

How you discover the work you were born to do

By Nick Williams



How do I help clients who say, 'I don't know' when I ask them what they'd love to do?

Often when I ask people what they would love to do in their work, they often respond with the words, 'I don't know!' For some people, this is genuinely true – they just don't know – and with guidance such as asking good questions or even personality tests they can become clearer about what they want to do.

However, I believe that a part of us does remember and does know what we want to do, what the dream in our heart is, and what we were born to do. I help people to connect with that deeper part of themselves that *does* know. We can achieve this through prayer, meditation, or anything that puts us in touch with our own soul or spirit. Whatever works for you, do that.

The four questions that I find most unlock people's deeper remembering are:

1. What is the dream in your heart?
2. What would most inspire you?
3. What is the work you were born to do?
4. What is the thing you most keeping resisting and talking yourself out of?

I use this fourth question as we are often so quick to dismiss our inspired ideas and try to talk ourselves out of what we are truly here for.

The deeper dynamics of "I don't know"

I often find that the statement 'I don't know' conceals at least four other dynamics when I delve a little deeper.

1. **I have an idea of what but don't know how** - 'I do have an idea – or several ideas – about what I'd love to do, but I have no strategies for making them happen. I don't know how I could realise them or how I could earn a living from them.' So we confuse 'I don't know what' with 'I don't know how'. I encourage people to capture and acknowledge the ideas, inspirations and intuitions that they become aware of, and not to dismiss them because they don't seem feasible.
2. **I'm afraid to know.** I find that what people often are saying is, "Unhappy and unfulfilled as I am, this situation is familiar to me. Becoming clear about the next step would be scary for me, so I'd rather stay unclear, thank you!" part of us knows that if we got really clear about what we wanted, we'd have to do something about it, and that scares the heck out of me!
3. **I want a bolt of lightning to come down and make it really clear for me.** I am waiting for God and the Universe to write it on a twenty-foot-high billboard in words I understand, which will then give me permission to act. I don't want to have to go out looking, or research, explore and then trust myself to make a decision. I am afraid to know myself, trust myself and take greater responsibility for my life.

4. **Fear of ridicule** – so often when we are close to what is in our hearts, fear of judgment and shame are not far away. What is precious in us can be fragile, so we are understandably reluctant to put our most heartfelt thoughts, ideas and feelings out to public scrutiny, so it may be easier to pretend we don't know.

So 'I don't know' can often signify fear-masked, confused thinking, indicating a need for us to take a clear and honest approach.

Ask yourself better questions

In 1987, I was in what looked like a successful career, selling high value computers to Japanese banks in the city of London. Behind the veneer, I wasn't happy, but I didn't know what else to do. I would ask myself, "What is wrong with me? I have got a career that many would give their right arm for, why can't I be satisfied?" Those questions didn't cause me to feel good, and were really an invitation to be unkind to myself. I was in a vicious cycle of feeling bad and then asking questions that kept me feeling bad.

Little by little, I learned about the power of questions and began to ask myself better questions that led me to a more authentic life. A pivotal question was, "So, if I haven't been put on this planet to sell computers to Japanese banks, why am I on this planet?" Answers began to come to that were empowering, that excited me: You are here to inspire others, to be creative, to teach and write. These questions led me to discover the work that I was born to do, and today I am doing all these things, and am so much happier and more fulfilled.

Changing the quality of the questions you ask yourself can certainly transform any aspect of your life, even your whole life. Successful people ask better questions and, get better answers, and then get better results in their lives. Remember though, great questions don't always have to provide you with concrete answers; your whole life could be living and exploring the answer to a question. Great questions can open you to live a life of curiosity and enquiry.

If you are not yet clear about *the work you were born to do*, you can download your free copy of a nine part programme to help you discover it now at:

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