

Defining Your Unique Ability

I strongly recommend reading Dan Sullivan's book, **Unique Ability: Creating the Life You Want**, for a more complete description of how to define your Unique Ability. In the meantime, you can follow the six-step process below to get a head start.

Six Steps to Define Your Unique Ability

1. **Answer the Unique Ability question.** Write down the answer to this question: "What activities give you energy, purpose, and passion? Where do you truly excel?" You might also consider asking two to three other people that know you well how they would answer this question for you.
2. **Take the Kolbe A Index™ and go through the StrengthsFinder 2.0 questionnaire.** The Kolbe Index is an assessment that can help you to identify your instinctive method of operating in the world, and the StrengthsFinder questionnaire will help you to get clear on what your innate strengths are. Both can be taken online. You may also want to read the book **StrengthsFinder 2.0** by Tom Rath. (Note: I found both of these assessments to be helpful, but if I had to choose only one, I would opt for the Kolbe A Index.)
3. **Identify your Unique Ability habits.** Make a list of the things you do on a daily or weekly basis that produce your best results. These are typically habits that you've developed over a lifetime. Write them down and choose the ones that are most reflective of your purpose and vision.
4. **Express your Unique Ability in one sentence.** Complete this sentence: "My Unique Ability is characterized by my superior ability to ..."
5. **Imagine your Unique Ability future.** Imagine yourself in a future where you are spending 100% of your time on your Unique Ability. How would you feel? What would you accomplish? How would your life be different than it is today? Visualizing your "Unique Ability future" inspires confidence and passion.
6. **Set goals to move toward your Unique Ability.** Once you've defined your Unique Ability and imagined your Unique Ability future, set some goals that will move you closer to that ideal. This could include delegating activities that you don't enjoy, hiring a new employee, letting go of nonessential tasks, or even completely changing your work and how you operate.