

**BEING, DOING AND HAVING ACTIVITY**

One of my favorite phrases is: “*You have to be before you can do, and do before you can have.*” In short, you have to be a person of character and do the right things, and then you can have a life you really want. Just look at what you have to DO in order to accomplish your career and life goals, and then examine yourself and determine what kind of person you have to BE so that you can HAVE. To make the “Be-Do-Have” theory valid, believable, and usable on your part, look at your own life now.

Adapted from *SUCCESS FOR DUMMIES* by Zig Ziglar.

**Directions**

- In the **HAVE** column, list all the things that you really want in life, whether it is an education, good family relationships, a beautiful new home, more money, health—you name it.
- In the center column of the page, identify what you have to **DO** to acquire the things in the **HAVE** column. Say that you want a successful marriage. You must be willing to share your innermost thoughts and concerns with your mate. You must carry more than your share of the workload and encourage your mate when he or she is down. You need to remember special occasions. And the list goes on. Consider what you listed in the **HAVE** column and what you must **DO** to acquire them.
- Now, go to the **BE** column and identify what you have to **BE** in order to **DO** so that you can **HAVE**. For example, to have a successful marriage, you must BE faithful, attentive, loving, caring, helpful, empathetic, encouraging, persistent, committed, kind, thoughtful, considerate and responsible. Not having all of these qualities is okay because they are skills, and skills can be developed.

Be	Do	Have