



The Armani Document

Life Alignment Matrix

1	Serenity	Mind Set	Peace	Balance	At one	Happiness
2	Purpose	Serving	Talent	Enjoyable	Long term	
3	Vision	Location	Lifestyle	Timing	Activities	
4	Day To Day	Constructive	Fun	Rest	Activities	Happiness
5	Goals	Achievements	Events	Systems		
6	Truth or Reality	Strengths	Weaknesses	Personality	Preferences	
7	Plan (SMART)	Specific	Measurable	Achievable	Relevant	Time-bound
8	Steps	Lists	Sub Steps	Sub Sub Steps	etc	



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1) Serenity

Peace, balance and happiness.

The pursuit of serenity will mean all the components of Alignment Layers may be tweaked.

Being in the present moment

Practice gratitude

Time in nature

Appropriate relaxing

Negativity is something he is working on still and has been actively trying to change for the last five years, comments it is something he might always be working on

Has done a little bit of counselling, done a lot of research and trying different stuff.

What made Armani ask the question whether he could change was a mixture of things including conversations with friends, conversations with women he was dating who told



him he had a pessimistic negative mindset and that would make him an impossible boyfriend or husband and that something needed to change

Wants to spend more time being present

Time goes on cooking, chores, dwelling, thinking, living in the past or living in the future, looks at things he has done wrong, looks at times he has been wronged, things he can do better, where he wants to be, comparing himself to people peers or professional sports people (external world importance)

May imagine himself as a perfect person who has achieved everything

Armani commented that happiness is not something you can have all the time because things don't always go your way

I mentioned my theory that if you assume life is about learning to turns out it is.

He commented the meaning of life is how you react to this situation you're in right now and we discussed how that is the only real control you have over anything

Had an acquaintance from a job in 2019, working in different cities. him any acquaintance would meet for dinner every night after work and the acquaintance would come down to dinner after meditation. Armani initially thought meditating was just sat in the middle of the room doing nothing. On the final day of work they got chatting about meditation.

Armani did start trying meditation after a breakup and did it properly for about two years. 10 to 15 minutes a day, breath meditation. After a while he felt zen and felt he didn't need to do it any more. Then found it super hard to get back on it. Now he does it sporadically.

Armani commented the deeper meaning of meditation is there is no end goal

Meditation is something Armani 100% wants to get back into



2) Purpose **

Use passion for training, boxing, fitness, health and discipline to show youth who are potentially on the wrong path another perspective of the world, one of opportunity and a growth mindset.

Commentating on fights techniques could mix in with this if taken one step further and including training tips and diet along with mindset tips.

Your purpose will have the following three categories:

It involves serving, helping people or helping the world

You can be good at it

It is enjoyable for you

Can't be:

Dependent on one person or small group of people e.g. to bring up your children

Time-dependent

Dependent on a static ideology e.g. promote political agenda or a religion

Ideally

Ties into personality type MBTI

Help people directly or indirectly.

Doing or innovating

Examples



Joe: Increase the number of people who have access to opportunities, and increase the quality of opportunities. Opportunities of success, health and happiness.

Cleaner: Keep a work environment clean so others can work in a pleasant and productive environment

Doctor 1: Help individuals to live a long and healthy life

Doctor 2: Find patterns to further the knowledge base on living a long healthy life

Liz: Use insight and intuition to provide tools technology to help people be more effective and productive



3) Vision

Location, family, hobbies, work to free time ratio, healthiness, type of work

4) Day to Day

What constructive activities and fun activities do you want to do on a day by day basis?

Goals come and go, happiness in part comes from having a fulfilling day to day. Working towards something you care about to the specifics of what the activities are. For example I am happy to sweep floors, however I strongly dislike admin work.

The Pivot:

The ultimate form of success is....

To have a balanced week

5) Goals**

Consider starting from here, then going up and then sweeping back down

Achievements, events and systems

Goal is now about how he feels more than about what he is doing, maybe bump up a few

Mindset e.g. being more positive and present

Free up time by spending less time on negative thoughts

Sleep

In the future would love to get into commentating and the analytical side of fighting, feels he has a good eye for the fight game, not sure how to start.



Joe's food for thought:

Have a project that includes:- fight commentating, fight analysis, training tips, nutrition tips, discipline tips, mindset tips aimed to give youths another perspective on the world. Especially youths who may be on a bad path and might not reach their full potential.

Property Management?

Time

Wants time to do things he likes, even including looking after his nephews which creates memories which will be part of his life and their life for ever

6) Truth or Reality

You can do and be anything you want to be. Unlikely. There are many things you can't be and can't do, and there are many other things which are unlikely.

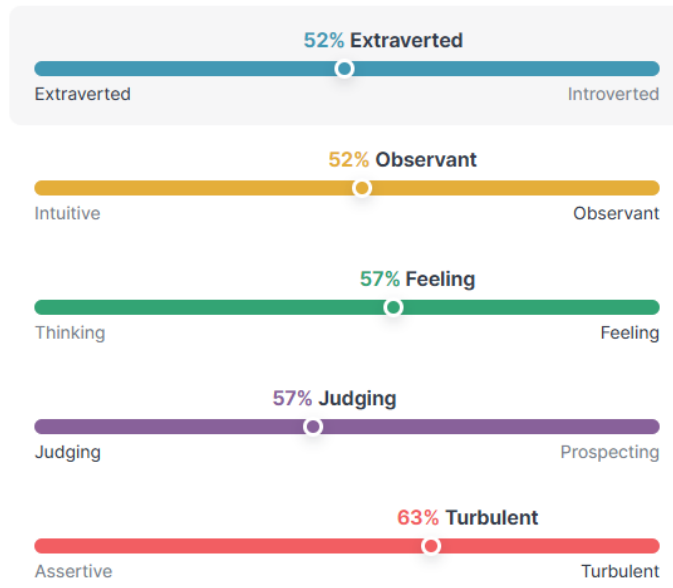
MBTI

SWOT

MBTI

Consul

ESFJ-T



Our Discussion on MBTI

Support people by listening known judge mentally as opposed to coming up with a plan for them

A lot of his friends come to him with things they don't tell other people

Thinks he is more introverted and people tell him is introverted

Is organised but where he goes wrong is doesn't write stuff down and relies on his memory

Doesn't feel he brings people together but my introduced 2 new people at mentoring and they could potentially become friends

From the MBTI it incorrect that he struggled to spend time alone

7) Plan

A plan is a bunch of ordered and organised steps

SMART (Specific, Measurable, Achievable, Relevant, and Time-bound)



8) Steps

Steps are the individual actions you take. E.g. Go to the gym, make a phone call, do some studying

Note: plan and steps really merge into one, a plan is a cascading arrangement of steps.

Goal 1: Potential Goal of Commentating

He has been working on the commentating but it's something he has struggled to pull the trigger on. It is something he has thought about extensively

Has a YouTube channel although hasn't uploaded anything yet

Doesn't like to be the person who has lots of goals but none of them come to fruition

Might have looked at it as little bit invalid and isn't that serious, despite thinking about it every day

Needs to do the next step e.g. uploading videos and getting no views

Doesn't like the feeling of being at the beginning of something

He didn't like being at the beginning of his property career or modelling career, even he was excited about the future and want to be good at it, he didn't like being inefficient because he was new and doing things wrong

Commentating is more public

People may not think it because he's in front of the camera for various shoots and stuff, but he does care what people think

Boxers might think he is unqualified because he's never boxed

Coaches might think is unqualified because he has never coached



Long-time fans might think he is unqualified because they have been watching fighting since before he was born

Goal 2:

Personality Traits

Main goals have changed throughout his twenties, he used to be very money orientated

Likes trying new things, being shown new things and showing other people new things

Always up for learning something new

Doesn't want that childlike fire to die out

Likes to perform at high levels in everything, training, work, sleep, being a good uncle, being a good son, being a good worker – quite inspiring

Used to be a people pleaser, but finds with boundaries in place that people are reasonable

Quick learner, gets to a reasonable level quickly, but then doesn't always want to ask for the help it requires to go beyond that because of potential criticism or disappointing people

Took Armani a long time to do regular sparring because he didn't want to look stupid, worries about looking foolish in every aspect of his life

Armani commented that his desire to not miss out on the external world stem from his childhood

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Happiness

Average: 5

Top: 6 or 7

Low: 2 or 3

When he is in a good routine it's mainly 6, 7 and 8

Work

Property Management

Handles properties for landlords

Works with different letting agencies processing tenants to fill properties, including references, checking them in, key handovers, inventories, deciding deposit returns at the end. Keeping the landlord happy and the tenant happy. Smooth transitions, landlords don't always want to deal with tenants and properties. Keeping smooth the often choppy relationship between landlords and tenants. Has to be a middle man who is fair on both sides.



Works with agencies that operate in different cities

A lot of agents are online

Does some work in London

Generally in Bristol, Weston-super-Mare, Bath and surrounding areas

Does most of his work for one letting agent, runs their whole letting side of things

Works with other agents who want a lower level of help

Works directly with landlords who don't want to go through any sort of letting agency

Property Management is down to between 12 and 20 hours a week from 30 to 35

Has been doing it for 6 years

Modelling

Modelling is not about efficiency all the money and is something he has always had a little passion for, his dad used to be a photographer

Armani and his sister practice different poses with their dad in front of the camera, he got an idea of the technical side and how lighting works etc.

Likes the creative aspect, feels he is not normally creative.

Likes working with different photographers and brands and seeing different people's visions

Mentoring

Voluntary work working with youth from his area and helps them get back on their right track because he was once that youth going down the wrong track

Working with youth aged 13 to 17



Develop their talents such as football or maths, help them if they want to study but their friends are taking the Mick out of them, or help them go trade, they might think they are too smart for trade and not realise its potential

He is the one behind them, helping them move forward

Encourages them to try things because they are young they can always change further down the line

The mentoring organisation gets referrals from the police or schools or child services

Children can be there for a number of reasons, not turning up to school, caught selling drugs, had a knife, concerned with their home life

Mentoring is the first stop before looking to take them out of school or away from their home or send them to Juvie

He helps achieve whatever it is they want to try

Age range is from 13 to 19

His aim is to give them another perspective on life

Worked with 15-year-old who was going down a very bad path, robbing people, drug dealing etc

Him and a friend started mentoring the 15-year-olds about a year ago saw him working a legitimate job for a charity collecting money so he stopped his car and chatted to him, he is now 21, the chap said that meeting Armani changed his life

Armani explored lots of options with him

Didn't expect the chap to work for a charity, but it put a smile on Armani's face. Armani didn't ever expect to see him doing that job. Armani was happy that he was a functioning member of society, a few years ago the chap didn't see any hope.

Armani liked knowing he was a part of it

The youth's friends took the Mick out of him about getting a proper job and doing sports

Armani thinks his mentees often do want their life to change but just don't see how, its all they have known



Armani went for a similar phase at 20-ish where he too thought it was too late for him to change and he didn't know how

Changed his mindset to what is it he has to gain, as opposed to what is it he has lost

Training

Boxing and fitness

Other

Went through a few phases of working loads of different jobs trying to make as much money as he could

Has tried working smarter and making more money in a smaller amount of time

Would like to focus on modelling and property management because they are flexible, he enjoys doing them and is good at them

Did the occasional small job like admin

Instead of working jobs he does like he wants to focus on training, helping the youth, developing ideas for the future so he doesn't become stale.

Hobbies

Sometimes struggles to spend meaningful time with people doing positive things, socialising can involve drinking, eating junk food

Likes watching boxing breakdowns

A lot of time on you tube, watching fights, interviews and weigh ins

Enjoys content on boxing and MMA including hour-long breakdowns of the fight



Sometimes does socialising after the gym

Can spend an hour or more with friends every evening although as they are getting older that is starting to decrease

Food

Likes to have a balanced diet and eat healthily, eat a lot of fruit and veg

Also likes fried chicken, chips and burgers and sugary snacks

Went through a phase of only eating healthy foods and water, made him miserable because life is just about training and eating well

Got to a point where he wouldn't enjoy meals out with friends or just wouldn't order food because it wasn't healthy, now tries to be more balanced

He feels he eats more healthy food than unhealthy

Likes having a takeaway

Armani likes junk food, kind of has to force himself to keep on the healthy as well

Exercise

Sleep

He doesn't always sleep very well, something that is also true of his Dad

Armani can't sleep in part 7:30am regardless of what time he goes to bed

Can get to sleep earlier and then wakes up at 6:00am to 6:30am



Can quite easily get in the habit of going to bed at 12 or 1am then waking up at six or seven having not had enough sleep and then gets in a rut of having bad sleep and being tired and making bad decisions

Wants to work on fixing his sleep and getting seven or eight hours sleep

If he gets to bed at 10 he can be asleep by 10:30,

Doesn't always have the discipline to switch the TV off

Or feels like he is missing out

Has to force himself to turn the TV off and stop replying to messages

Can struggle to stop having internal conversations when he's in bed which gets in the way of sleep

Armani says optimal would be to be in bed with all lights and computers off by 10:30 and asleep by 11

Doesn't feel he needs more than seven hours sleep,

Is a potential goal to sleep more than seven hours?

When I asked what he is missing out on by going to bed, he said it's more the world is still spinning, he has a friend in Australia in a different time zone and likes chatting to him.

Missing out on jokes and messages in the chat, new videos on you tube

Could fit one more TV episode in

Knows other people are not going to bed early, why would he be the one to go to bed earlier, especially if his younger and healthier than those of the people

Can't nap under normal circumstances

Doesn't necessarily feel like he needs me time in the day to enable getting to sleep early but then changed his mind to it could be a factor

He feels like he is a night owl, obviously a problem if you can't lay in.



Joe comment: it is important to do some socialising when that's late at night so you're not missing out because you are in your twenties, could be on a Friday night and a Saturday night

Strengths

Is good at harmonising situations

He is good with his words which can be used to harmonise situations but can also be used to antagonise people

Weaknesses

Balance

To achieve success, health and happiness, the following five things need to be present in appropriate quantities

	Thinking			
Being Present	Learning	Developing Skills	Planning	Doing
...



Boundaries

Property Management has been streamlined, used to be overly keen to quickly answer messages, he was advised to set some boundaries by someone who had been doing the job a bit longer.

Now he replies to messages when make sense to him, doesn't drop everything to do appointments on someone else's timescale

Has stopped being at everyone's beck and call all the time

Now has a maximum timescale to reply

Has available slots for viewings and bookings and sends people his timetable.

Discovered that others in the industry have time limits to fix things so they might do it in two weeks whereas he tried to fix everything immediately

This time-limit discovery blew his mind

Values

What are the top five values that are most important to you?

Accountability	Diligence	Innovation	Productivity
Adventure	Discernment	Integrity	Punctuality
Altruism	Discipline	Joyfulness	Recognition
Authenticity	Discretion	Justice	Resourcefulness
Balance	Empathy	Kindness	Respect
Boldness	Fairness	Knowledge	Restraint
Bravery	Flexibility	Leadership	Self-Awareness
Honour	Focus	Likability	Self-Control
Challenge	Forgiveness	Loyalty	Sincerity
Compassion	Generosity	Motivation	Sportsmanship
Courage	Gratefulness	Non-judgemental	Stability
Creativity	Growth	Open Mindedness	Stewardship



Curiosity	Helpfulness	Orderliness	Teachable
Decency	Simplicity	Ownership	Thoroughness
Decisiveness	Honesty	Passion	Transparency
Dependability	Humility	Patience	Trustworthiness
Determination	Influence	Perseverance	Wisdom
Development	Initiative	Playfulness	Or other value

Give-and-take

To get everything on this document, we may be asking a lot from the universe. And that is okay. But what are we prepared to give and what are we prepared to sacrifice? The universe demands balance.

Giving

What would you like to give?	What are you prepared to give?	What would you give if you had to?	What would you be prepared to give on a temporary basis?	What would you not give?
...

Sacrifice

What would you like to sacrifice?	What are you prepared to sacrifice?	What would you sacrifice if you had to?	What would you be prepared to sacrifice on a temporary basis?	What would you not sacrifice?
...

Working From the Inside Out Versus Working From the Outside In

When we are working on problems we need to decide if it needs to be solved from within e.g. mindset and attitude or needs to be solved from without e.g. knowledge and plans





Books

Went through a phase of reading learning/self-help books up to a couple of years ago

Read Atomic Habits

Read a couple of books to do with property investment

Got to the point where he thought there was only a certain amount of self-help books and videos he can watch.

Joked he watched loads and didn't actually do anything himself

Had not heard of Eckhart Tolle. Joe set him the homework of reading A New Earth

Miscellaneous

Went on a cruise about a month ago, hated the first few days, was tempted to go home.

Thinks that might have been because he had to break his routine, which at the time was a really good routine, healthy, exercising, sleep etc

Eventually got into doing the things you're meant to do on holiday, staying up late, eating unhealthily.

Armani enjoyed the last nine days of the holiday, but paid the price when he got back because he was completely out of his routine. It took three weeks to nearly get back into the routine

Joe commented: maybe two weeks is too long for a holiday

Likes to do at least something productive on the weekend, doesn't personally think it is good to completely relax on a Saturday or Sunday because it throws him off for the actual week, might do some boxing and a bit of work



Background Information

Currently 27 years old