

Your Life is About to Get a Whole Lot Better

There comes a time when we realize we're capable of more — doing more, seeing more, producing more, accomplishing more, and being more. Regardless of our accomplishments, something is missing. We're left wondering *Is this as good as it gets? Is this what amounts to my life and legacy?*

My guess is you've reached that point and you're saying, *Something has to change, but, what? What should I do?* These gnawing questions play in the back of your mind most of the time. Except now... something *really* needs to change.

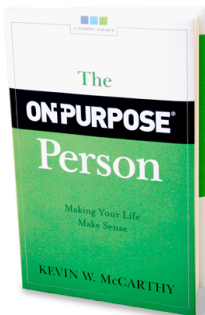
Yep, you're ready to become an on-purpose person. Simply reading this Preview will be a small, yet significant forward step in the right direction — a change and something to do.

The On-Purpose Person provides a remarkably fresh and personal response to the questions under your questions. Here's an inspiring story of one man's journey into self-discovery with the help of others. Importantly, you'll discover a simple, yet powerful process to help you get very real with yourself so you can be more true to yourself.

To rise up, you must go deep. Admittedly, digging into the heart of who you are may appear to be an intimidating prospect. In this modern parable, you'll find a safe and fun method to meaningfully explore and tap into your highest potential. This easy to read story is one you'll likely read and re-read as others have done for nearly two decades with the original book.



Kevin W. McCarthy



Why a Free Preview?

I help people articulate their life's purpose and then live into that purpose. That's it. That's being on-purpose. Most of us haven't a clue what our purpose is, let alone what life can be like when we're on-purpose. Begin living the life you were meant to live.

Naturally, you'll be skeptical before you trust what's in the book. Therefore, a free Preview makes sense. If you were in a bookstore browsing, you would be flipping the pages of the book before buying it.

Instead of being a browser, you're using one. Here's a way to recreate the same experience from the comfort of your keyboard.

Certainly, I want you purchase *The On-Purpose Person* hardcover or ebook. Most importantly, however, is that you become aware of being.

Additionally, chances are high you're not alone in your realization and desire to make a good life even better. You know people who need this message as much or more than you do. Please share your preview copy with the person(s) who just came to your mind as you read this. There's a reason they flashed into your mind. Already you can be making a difference in the life of another person.

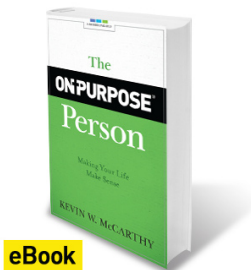
Finally, this book is the flagship for a range of products and services designed to help you be on-purpose. You're tapping into a small, but growing network of support.

Welcome to the movement, a vision I call The On-Purpose Planet: Where Every Person is On-Purpose®. It begins with you.

Enjoy your reading and...

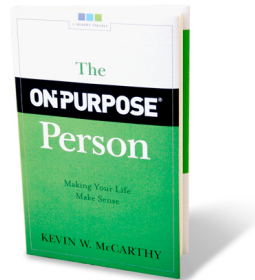
Kevin W. McCarthy

Be On-Purpose!
Kevin W. McCarthy



eBook

I want immediate access to the full electronic version of *The On-Purpose Person*.



I want the hardcover printed book mailed to me.



A MODERN PARABLE

The

ON PURPOSE[®]

Person

Making Your Life
Make Sense

KEVIN W. McCARTHY

“The simplicity and directness of *The On-Purpose Person* really hits those of us who are striving for integration in our lives. Living the ‘On-Purpose’ life requires the kind of structure and encouragement that are provided in this book.”

—Steve S. Reinemund, former CEO, PepsiCo, Dean of Calloway School of Business and Accountancy and the Babcock Graduate School of Management, Professor of Leadership and Strategy, Wake Forest University

“The secret of success is: Do more of what you’re good at and less of what you’re not good at. That’s what *The On-Purpose Person* is all about.”

—Stanley C. Olsen, Co-founder, Digital Equipment Corp., Developer, Black Diamond Ranch

“What a refreshing book! To the point, and with the passion only a true believer can communicate, *The On-Purpose Person* should take its rightful place in every thinking person’s bookcase.”

—Michael Gerber, CEO, The Michael Gerber Corporation, and Author, *The E-Myth*

“I love Kevin McCarthy’s concept of being on-purpose.”

—Ken Blanchard, PhD, Coauthor, *The One Minute Manager*

“*The On-Purpose Person* is the book to read before you read *What Color Is Your Parachute?*”

—Connee Sullivan, Managing Partner Tondu Corporation

“I was so excited about *The On-Purpose Person* that I purchased dozens of copies to share with family, friends, business associates, and church members! It works!”

—Roger Stitt, President, RHS Construction Company

“In my psychiatry practice, I see many patients struggling to find themselves. I help them focus on their assets and get moving—much like *The On-Purpose Person* does. The only difference is that I use psychiatric jargon, attach labels, and charge fees. What Kevin is doing, if it were to become well-known, would put me and other psychiatrists like me out of business.”

—Walter J. Muller, III, M.D., The Group for Psychiatry, Psychology, and Social Services

“I read *The On-Purpose Person* with interest and excitement. I kept asking myself: Am I an On-Purpose Person?”

—The Reverend Dr. Peter Moore, PhD, Author, *Disarming Secular Gods*

“Many books assert that one must have a goal to be happy and successful. *The On-Purpose Person* is the first one to show me how to determine what my life should be.”

—Thomas P. Page, Esquire

“Without a doubt this is the best guide I have seen for creating a meaningful life and plan.”

—Dr. Malcolm E. Hawley, DDS

“*The On-Purpose Person* is a valuable addition to an important and growing literature on effective time management and leadership. McCarthy brings to life and makes operational powerful ideas that will help all of us make a difference.”

—John W. Rosenblum, PhD, Dean Emeritus, The Darden School

“The best tool I’ve seen for turning good intentions into positive actions. Highly recommended for anybody, but especially for those who need a way to organize unstructured time – like clergy!”

—The Right Reverend William Frey,
Dean, Trinity Episcopal School for Ministry, retired

“What’s happened to the American Dream? Despite working harder, too many people lack fulfillment, happiness, and emotional security. *The On-Purpose Person* gets us back on track, organized around what really matters, and equipped with a purpose and plan for thriving in a rapidly changing world.”

—Dr. Wayne Scott Andersen, D.O., Author, *Dr. A’s The Habits of Health*

“Reading *The On-Purpose Person* changed my life. The concepts and practical applications detailed in this wonderfully engaging book empowered me to re-focus my personal and professional goals to achieve true inner peace.”

—Gordie Allen, CEO & Professional Sales Trainer, Leads-Plus, Inc.

“Many years ago I had my entire leadership team read *The On-Purpose Person*. The next 11 years we followed and adapted your On-Purpose approach to our specific needs. This incredible experience yielded the strongest management team I have ever had the privilege to lead.”

—Andrea Hill, CEO, Hill Management Consulting

“*The On-Purpose Person* is an experience. I read this simple, yet powerful message during a challenging time in my life when I needed actionable direction. It delivered this and more. My reaction was emotional, even spiritual and it has helped me in every aspect of my life since. Being on-purpose, that’s where it’s at for me!”

—Erik Laver, President, SendOutCards

“*The On-Purpose Person* guided me to look within myself and discover what matters most. This modern parable provides an uncomplicated, yet introspective process. I’ve shared this message with friends and colleagues to help them articulate their purpose, vision, mission, and values. This small book is large in its power to create personal breakthroughs. The message is timeless and is transforming lives and generations to come.”

—Dave Zerfoss, President, Husqvarna Products, Inc.

“If I were stranded on a deserted island and could only have five books with me, I would want three of them to be the *Bible*, *The Book of Common Prayer*, and *The On-Purpose Person*.”

—The Rev. Anthony P. Clark, Dean, Cathedral Church of St. Luke



The

ONPURPOSE®

Person

Making Your Life
Make Sense

KEVIN W. McCARTHY

ONPURPOSE®
publishing

Notice: This book is a work of fiction. Some of the anecdotal illustrations in this book are true to life and are included with the permission of the persons involved. Other illustrations are composites of real or fictional situations. Otherwise, any resemblance to actual persons, living or dead, is entirely coincidental.

Published and distributed by On-Purpose Publishing
PO Box 1568 Winter Park, FL 32790
(407) 657-6000, www.on-purpose.com

Copyright ©2009 Kevin W. McCarthy

All rights reserved under all copyright conventions.

No part of this book may be reproduced, stored in a retrieval system, or transmitted by any means, electronic, mechanical, photocopying, recording, or otherwise, without written permission from the publisher.

On-Purpose® is a federally registered trademark owned by Kevin W. McCarthy. For the sake of readability the ® is not used in the text.

For ordering information or special discounts for bulk purchases, please contact:
On-Purpose Partners LLC, PO Box 1568, Winter Park, FL 32790

Composition by Greenleaf Book Group LLC

Cover design by Lisa Woods and Barbara Georgoudiou

Lightswitch design by Barbara Georgoudiou

Jacket cover photo of Kevin McCarthy by Marc Harmon

Library of Congress Catalog Card Number: 2007934494

ISBN: 978-0-9740525-1-9

All Scripture in the publication is from the *New King James Version* (NKJV), copyright © 1979, 1980, 1982, 1990, Thomas Nelson Inc., Publishers.

Printed in the United States of America on acid-free paper

Part of the TreeNeutral™ program that offsets the number of trees consumed in printing this book by taking proactive steps such as planting trees in direct proportion to the number of trees used. www.treeneutral.com



12 11 10 09 08 10 9 8 7 6 5 4 3 2 1

Original edition published by Navpress Publishing Group 1992

To my son,
Charles Claiborne McCarthy,
who was born during the writing of the original book
on February 21, 1991.

After years of infertility-related issues
and wanting to share our lives with a child,
Judith and I were blessed by his arrival—
a miracle even by today's medical standards.

To my daughter,
Anne Guion McCarthy,
who was born on March 6, 1993,
after the release of the original book.
Her arrival was a miraculous gift and continued blessing.

CONTENTS

<i>How to Maximize Your Benefit from This Book</i>	<i>ix</i>
DISCOVERY	1
1 “Success”	3
2 <i>A Different Path</i>	9
3 <i>The Professor</i>	11
STEP ONE: A New Beginning	17
4 <i>Out of Chaos and Confusion</i>	19
5 <i>A Single Step</i>	22
6 <i>The Tournaments</i>	28
7 <i>A New Order</i>	37
STEP TWO: The Plan	41
8 <i>Effective and Efficient</i>	43
9 <i>The Ideal On-Purpose Day</i>	48
10 <i>Truths</i>	55
STEP THREE: Simplifying	67
11 <i>Who Am I?</i>	69
12 <i>Being On-Purpose!</i>	80
13 <i>The Seasons of Life</i>	89
TRANSFORMATION	97
14 <i>Choices and Risks</i>	99
15 <i>Passion On-Purpose</i>	104
16 <i>The On-Purpose Person in Creation</i>	109
17 <i>Giving</i>	114
18 <i>The Gathering</i>	124
THE REWARD	129
19 <i>True Success</i>	131
<i>Appendix</i>	135
Acknowledgments	138
On-Purpose® Resources	141
About the Author	142

How to Maximize Your Benefit from This Book

The following suggestions are offered to enhance your personal development and learning, and to increase the value and enjoyment of your reading experience.

1. Read *The On-Purpose Person* cover to cover. Enjoy the story—it's thought provoking and reads quickly. You'll receive great tips to get you on your way to becoming an On-Purpose Person. In other words, get the big picture, then go work the On-Purpose® Process. If you need extra help, we have self-directed study materials and coaching available.

2. As you're reading, if you're anxious to get started, you may want to keep a journal of your impressions, thoughts, and insights. Do what works best for you.

3. Keep *The On-Purpose Person* handy for spontaneous review. Some readers keep it in their briefcase or purse and pull it out to read for highly effective and efficient on-purpose minutes while waiting in line at the bank or grocery store, for their next appointment, for their food to arrive, until the bus comes, and so on. Also, you'll find it helpful to keep it close by for easy reference.

4. Remember this message and the book. Leave it on your desk or nightstand as a visual reminder to be on-purpose. There will be a time

in your life—perhaps it’s now—when you will invest time to really work the On-Purpose® Process. When you do, read each chapter and follow the steps. It is all there for you, but remember extra help and resources are available at our website www.on-purpose.com. Go it alone only if that suits you.

5. Each year, reread *The On-Purpose Person*. It may be the end of the year or your birthday. Just read it! Because it is a modern parable, each reading will reveal fresh insights you missed or just weren’t prepared to glean in previous readings.

6. Being an On-Purpose Person is like learning any skill—repetition builds proficiency. There are no “right” answers. Move at a comfortable pace. Experience it the first time, and allow your proficiency to improve with practice and repetition. Your happiness, success, and achievements will soar as you learn to be an On-Purpose Person.

7. Encourage others to read the book and join you. Share the On-Purpose® experience. As you grow your circle of on-purpose partners, you’re transforming your environment to your benefit.

Read on and have fun . . . On-Purpose!

Be On-Purpose!
Kevin W. McCarthy

P.S. As *The On-Purpose Person* touches your life, please tell me your story. That is a gift you can share with me. Your comments and suggestions are most welcome. My contact information is at the About the Author page at the back of this book.



DISCOVERY

A purpose is . . . on-going and gives meaning to our lives. . . .
When people have a purpose in life, they enjoy everything they do more!

People go on chasing goals to prove something that doesn't have to be proved . . . that they're already worthwhile.

“The fastest way to achieve goals,” the successful salesperson said, “is to stay on purpose.”

—*Spencer Johnson, MD, and Larry Wilson*
The One-Minute Salesperson

CHAPTER 1

“Success”

The mass of men lead lives
of quiet desperation.

—*Henry David Thoreau (1817–1862)*

ONCE THERE WAS a very successful person.

In fact, he was more than successful: his life had meaning and purpose. He was investing his time on earth wisely and making a significant difference in other people’s lives. He had come to terms with himself; he knew his strengths and managed around his weaknesses. Every day was a fresh opportunity to become a better person. He understood, appreciated, and loved many people. In turn, people were attracted to him—whether family, friends, business associates, or casual acquaintances.

But it hadn’t always been that way.

• • •

He carried memories of frustration from years when his life had no foundation or purpose. Then, “living” was just going through the motions, stretched out along a string of days spent reacting to cir-

circumstances and people. Flashes of clarity were too often blurred by urgencies. There was no true focus or sense of knowing who he really was. He was not in control of his life and not his own person.

That was many years ago. Things were different now. He had learned a great deal since then and had put it into practice. He had learned to be on-purpose.

LEARNING TO PERFORM

As a boy, he felt ordinary, just ordinary. He was often awkward and embarrassed, but mostly just unnoticed. In middle school and high school, he overcame his awkwardness by blending in with friends. Going along with the crowd was easier and more acceptable than standing out. He kept out of real trouble and stayed on good terms with most people. All in all, life was pretty good then, at home and at school.

As a college student, he believed he could change the world, but the day-to-day pressures for grades overpowered his dreams. He honed his ability to sense what others wanted. He knew that the majority rules in a democracy, so becoming part of the majority was a way to gain acceptance. It was an easy, low-conflict approach: Just wait and see, and then do as others do.

His strategy of accommodation worked. He was popular and became a student government leader. It was a rush to have a taste of “Big Man on Campus” status.

Success followed relatively easily. He figured out what others wanted and then acted accordingly. Socializing helped him keep up on the majority opinion, so he continued to be popularly positioned among the student body, faculty, and school administration alike. He had the titles and roles of leadership, but not the heart of a leader. This double life, nevertheless, had its benefits.

He had discovered the secret to success.

Or had he?

CLIMBING THE LADDER

He was in his senior year. College life had been great. True, his grades had slipped, as he could have been a better student. His girlfriend grew more demanding. His relationship with his parents was strained. And his brother was a nuisance. So what? He could deal with all that later when he had more time. After all, he was accomplished at smoothing things over, putting off conflict until another day.

He graduated and took his choice of several job offers. He got on board with a large, well-respected company. His friends were getting married, so he and his girlfriend tied the knot. It was time, and it was also a good move for his career.

At work, he was promoted to manager. He bought a new car and a nice house in the suburbs. He and his wife were expecting a child. His star was on the rise.

Each rung of his climb on the corporate ladder to power and responsibility was hard-won. His ability to detect and deliver on other people's expectations was now masterful. His boss continued giving him good reviews and raises, and he was popular with those who reported to him.

Things were going well on other fronts, too. His parents were proud of him. His wife and children were well cared for. The family moved into a bigger house in a nicer, more expensive neighborhood. His kids began attending a private school. To make more business contacts, he became an active volunteer for several not-for-profit organizations and even served on the board of a couple of them.

His climb up the ladder was taking him to the top. He had the corporate title, financial rewards, and social standing to show for it.

Success—he had it all.

Or did he?

UNRAVELING REVEALED

Maintaining success was work. Somewhere along the way, the shining star of success began losing its luster.

At work, challenges and opportunities were turning into frustrations and disappointments. He was bored and going through the motions. He couldn't quit his job because his family counted on him as the provider. Worse, his personal finances were out of control. The more money he made, the more he and his family wanted, and the more they spent. There was never enough.

Deep inside he wondered, *Who am I, really? What's become of my dreams? What should I do? Is this all there is to life?* Resentment and impatience toward everything and everybody took root. Afraid he would explode from frustration and blurt things he might later regret, he avoided personal conversations and increasingly withdrew from others in a quiet prison of being without a principled point of view.

He was the image of success on the outside. But on the inside he was slowly dying. He couldn't keep it all together anymore. There just wasn't enough time in the day to do everything he was supposed to do, even though he worked harder and longer. He got up earlier and went to bed later. He was always late to his kids' after-school activities—if he got there at all. His parents grew increasingly dependent on him. Everyone's expectations weighed heavily on him. He hated disappointing people.

The company expected him to be active in the community. He felt caught in the middle when he was asked to head the charity drive at the local civic club. Where was he going to find the time?

Things at home weren't any better. Although he wasn't exactly sure when the shift had taken place, his wife's encouragement had turned into nagging. Her conversation was simply irritating static. He responded by tuning her out as background noise or engaging her in yet another inconclusive argument climaxed by storming out of the room. They talked but had little true communication.

The children—they were growing up so quickly! He hardly knew or even talked with them. When their ears weren’t occupied with electronic devices, “family communication” meant battles over grades, arguments about house rules and appearance, endless requests for transportation and money for this, that, and the next newest thing . . .

What’s happening to me? he thought. Where did things go wrong?
He felt stuck in a life that was a “comfortable” lie.

TRYING TO MAKE HIS LIFE MAKE SENSE

He fantasized about restarting his life—a new job, a new town, and a new wife. He would be true to himself this time and not get so overcommitted. Oh, for a fresh start and a simpler life!

Even suicide occurred to him as a way out. But *he* couldn’t do that. Everyone expected better from him. He knew it was wrong. *After all*, he thought, *what would God think about suicide?* Then it hit him. *Wait a minute—where is God in the midst of all of this? I’m so abandoned and alone.*

Waves of withdrawn loneliness washed over him. No one understood his situation. How much longer until his façade of success crumbled and exposed his reality of disrepair and despair? Life was unfulfilled, empty, and meaningless—there was no point to it. He was just another busy person, not making a difference and just going through the motions.

How could he get back in touch with what was important to him? He had played his invented life role for so long that he was no longer sure he knew who he really was or what he wanted from life—or what he had to give. Secretly he felt he was letting everyone down, especially himself.

These thoughts increased the pressure all the more. He was running out of time—his balancing act grew too risky, precarious, and difficult to maintain. An ever-so-frayed string held his tightly

wound life together. But it wasn't really his life. He was an empty suit—an outer shell of a person who was the picture of success with a hollow core. He was out of control, out of touch with his dreams and his true self.

The state of his inner life overflowed to his outer life. He was visibly overweight, frustrated with his job, anxious about his children, and distant from his wife. He escaped by drinking and working more.

In the midst of his “success” he was scared to death and miserably unhappy. His life seemed to be one big snarl of conflicts, leaving him feeling compromised and void. The truth, if exposed, would ruin him.

Attempts to confide his anxieties and fears to a buddy were dusted off with, “Don't worry—you've got it made, man! We should all have your problems.”

These well-intended words of “encouragement” left him feeling more alone and confused than ever. He was lost at sea, crying out for help, and the passing boaters waved and kept cruising. Misguided platitudes only heightened his desperation. Reaching out for help was increasingly difficult.

This can't be all there is to life! he cried to himself. There must be more. Who can I turn to for help? There must be a way out of this dead end, a way to make it work, a way to find meaning and significance. There must be a purpose for my life.

Something clicked just then. *Purpose.* The word snapped him to attention. He recalled hearing about a remarkable man who was known as an “on-purpose person.” Racking his brain to remember he recalled, *Oh, yes . . . he's a college professor.*

The man searched the Web and found the college professor's name and telephone number. Something *had* to change, and he needed help. What did he have to lose?

CHAPTER 2

A Different Path

Darest thou, now O soul,
Walk out with me toward
the unknown region
Where neither ground is
for the feet nor any path
to follow?

—*Walt Whitman (1819–1892)*

THE COLLEGE PROFESSOR answered the phone on the first ring.

“Hello-o!” answered an enthusiastic and upbeat voice. “What is the purpose of your call?”

“I’m not quite sure why I’m calling,” confessed the man. “You’re known as an On-Purpose Person, and I thought—well—maybe you could help me.”

The Professor warmly welcomed his caller and said, “Please, tell me more.”

“I’m considered to be successful,” he started. “In fact, quite successful. I’m a fast-tracker. I have a nice house in an upscale neigh-

borhood, two new cars, a couple of kids . . .” His “good guy” speech was rolling—the one he perfected when introducing himself at business meetings, trade shows, and chamber of commerce events.

“So, what”—the Professor strategically paused—“is the purpose of your call? And why did you call me for help if you’re so obviously successful?” His tone of voice indicated that the caller had better make his point—soon.

Astutely, the man knew the Professor wasn’t buying his well-told untruth. “Actually, I’m not really *that* successful,” he admitted. “Sorry. I’ve been telling that story for so long, I guess I’m beginning to believe it myself. I’ve been keeping up the charade for years. Frankly, I’m hopelessly confused and my mind is in a swirl. My life feels meaningless and insignificant. I’m so empty, and out of integrity that I’ve lost the real me.”

The Professor listened actively and gave occasional audible acknowledgments to the man. At that moment, the man felt as if he were the only person in the world to the Professor.

“Professor, I’m ready to change, but I don’t know where or how to start. Can you help me? May I make an appointment to see you?”

“Your words are familiar,” said the Professor. “Sounds to me like you’re ready for a different path to travel in life.”

“Yes!” the man exhaled.

“Come by my office, tomorrow at three,” the Professor offered, “and I’ll place you on the path to becoming an On-Purpose Person, but I can’t walk it for you. Only you can take each step.”

“Thank you, Professor,” the man replied. “I’ll be there.”

Ending his phone call, the man thought, *I wonder what being an On-Purpose Person is all about. It’ll be interesting to hear what the Professor has to say. Could he possibly show me the way to a better and more meaningful life?*

CHAPTER 3

The Professor

Enter to grow in wisdom,
Depart to serve better
thy country and thy kind.

—*Charles William Eliot (1834–1926)*
(Inscription on the 1890 Gate to Harvard Yard)

AMID THE HALLWAY laughter and chatter of students, the man found the open door of the Professor's office and knocked on the doorframe.

A trim man turned in his chair and looked toward him. With a generous wave of his right arm, a flash of engaging eyes, and a big smile, he said, "Welcome! Come in."

The Professor's friendly greeting set the man at ease. Entering the office, the man scanned a wall filled with diplomas and awards. Family pictures adorned the desk, and an athletic bag with several tennis racket grips protruding sat neatly in a corner. Books and papers were stacked in piles on the floor. One award in particular caught his attention. The university presented it to the outstanding faculty member as elected by the students and faculty.

The man's immediate take on the Professor left him thinking, *No wonder he's so respected among the students as well as faculty. This guy exudes sincerity and kindness. He's the real deal.* They shook hands and sat in a small grouping of chairs away from the desk.

They chatted easily, exchanging more bits of background information. After a few minutes the Professor asked, "So, what's the purpose of your visit?"

At this point, the man was at ease with the Professor. Given their prior phone call, he anticipated this question—one of the advantages of being accomplished at knowing and meeting other people's expectations.

"I've thought about that question and our meeting since our telephone call yesterday. The bottom line is that I've lost touch with my true self. My life is accomplished, but meaningless and insignificant. I've invested in personal development seminars, lectures, books, audio and video programs, Web searches, everything. I should be happy. After all, I've achieved a lot. I'm a high earner, I've accumulated savings, and I have a great start on my retirement plan. I'm lucky to have a beautiful wife and two great kids. Most people envy what I have. I'm 'successful,' but I don't feel successful. Something is missing."

The Professor fixed his eyes on the man and nodded in understanding. The man felt truly heard and safe sharing his true feelings with him.

The man continued, "I don't know how to get myself back together again. Facts are—the trappings of success have me trapped. My work serves no real purpose except making money. My marriage is mere coexistence. My family functions like a cluster of strangers living detached, independent lives. I'm lost and alone. Man, I'm hurting. I'm hurting bad—bone-deep."

The Professor leaned forward, touched the man reassuringly on the forearm, and smiled knowingly. He sank back into his stuffed chair, looked the man straight in the eyes, and said with a chuckle,

“Where you are in your life is just perfect! You’re actually in a very healthy, albeit, uncomfortable place. You see, we’re all On-Purpose Persons—as we say—‘in creation’! We’re works in progress.”

The man was astonished. “What! How can my life be ‘just perfect’ when I feel so lousy? I come here baring my soul to you, and you—you *laugh!* Obviously, you see something I don’t see. So what’s the deal with this mysterious On-Purpose Person stuff?”

“I’m not laughing at you,” the Professor reassured him. “I have enormous respect for what you just shared and your personal insight. I’m laughing at *myself*. You remind me of the way I was at one time in my life. In fact, it’s a typical starting place for many On-Purpose Persons. You’re in good company. What I see and what you’ll need to learn is to trust the On-Purpose Process. I know what a difference it can make in your life as you progress. Let’s talk about you becoming an On-Purpose Person.”

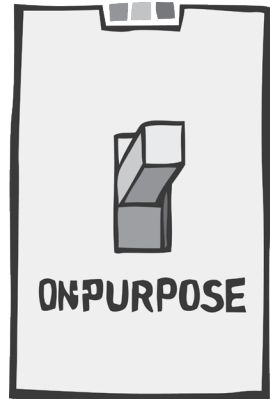
The man leaned in to listen.

The Professor pointed to his wall at a poster with a light switch in the middle. “The light switch turned on is the symbol of an On-Purpose Person. It’s a reminder that we are either off- or on-purpose—nothing in between. Every time you use a light switch, think to yourself, *Am I off-purpose or am I on-purpose?* And then correct or congratulate yourself accordingly.

“Purpose is the energy of your spirit,” the Professor went on. “Discover your purpose, be on-purpose, and the significance and meaning of your life will shine like a bulb connected to the power source.”

“C’mon, Professor,” the man retorted. “That’s easier said than done. Life isn’t as simple as flipping a switch.”

“Yes, it *is* that simple. You’re wired to shine. We all are. Living it out,” the Professor said, smiling, “now, that’s the challenging part.



Being on-purpose requires commitment and effort, but it creates freedom and opportunity. Sliding through life unfocused leaves you caught between chaos and confusion. Despite your ‘success,’ isn’t that where you find yourself today— off-purpose?”

The truth stung. Outer success was unsatisfying in the core of his being. The emptiness of his life was self-evident.

He thought about a guy at work. When problems arose, this guy’s pattern was to withdraw, gather himself to defend turf, and then lash out angrily. *Are we both facing the same challenge, but just reacting differently? A sense of meaninglessness can make a person bitter and battle ready. I pour myself into workaholic behaviors. We’re not much different. A sense of compassion for his peer arose in him.*

“Professor,” the man asked, “what *is* my purpose?”

“Oh!” laughed the Professor again. “There you go, looking for people like me to define your purpose. That won’t work! Others can ask you clarifying questions and provide feedback so you can better understand yourself. But it is 100 percent your responsibility to discover your purpose. Anything less is just people-pleasing. That’s the pattern that got you here in the first place. My promise is to show you an approach to discovery, not the destination. I haven’t said it would be easy.”

“OK then, help me get started in the On-Purpose Process.”

The Professor smiled in delight, for here was his favorite kind of student—a person deeply motivated to seek his purpose. The Professor could project into the future where the man had no present vision. The man would discover that to live one’s purpose or to be on-purpose is where true transformation begins. To know one’s purpose is, however, just a point in the process, a threshold to a renewed life that builds upon the past, embraces the present, and leads to the future even into eternity.

“What’s in this for you?” the man inquired. “Why do you do this? I’m a total stranger. I tell you my life is good. You blow through my cover in moments. Truth is, my life is in shambles, and I reach out for your help. Yet you seem to enjoy this. Why?”

Now the Professor let out a hearty laugh. “*I exist to serve by professing purpose.* Helping you be an On-Purpose Person is on-purpose for me,” he explained. “And I’m at my best and in my strength when I’m professing purpose. You allow my purpose great expression, so in a paradoxical manner, you’re actually helping me.”

“Really? I’m getting the better of this deal,” the man joked. Picking up on the Professor’s comment, he said, “there have been times in my life when I’ve been, in your terms, on-purpose, and I knew it. There are these glimpses of a sense of sheer joy and divine pleasure, regardless of the difficulty or ease of what I was doing. Energy and life flowed because I was in a zone of alignment—like I was a conduit for something greater than I was. It was a peak experience in an upward spiral.”

“That’s it!” acknowledged the Professor. “We *all* have those experiences throughout our lives. For most folks they’re all too infrequent. On-Purpose Persons are more intentional about being true to their design, so everyday life is more vibrant and engaging.” The Professor’s eyes twinkled. “Our on-purpose grade point average is higher.”

The man was getting a taste for being an On-Purpose Person. “Okay, Professor, you’ve got my attention. Please help me. Tell me how I can become an On-Purpose Person.”

The Professor said, “Let’s get started.”



STEP ONE: A NEW BEGINNING

CHAPTER 4

Out of Chaos and Confusion

The man without a purpose is
like a ship without a rudder—
waif, a nothing,
a no man.

Have a purpose in life, and, having it,
throw such strength of mind
and muscle into your work
as God has given you.

—*Thomas Carlyle (1795–1881)*

THE PROFESSOR BEGAN, “Let me print something for you.” He tapped on his computer keyboard and his printer shortly produced eight sheets of paper. He handed a pen and the papers to the man.

“While I’m going through my database,” he said, “take a look at these sheets. They will constitute your ‘want lists.’ Each sheet represents an aspect of life. On-Purpose Persons call these aspects our ‘life accounts.’ Write your name on each want list page.”

Heading each page was one of eight life account titles:

- Financial/Material
- Vocational/Career/Work
- Social/Community
- Family
- Physical/Health/Recreational
- Mental/Intellectual/Emotional
- Spiritual
- Other (e.g., finding a mate, starting a business, new project)

As the man wrote, the Professor continued working at his keyboard. The man announced, “I’m done. My name is on each want list.”

“Good,” replied the Professor. His printer produced another sheet of paper that he handed to the man. “Here’s a numbered list of names and cell phone numbers. Call each person in the order as numbered and make an appointment to visit. I’ll text them to expect your call. These are your companions for your on-purpose adventure. Carry your want lists and the other papers you’ll accumulate with you to each meeting. Get a file folder and mark it, ‘On-Purpose Person Folder.’

“Listen to these On-Purpose Persons, follow their instructions, and keep an open mind and a positive spirit about becoming an On-Purpose Person. I’m the last name on the list, so we’ll reconvene. I’ll check in with you from time to time. This orientation to the On-Purpose Process will set a foundation for your life.”

The Professor put an arm around the man’s shoulders and walked him to the door. He reinforced his message enthusiastically. “This is the most exciting and important journey of your life. Discovering your purpose is important, but living out your purpose—being on-purpose—will surprise and transform your life for good. See it through. It’s challenging to think about life in new ways and perspectives. Expect to face fears, uncover old pains,

and push your comfort zone. Also, expect breakthroughs, insights, and a sense of calm. Along the way, your purpose will fill that hole in your soul and bring clarity, direction, and peace. Onward!”

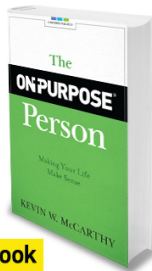
He had met his first On-Purpose Person. The man shook the Professor’s hand and thanked him. Armed with eight want lists and the names and phone numbers, he strode through the Professor’s door onto the path of his future.

My On-Purpose Promise

To further encourage you to finish reading *The On-Purpose Person*, here's my guarantee to you. Buy the electronic version of the book (PC users only), read it, and decide if it is worth your investment. Take 100 days to read, inwardly digest, and become an on-purpose person. If you don't find this message to be valuable and transforming, then ask for a full refund. I'll return your purchase price in full — no questions asked, however, written (email) feedback is sincerely appreciated.



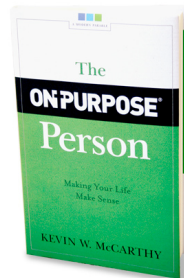
Your financial risk is zero. What are you waiting for?



eBook

Yes Kevin, I want immediate access to the full electronic version of *The On-Purpose Person* so I can keep reading! Thank you for giving me a full 100 days to preview the entire book. Price: \$20

Please note that the ebook is usable only on PCs. As a Mac guy myself, I wish the technology supported Macs.



I want the hardcover printed book mailed to me.

OR

I want to send a hardcover gift copy of *The On-Purpose Person*. Price: \$20 plus shipping charges, and applicable sales tax.