



The 3 Most Important Questions

Let's start by understanding the difference between "end goals" and "means goals."

End goals are related to the human experience. Goals like being happy, and contributing to the world we live in with the gifts we were given. They represent our ultimate desires, our North Star, our ideal.

Means goals on the other hand, are the ways that we use to get there. They are the markers on the road to what we really want.

The problem is that we tend to confuse the two, and believe we will feel fulfilled when we achieve our next Means goal.

As Sri Kumar Rao explains, this constant chase for happiness doesn't serve us. The model of "I'll be happy when..." is flawed.

"...I get my promotion"
"...I get to the next level in sales"
"...I find the right team"
"...I get my next certification...degree..."

It's like putting a carrot in front of a horse, and taking him for a never ending ride! This is not the way to fulfillment. Every time we achieve a means goal, we are already focusing on the next.

So what is the best way to set goals? It's all about asking the right questions. Using First Principle thinking to discover our core.

And remember, Goals are a mental construct, there are no right or wrong goals, just the expectations attached to them. You can expand or shrink them the way you want. As important as they are, they do not define you. Don't let them define you, let them empower you.

Change the regular paradigm of a yearly goal to a 3 or 5-year goal

Start by asking yourself

- What is it I really want?
- And what would truly make me, and the people I love, happy?



The 3 most important questions categories

EXPERIENCES

1. What do I want to experience in life?

- If I had unlimited resources, what would my life look like?
- What would I be doing?
- Who is there with me?
- What do I want to experience with friends and family?
- How are my relationships?
- How is my home?
- Where do I want to travel?
- What activities or hobbies am I engaging in?
- What does success look like for me?
- Write down everything that you could possibly dream of doing or having that would make you feel happy and joyful.

GROWTH

2. How do I want to grow and develop myself?

- What new skills do I want to learn?
- What languages do I want to master?
- What character traits do I want to improve?
- How can I learn to take better care of myself?
- Write down anything you want to develop in your life.

CONTRIBUTION

3. How do I want to contribute to the world?

- How could I contribute to my family, friends, society, city, or even the entire planet?
- *No matter how big or small your ideas, write down everything that comes to you.
- What is the legacy I want to leave?
- How can I make the world a better place?
- What problem do I want to solve for the planet?

Take no more than 90 seconds per category. The point is not to overthink it, but let the answers flow through you. This is how you will hear the answers that instantly come to you, straight from your heart.

Use the table below, and keep on writing for the full 90 seconds and do not stop. At some point, your critical mind shuts off and you start writing what matters.



Experiences	Growth	Contribution