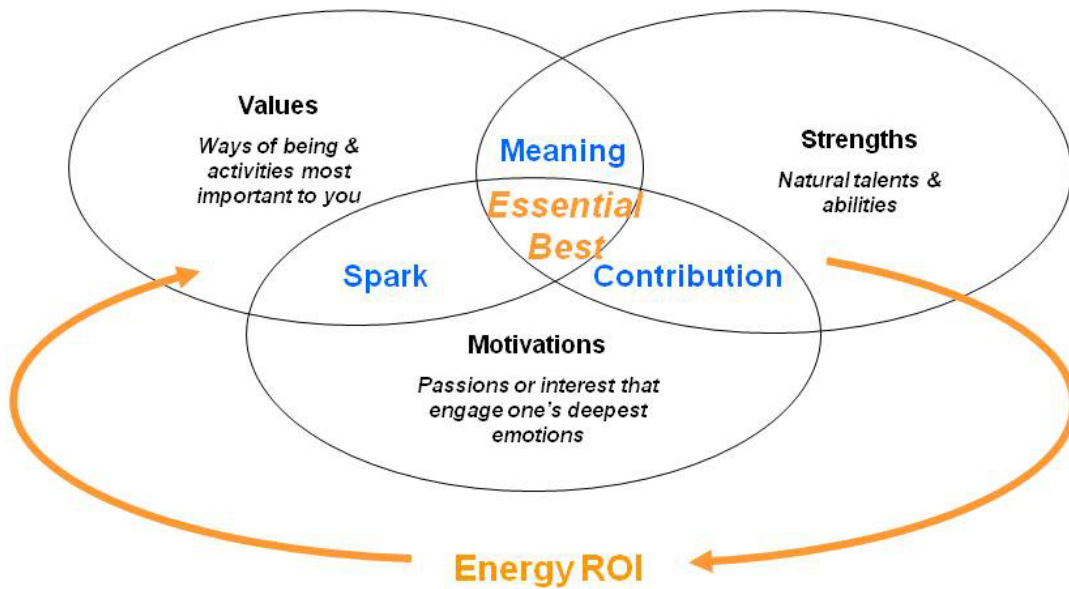




# IAM - Energy Map™



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## Definition of Key Terms in the Energy Map™

*Strengths* are a combination of natural talent, knowledge, experience and skills. As defined in the book, "Now, Discover Your Strengths," *strength* is a "consistent near perfect performance in an activity."

*Values* are those things that are most important and meaningful to us. They can be expressed through feelings and/or actions. Good examples are: integrity, respect for others, humor, trust, independence.

*Motivations* are the feelings of aliveness or inspiration we experience when our emotions are engaged. Examples are: resolving a workplace issue, time with family, successfully rebuilding an antique car, or landing a new client.

When we find ways to use our strengths in alignment with our values, we experience *meaning*, fulfillment or significance in what we do.

When we apply our *strengths* to support our *motivations*, we have the potential to make a significant *contribution* to the world. We become clearer about where we want to give. When we give of our strengths, we invest our energy in others.

When we align our *motivations* with our *values*, we most likely will feel a *spark* of inspiration and excitement. We literally begin to feel more energy and engaged.