

The Demartini Value Determination Process

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1. How do you fill your personal space?			
2. How do you spend your time?			
3. How do you spend your energy?			
4. How do you spend your money?			
5. Where do you have the most order and organization?			
6. Where are you most reliable, disciplined, and focused?			
7. What do you think about, and what is your most dominant thought?			
8. What do you visualize and realize?			
9. What is your internal dialogue?			
10. What do you talk about in social settings?			
11. What inspires you?			
12. What are the most consistent long-term goals that you set?			
13. What do you love to learn and read about the most?			

Identify the Answers That Repeat Most Often

Once you've written down three answers for each of the 13 questions, you'll see that among your 39 answers, there is a certain amount of repetition – perhaps even a lot of repetition. You may be expressing the same kinds of value in different ways – for example, “spending time with people I like,” “having a drink with the folks from work,” “going out to eat with my friends” – but if you look closely, you can see some patterns begin to emerge.

So look at the answer that is most often repeated and write beside it the number of how often it repeats. Then find the second most frequent answer, then the third, and so on, until you have ranked every single answer. This gives you a good primary indicator of what your highest values are. You can even start making decisions based on this initial hierarchy of values – and you can see how your life is already demonstrating your commitment to these values.

1st	_____
2nd	_____
3rd	_____
4th	_____
5th	_____
6th	_____
7th	_____