



## DAY 2 — RESULTS WORKSHOP

### 7 KEYS TO CHANGING ANYTHING IN YOUR LIFE—TODAY!

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Happy, vibrant, successful people think and behave in certain ways, as do miserable and unfulfilled people. In other words, there are patterns of success and patterns of failure. The good news is: *success leaves clues!*

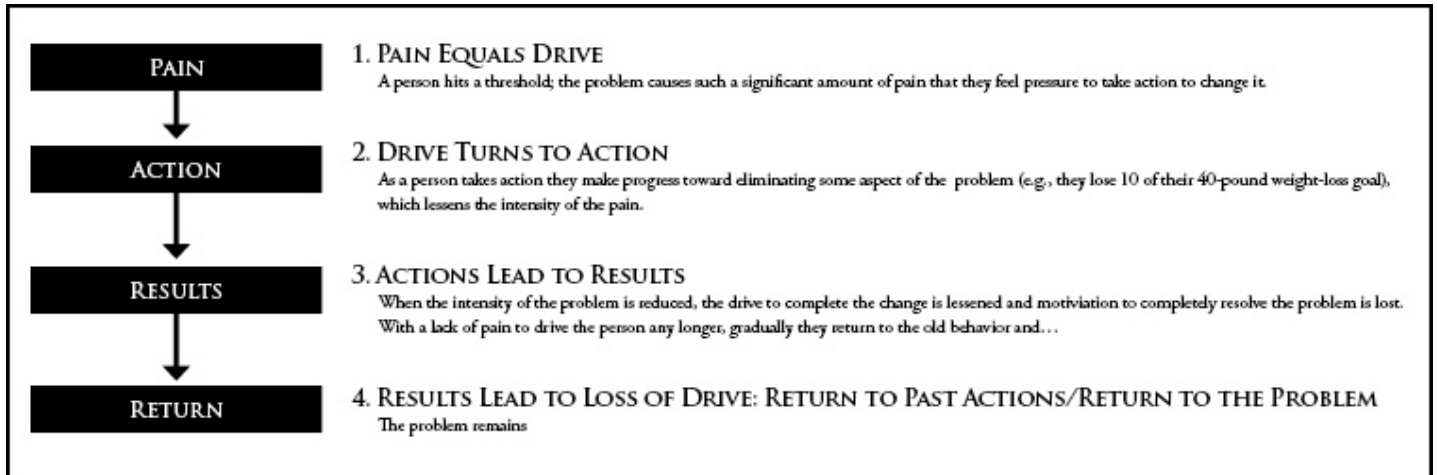
Why People Don't Change	The Antidote
1. <i>They're out of practice.</i>	<ul style="list-style-type: none"><li>• <i>Raise your standards</i>—The difference in people's lives is the difference in their standards.</li><li>• <i>Turn your "shoulds" into "musts"</i>—When something is a must, you follow through.</li><li>• <i>Get unreasonable</i>—Unreasonable people (like Nelson Mandela, Mother Teresa, and Oprah Winfrey) rule the world. They do things others believe are impossible.</li></ul>
2. <i>They rationalize, tell themselves stories, use softeners, and lie to themselves.</i>	<ul style="list-style-type: none"><li>• <i>Develop self-honesty</i>—Drop the story and tell yourself the truth. General Schwarzkopf teaches that nothing gets better until you admit something is wrong.</li><li>• <i>Understand the power of now</i>—Tap into the power of momentum and do something immediately.</li><li>• <i>Develop the habit of chunking</i>—Start by tackling one manageable piece of a project: write one paragraph, make one phone call, walk for 10 minutes.</li><li>• <i>Stop using softeners</i>—Making yourself feel better without actually changing anything trains you to accept mediocrity. Coach John Wooden taught his players that winning comes from telling yourself the truth and doing your own personal best.</li></ul>
3. <i>They've had an ineffective strategy.</i>	<ul style="list-style-type: none"><li>• <i>Develop a strategy that works</i>—You won't produce an extraordinary body by changing your diet alone. Oprah Winfrey tried several strategies before she found the one that worked for her.</li></ul>

"The reasonable man adapts himself to the world; the unreasonable one persists in trying to adapt the world to himself. Therefore all progress depends on the unreasonable man."—George Bernard Shaw



## The “Pressure Cooker”

There’s one more reason people don’t change: they get into a “pressure cooker.”



People climb into the pressure cooker again and again! How can you avoid it?

## THE 7 STEPS OF CONSCIOUS CHANGE

### Step 1: Get Disturbed

- *Be honest with yourself.* Don’t use softeners or rationalizations; don’t compare yourself with others to make yourself feel better.
- *Get associated to the problem.* If necessary, make it worse than it is to get yourself to take action. If you’re not disturbed, you’re not going to change.
- *Surround yourself with people who have what you want.* Seeing them will disturb you, and you’ll either run back to your old friends to make yourself feel better or you’ll join a new peer group. If you want to be good at tennis, play with somebody better than yourself.

### Exercise: *How do you rationalize?*

What are the most common reasons you fail to do things? What stories do you tell yourself? List at least five rationalizations you use for not following through:

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#### *Examples:*

- I don’t have time.
- I’ll do it tomorrow.
- I’m tired.
- It’ll take too long.
- It’ll cost too much.
- It’s too far away.



Step 2: Make a Real Decision

What do successful people have in common?  
Successful people have an RPM plan for their lives.

Those who succeed in life have the answer to three questions:

R	What do you really want? This is the “R”—the <b>result</b> you are after.
P	Why do you want to do this? What’s your purpose? This is the “P”—the <b>purpose</b> . Once you decide on a purpose, knowing it—the “why”—will get you to follow through. Reasons come first; answers come second.
M	What do you need to do to make it happen? What big and little things can you do immediately to produce the result you want? This is the “M”—the <b>massive action plan</b> !

Exercise: *Let’s Get Honest*

1. What are you unhappy about in your career, your business, yourself, your rationalizations? Write down some things that disturb you right now.

I’m disturbed about \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

2. What are you committed to doing instead? Decide what new *result* you want; then write why (your *purpose*) you are committed to obtaining this result.

RESULT: *I am now committed to doing* \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

PURPOSE: *I am committed to this because* \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



### Step 3: Create an Action Plan

To make sure you follow through, come up with a list of actions that will absolutely produce results.

#### Exercise: *Draw the MAP.*

1. Choose one new result you are committed to achieving and list all the things you could do to achieve it. Don't worry about making your list "perfect." Just brainstorm whatever comes to mind.

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Include little things you can do immediately, and do them *now*.

Never leave the site of setting a goal without doing something toward its achievement. Send an e-mail, make a phone call, book a meeting, buy a book.

Now asterisk (\*) the three to five "must items" (those items you can and must do to achieve your goal).



2. Using language that excites you, refine the wording of your result, list a few reasons why you want to take this action (your purpose), and then commit to the actions by giving each one a deadline.

**Example**

By When	Massive Action Plan	Result • Outcome	Purpose
3/1	• Pull out & plug in my StairMaster	Lose 15 lbs. and feel healthy, energetic & vital by June 1	I deserve it; to look & feel great; to have the energy to accomplish all I want; to have more to give to others; to be proud of who I am and how I look; to love, live, laugh, and celebrate life!
3/7	• Buy size 4 outfit & hang where I'll see it every day		
3/1	• *Ask Lila to be my workout buddy		
3/1	• *Schedule 5 mornings per week to work out		
3/10	• Make 2 music CDs		

By When	Massive Action Plan	Result • Outcome	Purpose



## Step 4: Change Your Limiting Beliefs

- John McCormack's empowering belief in himself changed him from a policeman risking his life to "save someone else's \$27" into a millionaire and Entrepreneur of the Year. After losing it all, his limiting belief nearly caused him to give up . . . until a new empowering belief turned him around again.
- The young lady who believed exercise was painful, expensive, and not really necessary adopted empowering new beliefs that exercise allows her to give more, that she's worth it, and that it's fun.
- Joshua's old beliefs caused him to gain 110 pounds; his new beliefs helped him lose the weight by making exercise and eating well part of his daily routine.

### ***Beliefs***

A belief is nothing more than a feeling of absolute certainty about what something means.

Beliefs control our behavior.

They can be unconscious or conscious, and they often stem from things we've heard or seen, felt a lot of emotion about, and then repeated to ourselves again and again until we felt certain.

### **Exercise: *Old Beliefs, New Beliefs***

Write down all the *old beliefs* that have kept you from following through on your goal in the past.

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Write down the *new beliefs* that will empower you from this point forward.

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## Step 5: Set Yourself Up to Win

- **Reward yourself.** When learning something new, most people don't do it perfectly the first time. To win the game of life, you've got to reward yourself for doing things *approximately* right in the beginning.
- **Score the experience.** Do things that add emotional intensity, making the process more enjoyable along the way. If you're working out, you can listen to music, work out with a buddy, pray while you exercise, etc. Choose things that meet all of your Six Human Needs.
- **Take advantage of NET time.** Increase the value of your time by doing several things at once. It takes NET . . . No Extra Time!
- **Measure your progress.** You'll be excited about your results if you measure your progress. Set yourself up to win by measuring results in more than one way. For example, if you only measure the pounds you lose, there may be days when you don't see results. Measure anything that can show your results.

### ***Six Human Needs***

All human beings are driven by six needs. No matter what task is at hand, you'll enjoy the process and accelerate your results by making your actions meet your needs for

1. *Certainty*
2. *Uncertainty/variety*
3. *Love/connection*
4. *Significance*
5. *Growth*
6. *Contribution*

### **Exercise: Enhance the Experience**

Come up with two or three ideas that can help you look forward to doing the things that will get your result. What can you focus on, pay attention to, notice, appreciate, or enjoy that will enhance the experience?

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## Step 6: Take Massive Action

- There's no time like the present! Never leave the site of setting a goal without doing something toward its attainment. Do something while you're inspired, while you're "in state." The more massive the action, the more committed you will be to achieving the result.
- Incantations are powerful! You can't just get rid of a negative belief; you have to replace it. Try incanting your new beliefs, saying them again and again, changing the emphasis and changing your state. By changing the emotion, you change the impact you feel and you begin to condition yourself for even more action.
- Massive action creates momentum. You don't have to do a thousand things; you just have to do *something*.

### Exercise: *Big Action, Little Action*

What are two actions you can take immediately to get yourself going?

Little action (e.g., make a phone call, send an email) \_\_\_\_\_

\_\_\_\_\_

Big action (something that takes time, energy, money, or effort) \_\_\_\_\_

\_\_\_\_\_

## Step 7: Tap into the Seventh Power

When you care how people feel about you, you make them your peers and you give them power to influence the way you think. Tap into the Seventh Power—the power of environment. Choose a peer group with a high standard, utilize a coach, and immerse yourself in an environment that reinforces you for your wins and challenges you to reach greater heights.

Remember the Marine Corps general . . .

*Most people's lives are a direct reflection of the expectation of their peer group.*

## Your Assignment

Do the little action and big action you wrote down. Do them right away, and be sure to acknowledge yourself when you get them done!