning Before Purpose – Part Two

QUEST WHEEL[®]



Quest Vision Statements

- Self
- Family
- Relatives
- Friends
- Learning
- Spiritual
- Public Policy
- Social Life
- Recreation
- Physical Health
- Financial Portfolio
- Community Service

Your Quest Vision Statements

- Complete a vision statement for each segment leave nothing blank or your Quest Wheel will be unbalanced.
- We don't have a home life and work life we just have a life.
- Your vision statements are written in an active tense format in which you are always achieving. These not to be specific goals or action steps – that's next in the process.

Quest Vision Statement Example:

- For Physical Health
 - I live and model a healthy and athletic lifestyle. This includes eating natural organic foods (mostly live food) and vegetables. I avoid sugars and processed foods. I workout regularly so that I have optimized my wellness including my ideal body weight (within 5 pounds of target) and exude high energy. I acknowledge that most illness is lifestyle and mindset related, so I take full responsibility for my physical condition and actively review the latest research on health and wellness that is based on Functional Medicine Principles.

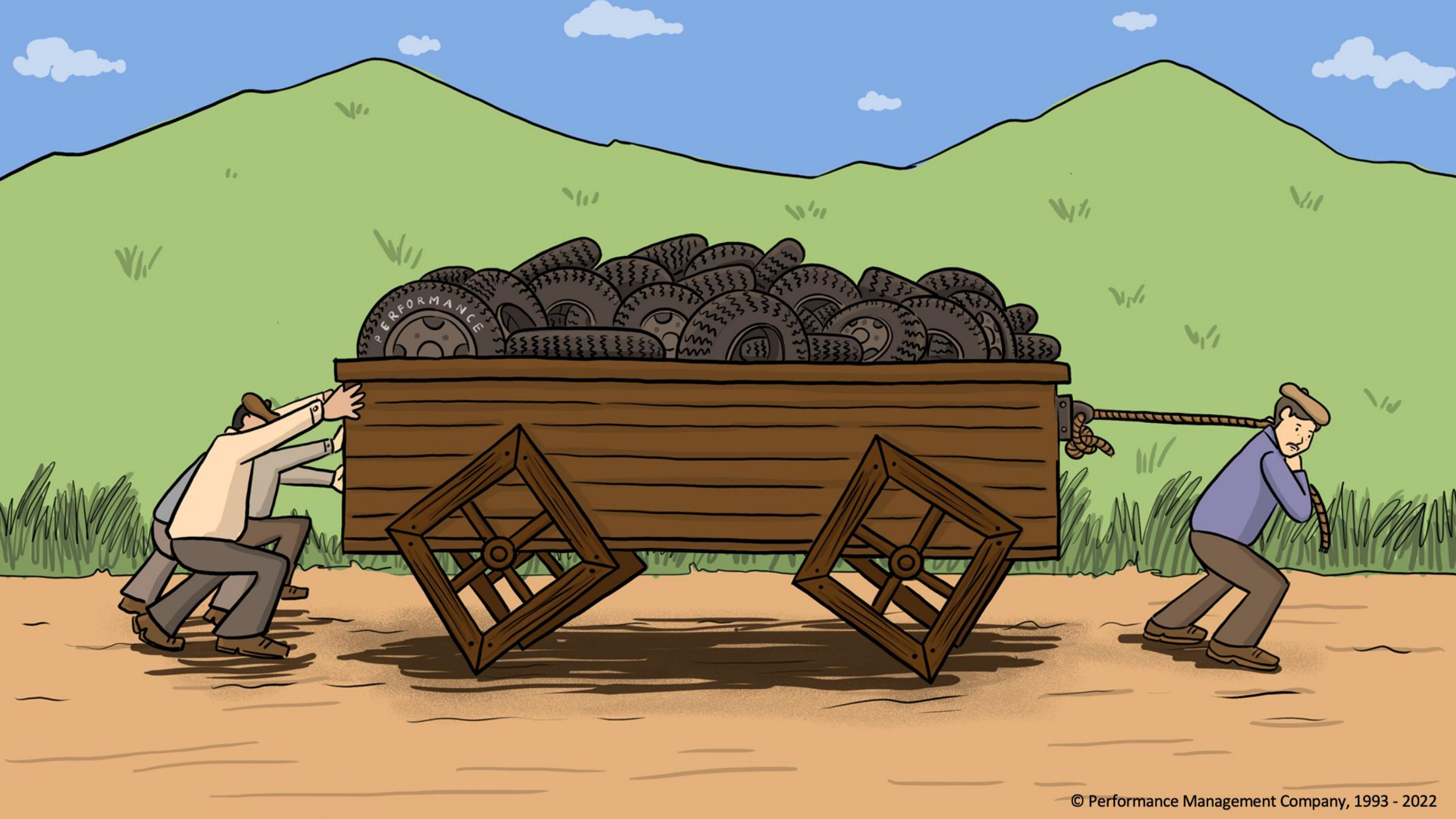
The Quest For Purpose – Part Five

Taking Action

- Quest Wheel
- Quest Vision Statements
- Quest Action Steps
- Nothing Happens Without Structure

John 10:10 (Amp)

The thief comes only to steal and kill and to destroy. I came that they may have life, and have it in abundance!



The Quest For Purpose

Slide deck will be available
on the ELO website after the Forum



Thank You

May you all be living a
life **On Purpose!**

www.crgleader.com

www.kenkeis.com

<http://www.linkedin.com/in/kenkeiscrgleader>

