



CHARLES KOVESS

THE SELF-AWARENESS & PASSION QUEST



5 INSIGHTFUL STRATEGIES TO TAKE
YOUR LEADERSHIP AND PERFORMANCE
TO THE HIGHEST LEVELS



THE CORE ISSUE AND CHALLENGE

Are you a high-level business executive or professional who has worked hard for many years, but deep in your soul, you do not feel truly successful and you're not truly happy much of the time?

Are any of these propositions true for you?

- You feel that you just aren't getting to where you want to be or where you feel you deserve to be?
- You don't have the sense of genuine personal mastery that you want?
- You have kicked many goals over the years, but you aren't deeply proud of what you've achieved so far?
- You have a good family, perhaps you've been married more than once, and your finances are in great shape, or at least somewhat under control?
- You might not be as healthy or as fit as you'd like, but you are not slowed down too much by physical ailments?
- And your spiritual life... well, that leaves a fair bit to be desired! After all, who has time for 'spirituality' in the midst of business challenges and demands from a vast range of personal issues?

THERE IS A BETTER WAY



There is a Better Way available for you.

A Way with new insights and awareness that fulfills what's missing.

A Way to experience deep satisfaction on a day-to-day basis.



FIVE INSIGHTFUL STEPS AND STRATEGIES

There are 5 Steps or Strategies that can transform your life, your leadership, and your performance:

- 1. Raise the level of your self-awareness and understand its links to your effective and successful leadership and performance.**
 - 2. Ensure that you earn your living by pursuing your passion.**
 - 3. Understand the strengths you want to develop and the weaknesses you want to overcome.**
 - 4. Identify your personal philosophy.**
 - 5. Clarify your values and how they guide your decision-making.**
-



THE BENEFITS FOR YOU OF TAKING THE 5 INSIGHTFUL STEPS

- Every day is an enjoyable adventure that you embrace, regardless of the many demands made upon you.
- Your leadership in all aspects of your life improves: you are more discerning, less stressed, and more effective.
- You make better decisions in all aspects of your life.
- You act with integrity that gives you personal power and increased influence, so that people around you rarely ignore you or discount you.
- You make excellent value judgments in an elegant way without having to rethink everything all the time: you know, and observe, your values.

These 5 insightful steps have been uniquely developed by me from 45+ years of professional experience and 27 years of coaching experience.

To take the steps, you do not need to watch vast amounts of videos.

To take the steps, you do not need to do vast amounts of reading.

When you take the steps, the outcomes and benefits you experience will be unique to you.



MORE ABOUT THE 5 STEPS

With my unique teachings and insights, you are able to identify and to take the transformational steps that will uniquely benefit you.

The Self-awareness & Passion Quest (called “the Quest”) has 5 key steps:

- Increasing your Self-Awareness, the crucial key to personal mastery
- Clarifying your true passions
- Clarifying your personal philosophy
- Clarifying your leadership philosophy and principles
- Identifying the blocks in your amazing subconscious mind that can sabotage your journey.

You **can** master each of these 5 Steps to achieve greater professional success and personal happiness.

I have been helping people from all walks of life and all types of industries to master these 5 Steps.



You can read more about me, Australasia’s Passion Provocateur, at the end of this article.



THE 1ST STEP

Increasing your Self-Awareness is essential for personal mastery.

You must examine your current levels of self-awareness.

As Socrates famously said: ***“the unexamined life is not worth living”***.

Your self-awareness impacts on all your decisions, personal and business.

Your self-awareness is a key to a successful and worthy life.

Here's one practical strategy and tool that you can use immediately to help you take the 1st Step.

Answer these 3 simple questions, that are 'simple', but not easy:

- 1. Who is the person who upsets you most in your life?**
- 2. What is it about that person that upsets you?**
- 3. What benefits have you experienced from these upsets?**



THE 2ND STEP

Clarifying your true passions unleashes amazing energy and capability for you.

If you are unclear on your passions, which quite frankly is the situation of many people, you can use our unique 17-steps process to discover or clarify your true passion.

Charting your life for peaks and troughs in a visual way helps you to gain deeper insights into your passions as you have experienced in them.

It is necessary to uncover the blocks that prevent you pursuing your passions or removing what suppresses your pursuit or use of them. Your passions give you the roadmap for where you decide you want to journey.

Here's one practical strategy and tool that you can use immediately to help you take the 2nd Step.

Answer these 2 simple questions, that are 'simple', but not easy:

- 1. What are the three achievements in your life of which you are most proud?**
- 2. What motivated you to do the hard work and discipline to achieve these?**



THE 3RD STEP

Clarifying your personal philosophy.

What is 'philosophy'?

Why is having a philosophy so empowering?

Clarity of your personal philosophy gives you personal power and enables you to act with integrity.

'Integrity' means that what you say is what you do.

'Integrity' means there is no inner conflict between who you are, what you believe, and what you do in your personal life and in your business role.

Here's one practical strategy and tool that you can use immediately to help you take the 3rd Step.



- **Understand that philosophy does not have to be complicated.**
- **Your personal philosophy can be as simple as identifying what is GOOD vs BAD.**
- **It can be as simple as identifying what is RIGHT vs WRONG.**

Create your Personal Manifesto in writing that sets out what is Good and Bad for you, and what is Right and Wrong for you, and then let these elements guide you in every decision you make.



THE 4TH STEP

Clarifying your leadership philosophy and principles.

There are a vast range of leadership philosophies and principles: over 1,000 different models have been published.

You cannot follow them all at the same time.

Craft the leadership philosophy and principles of your own style and then apply your leadership style to your daily decision-making.

This clarity makes your leadership consistent, effective, and powerful.

Here's one practical strategy and tool that you can use immediately to help you take the 4th Step.

Answer these 2 simple questions, that are 'simple', but not easy:

- **What are three rules you currently adopt in your role as leader that you refuse to bend?**
- **What is it about those three rules that make them so important to you?**



THE 5TH STEP

Identify the blocks in your amazing subconscious mind.

You have two minds: the conscious and the subconscious minds. Your subconscious mind often sabotages your conscious plans, goals and decisions.

You can learn techniques to reprogram your subconscious mind so that your conscious decisions are supported by the amazing power of your subconscious mind.

When you harness the power of your subconscious mind, new possibilities arise for you.

Here's one practical strategy and tool that you can use immediately to help you take the 5th Step.

Consider these 4 statements:

- **You are a 'weirdo'! Literally nobody experiences life on our planet in the identical way that you do.**
- **Your parents are 'weirdos'!**
- **Your friends and team members are 'weirdos'!**
- **All politicians are 'weirdos'!**

Understanding the idea behind these 4 statements literally liberates you to be true to whom you want to be, without fear of criticism or disapproval by others.

This is true freedom!

This enables you to take your leadership and performance to the highest levels.



A SUMMARY OF THESE 5 STEPS

The 5 insightful steps enable you:

- **to have greater self-awareness,**
- **to be clear on your true passions,**
- **to embrace your personal philosophy,**
- **to embrace your leadership philosophy, and**
- **to harness the power of your subconscious mind.**

This transformed you, lives a self-aware and passionate life, a life that delivers ongoing feelings of success and rejuvenated relationships, a business career that is fulfilling and successful, where your team members are just what you want!

When you embark on the Self-Awareness and Passion Quest, by taking these 5 insightful steps, you will enjoy these wonderful outcomes without the need for scary and confrontational experiences.





SOME REAL LIFE EXAMPLES

Let me share some stories with you and how this approach has worked for my clients.

- The CEO of an international insurance company learned new leadership thinking that enabled the removal of previously hidden management problems that were undermining the CEO.
- The CEO of a financial services provider found himself overstressed through worry and negative thinking. Learning about, and implementing the 5 Steps, helped him to reframe his thinking to liberate him from undue stress and low energy levels that had negatively impacted on his performance.
- A C-Suite executive in a Big 4 bank was guided in taking the 5 Steps on his journey over 10+ years and 3 key promotions
- A senior female manager in a bank was having difficulty managing her demanding role and her 2 young children. The 5 Steps helped her craft a philosophy and practice that enabled her to feel successful in both roles.
- An experienced specialist dentist was suffering anxiety and high nervousness in social situations that were impacting on his business. Reframing his thinking by using the 5 Steps eliminated this problem very successfully.

These professionals all advanced their leadership and achieved greater professional success and happiness as a result of taking these 5 Steps. They had access to, and harnessed, my professional insights, knowledge, coaching and education, but you can do this yourself to a great extent.



SO WHO IS THE SELF-AWARENESS & PASSION QUEST DESIGNED FOR?

Anyone can use the 5 Steps that are the foundation of the Quest.

The ideal participants for the Quest are C-Suite executives, lawyers, accountants and dentists who want to:

- Grow professionally, doing work they love,
- Serve their colleagues, clients and communities,
- Have fulfilling and wonderful family and friend relationships
- Whilst living their best lives.

The Quest is the way these outcomes are delivered for you and experienced by you, and it is a 1-on-1 coaching program.

The focus of the Quest is to:

1. **help you discover greater clarity about who you truly are and what you want,**
2. **identify your strengths and identify the blocks to your progress**
3. **find the 1% changes that can create remarkable benefits in your life, and**
4. **develop and implement strategies to get you there.**

The components of the Quest are:

1. **Guidebook and reading materials**
2. **Weekly or fortnightly coaching sessions (6 sessions)**
3. **Regular reinforcement to help you maintain momentum**
4. **My availability to personally answer any of your email questions to support your Quest.**



WHY IS THE QUEST STRUCTURED IN THIS WAY?

You'll be learning new ideas, gaining new awareness of who you truly are, overcoming hidden blocks, and implementing new practices.

Recognising new ideas and hidden blocks can happen quickly.
But implementing new practices and making sure you don't fall back into old patterns?

That takes time.

The Quest is unique and has been crafted solely by me.

The Quest and its 5 Steps are founded on my combined 45+ years of experience with leadership, business development and professional services and my commitment to helping people achieve success without giving up their personal happiness.

Charles Kovess

charles@kovess.com

+61 412 317 404

www.kovess.com and www.charleskovess.com



SOME BACKGROUND ABOUT CHARLES KOVESS

Formal legal qualifications: LL.B. (Hons), LL.M.

20 years' legal career

28 years' as a professional speaker; 'Australasia's Passion Provocateur'.

Author of 'Passionate People Produce' and 'Passionate Performance'

Leader of various business enterprises

Leader of 6 not-for-profits

Long history of extensive leadership

Father of 5 healthy and successful children

Successfully married 3 times

Competitive triathlete for 35 years

And much more...