

Prep Week

Workbook

Uncovering Your Why

Uncovering Your Why

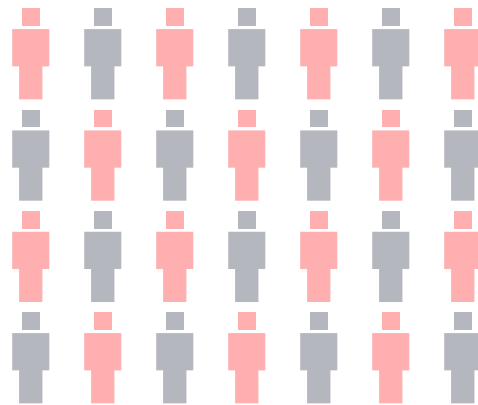
Goals are what you want, your Why is the emotion behind those goals. It's the gut-wrenching, life or death, joy or sorrow, passionate emotions that will get you up in the morning ready to attack and win your day.



Goals are meaningless if you don't get beyond the materialistic and uncover your emotional Why.

FACT

One out of every two people in this industry will quit within their first year.



People quit because they don't know WHY they should persist. If you do not pause to uncover your WHY, you will most likely QUIT, too.

Questions to get you in the right frame of Mind:

What do believe in so strongly you would never compromise it?

Who or what would you put yourself in harm's way to defend?

Who or what would you die for?

If there is someone or something you would die for, what will you do to LIVE for them?

Questions to Uncover Your Why:

Why did you join this business?

What did you hope to accomplish?

Why is accomplishing that important to you?

What would achieving this mean to you and your family?

Why is that meaningful? How does this make you feel?

My Why:

Write below your Why Statement. This is your manifesto that will get you out of bed every morning to go boldly after your goals!

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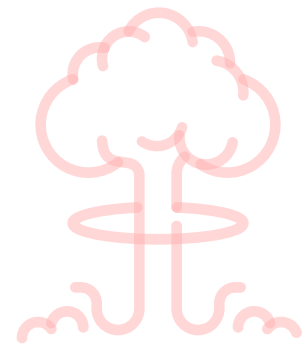
Workbook

**Goal Setting: How to Simultaneously Dream
BIG and Set Goals you can (Actually) Achieve**

1 Your B.H.A.G.'s

Feed the BHAGS to your subconscious, while consciously working towards the goals you can achieve now

B _____
H _____
A _____
G _____



A BHAG is a goal so big it _____
your world.



A BHAG engages people—it reaches out and grabs them in the gut. It is tangible, energizing, highly focused. People “get it” right away; it takes little or no explanation.

– Jim Collins, *Built to Last*

Visualization is Key to Writing BHAGS.

Made famous by a 1997 appearance on The Oprah Winfrey Show, Jim Carrey wrote himself a ten million dollar check for “acting services rendered.” His dream was realized just a few years later.



Watch Video here:

<https://www.youtube.com/watch?v=DXwVD2ncqfE>

Application

Visualization Exercise



The daily practice of visualizing your dreams as already complete can rapidly accelerate your achievement of those dreams, goals and ambitions

– Jack Canfield

Your world can become anything you can imagine.

– Sir John Hargrave

Close your eyes and imagine your alarm clock has just gone off. When you open your eyes you will wake up in the life you've always wanted...

What does the bed feel like? Are you alone? Who is with you? What does the room look like?

Go to the window and look out. What do you see?

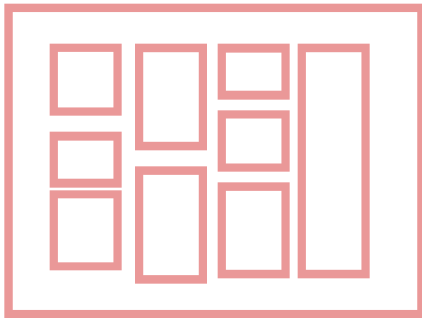
Walk through your home and describe the rooms, the smells, the tactile sensations.

How about the yard/property? What's in the garage(s)?

As you get ready to begin your workday, what will you be doing for work? Where will you be working? Describe what your work looks and feels like.

Who are the people around you? What are your relationships with them like?

Visualization is a great way to turn your fantasies and daydreams into _____ you can begin work on achieving.



Additional Application

Create a dream board by pasting photos and affirmations on a poster board to keep your visualizations in front of you.

Or create a virtual dream board. There quite a few applications available on the Web.

Now that you've visualized the life you want, Write your BHAGs

In a perfect world, with no limitations placed on you or by you, what do you want to achieve?

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.



Additional Application

In a notebook or journal, write your BHAGS out every morning upon waking and every evening before bed. This keeps your BHAGS at the top of your mind and allows your subconscious to work constantly on ways you can achieve them.

2 Setting SMART Goals

BHAGS help you visualize where you are going, while SMART Goals will allow you make _____ towards those goals in a series of _____ .

SMART Goals – Created in 1981 by George Doran



S
SPECIFIC

- Well defined.
- Clear to anyone that has a basic knowledge of the project.

M
MEASURABLE

- Success is quantifiable.
- Ability to track metrics along the way.

A
ACCOUNTABLE

- Agreement with all the stakeholders what the goals should be.
- Mutual accountability.

R
REALISTIC

- Within the availability of resources, knowledge and time.

T
TIME-BASED

- Enough time to achieve the goal.
- Not too much time, which can affect project performance.

Application

Write SMART goals in the 7 Key Areas of Life

Faith

1 Year Goal

90 Day Goal

30 Day Goal

Family

1 Year Goal

90 Day Goal

30 Day Goal

Fitness

1 Year Goal

90 Day Goal

30 Day Goal

Field (Career/Business)

1 Year Goal

90 Day Goal

30 Day Goal

Finances

1 Year Goal

90 Day Goal

30 Day Goal

Friends

1 Year Goal

90 Day Goal

30 Day Goal

Fun

1 Year Goal

90 Day Goal

30 Day Goal

3 My Personal Business Standard (PBS)

Your personal business standard is the minimum number of _____ activities you must complete daily to achieve your _____ goals.

Your PBS should:

- Take less than _____ to complete.
- Be completed _____ .

To increase your chances of successfully completing your PBS daily, ask for additional accountability from _____ , _____ , _____ and _____ on your social media accounts.

The most successful business owners block a specific _____ in their schedule every day so they can complete their PBS.



Success happens with intention, mediocrity happens by accident.

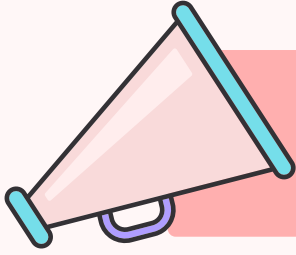
An example of a typical PBS with a \$100,000 annual goal might be”

- 10 Connects to Prospects**
- 6 Connects to Customers**
- 4 Connects to my team**
- 3 Invites to the business opportunity or to try products**
- 3 New additions to my list**
- Complete all Follow Ups that are due**

Prep Week

Workbook

Crushing Your Powerhour



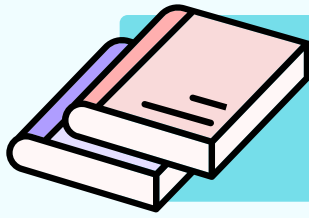
Action Steps

Prep Week

- Get your Teamzy account completely set up**
If you need help, get a one-on-one scheduled with Jay Lisasuain. <https://calendly.com/jay-teamzy>
- Choose your Success Partner**
Post in the FB group that you are looking for a success partner. This will help you find a good match.
 - a. Share where you are from
 - b. What network you work in
 - c. The size of your team
 - d. Your goal for this course.
- Complete “Your Why” Training**
Complete the “Uncover Your WHY” training and write a first draft of your Why Statement.
- Complete the Goal-setting training**
Complete the 3 Part Goal-setting training and share your goals with your significant other, team, upline, success partner, etc.
- Complete Powerhour Training**
Watch the “How to Crush Your Power Hour” training.
- 2 Books**
Order the 2 books you plan to read or listen to during Bootcamp



Eric and Mike's



Book List

Change Your Thinking, Change Your Life

Power Hour Boss by Eric Johnson

Indistractable by Nir Eyal, Julie Li

UnThink by Erik Wahl

The Icarus Deception by Seth Godin

The 4-Hour Work Week by Timothy Ferris

Be Obsessed or Be Average by Grant Cardone

You are a Badass by Jen Sincero

See You At the Top by Zig Ziglar

Failing Forward by John C. Maxwell

Awaken the Giant Within by Tony Robbins

The Energy Bus by Jon Gordon

The Power of Positive Thinking by Dr. Norman Vincent Peale

The 7 Habits of Highly Effective People by Stephen Covey

"Make a Life, Not Just a Living" by Curt Beavers

Lead with Love

Love is the Killer App by Tim Sanders

Tribes by Seth Godin

Start with Why by Simon Sinek

How to Win Friends and Influence People by Dale Carnegie

Customer Satisfaction is Worthless: Customer Loyalty is Priceless by Jeffrey Gitomer

Leadership!

The 21 Irrefutable Laws of Leadership by John C. Maxwell

Built to Last by James C. Collins

Extreme Ownership by Leif Babin and Jocko Willink

Leaders Eat Last by Simon Sinek

Purpose Driven Leadership by Brigette Tasha Hyacinth

Leading So People Will Follow by Erika Anderson

Eric and Mike's Book List

Set Goals, Make new Habits, Crush it!

The Compound Effect by Darren Hardy

The Power of Habit by Charles Duhigg

The 10X Rule by Grant Cardone

Mind Hacking by Sir John Hargrave

Now, Discover Your Strengths by Marcus Buckingham

The 12 Week Year by Brian Moran and Michael Lennington

Living Your Best Year Ever by Darren Hardy

Crush It by Gary Vaynerchuk

The 5 Second Rule by Mel Robbins

Secrets of Six-Figure Women by Barbara Stanny

Lean In by Sheryl Sandberg

Tribe of Mentors by Tim Ferris

Linchpin by Seth Godin

The Miracle Morning by Hal Elrod

Up your sales game

Sell or Be Sold by Grant Cardone

Secrets of Closing the Sale by Zig Ziglar

Inspiring Biographies

Steve Jobs by Walter Isaacson

Elon Musk by Ashlee Vance

His Excellency: George Washington by Joseph Ellis

The First American: The Life and Times of Benjamin Franklin by H.W. Brands

Endurance: Shackleton's Incredible Voyage by Alfred Lansing

Band of Brothers by Stephen Ambrose

On Fire by John O'Leary

Bonhoeffer by Eric Metaxas

Hidden Figures by Margot Lee Shetterly

Unbroken by Laura Hillenbrand

A Heart for GOD

What's So Amazing About Grace? By Phillip Yancey

Loving God by Charles Colson

In the Grip of Grace by Max Lucado

Redeeming Love by Francine Rivers

God: A Good Father by Michael Phillips

Point Man by Steve Farrar

Dad in the Mirror by Patrick Morley and David Delk

Wild at Heart by John Eldredge