

YOU'RE THE AVERAGE OF THE 5 PEOPLE YOU SPEND THE MOST TIME WITH. JIM ROTH

Peers _____
Mentor _____
News _____
Book _____
Web _____
TV _____

Analyzing My Inputs?
What's going into my imagination / Identity?

Paint a word-picture of my future peak DAY

My Summits?
Paint a word-picture of my future peak PERFORMANCE

Defining My Life Motto?

Defining My Values
What principles guide my conduct? Why?

Defining My Values
What principles guide my conduct? Why?

HOTI TO KRATISTO TO THE BEST

COMPASS IN CODE

MY OBJECTIVE 1: By / /20___, I will

MY NEXT-ACTION - By / /20___, I will

MY NEXT-ACTION - By / /20___, I will

MY NEXT-ACTION - By / /20___, I will

OBSTACLE? What's obstructing me externally?

CHALLENGE? What's stopping me internally?

(situation) IF I

(behavior) THEN I

CLUE of the success of my Next-Action?

What this CLUE feels like?

NAME LOG DATE

Be what you wish to seem. Aristotle

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THE DEEPEST PRINCIPLE IN HUMAN NATURE IS THE CRAVING TO BE APPRECIATED. W.

- 1. Ask questions rather than giving orders.
2. Give others a reputation to live up to.
3. Offer authentic praise and appreciation before you offer advice.
4. Discuss your own mistakes in detail and never be afraid to admit when you are someone's mistakes.
5. Never criticize, scold, or celebrate wrong.

Gain Respect:
agreements.
6. Disagreements are settled with incremental

- 1. Always be respectful, and never tell people they are wrong.
2. Always be noble in your approach.
3. Get the other person saying "Yes".
4. Consider things from other's point of view; respect their desires and opinions.

Lead Others To Better Thinking:
participate.
6. Always make room for others to

- 1. Project happiness and smile often.
2. Remember people's names.
3. Be genuinely interested in other people.
4. Let others talk about what they are interested in and listen intently.

Being Liked By Others:
participate.
6. Always make room for others to

- 1. Project happiness and smile often.
2. Remember people's names.
3. Be genuinely interested in other people.
4. Let others talk about what they are interested in and listen intently.

Rapport Techniques:
participate.
6. Always make room for others to

- 1. Project happiness and smile often.
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3. Be genuinely interested in other people.
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Being Liked By Others:
participate.
6. Always make room for others to

Rapport Techniques:
participate.
6. Always make room for others to

COMPASS IN CODE

MY OBJECTIVE 2: By / /20___, I will

MY NEXT-ACTION - By / /20___, I will

MY NEXT-ACTION - By / /20___, I will

MY NEXT-ACTION - By / /20___, I will

OBSTACLE? What's obstructing me externally?

CHALLENGE? What's stopping me internally?

(situation) IF I

(behavior) THEN I

CLUE of the success of my Next-Action?

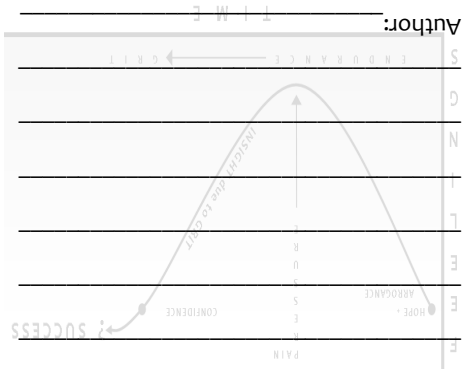
What this CLUE feels like?

NAME LOG DATE

Be what you wish to seem. Aristotle

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YOUR QUALITY OF LIFE IS IN DIRECT PROPORTION TO YOUR QUALITY OF



THIS QUOTE MOTIVATES ME:
BE THANKFUL IN SMALL THINGS BECAUSE IT IS IN THEM THAT YOUR STRENGTH LIES. MOTHER

What am I doing today to be my Best?

What metaphor should my life represent?

Before I die, I want to ...

What if I couldn't fail, who would I be?

What if I couldn't fail, what would I begin?

What if I stopped trying to change the past?

What if I lived with an attitude of Gratitude?

What if I couldn't fail, what would I begin?

What if I couldn't fail, who would I be?

What if I couldn't fail, what would I begin?

What if I couldn't fail, who would I be?

COMPASS

My Personal Legend?
My Gravestone, in less than 10 words?

Therefore, What Matters Most to me?

My Goal: in 10+ years, I will Be?

My first CLUE that I've become my Goal?

I Want to Be Like Whom? Why?

What I'm saying to myself?
Positive self-talk?

Negative self-talk?

What I'm teaching myself? Why?

NAME LOG DATE

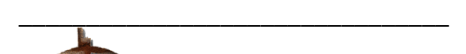
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LIVE FOR SOMETHING OR DIE FOR NOTHING

HE WHO DARES...

RUBICON AMNAT CURIAM VICTORIUM



Future Actions

MY OBJECTIVE 1: By / /20 __, I will

MY NEXT-ACTION - By / /20 __, I will

MY NEXT-ACTION - By / /20 __, I will

MY NEXT-ACTION - By / /20 __, I will

MY NEXT-ACTION - By / /20 __, I will

MY OBJECTIVE 2: By / /20 __, I will

MY NEXT-ACTION - By / /20 __, I will

MY NEXT-ACTION - By / /20 __, I will

SUCCESS IS THE SUM OF SMALL EFFORTS, REPEATED DAY IN AND DAY OUT. ROB

Actions Completed

MY OBJECTIVE 1: By / /20 __,

COMPLETED ACTION - On / /20 __,

COMPLETED ACTION - On / /20 __,

COMPLETED ACTION - On / /20 __,

COMPLETED ACTION - On / /20 __,

MY OBJECTIVE 2: By / /20 __,







COMPLETED ACTION - On / /20 __,

COMPLETED ACTION - On / /20 __,

COMPLETED ACTION - On / /20 __,

COMPLETED ACTION - On / /20 __,

IF YOU REALIZE THAT YOU'VE CREATED YOUR CONDITIONS, YOU CAN UN-CREATE THEM AT WILL. W.C.

-  MOTION
-  COLOR
-  SOUND
-  CONTRAST
-  DISTANCE
-  PERSPECTIVE

IMAGINATION THEATRE



Defeating Negative Beliefs

Most problems we face in life originate from our beliefs. Think of the negative belief that you no longer want.

How does this make you feel? ☹

Next, study the 6 features above from your "Theatre" and note each that applies to your image. Example: Is it a movie or a picture, color or b/w?

Since you're the director of your Theatre, change any 2 of the features. Example, if it's large, make it smaller by pushing it farther into the background. If it's color, change to b/w.

Review your production 10 x's rapidly.

Notice that the negative feeling is gone (or reduced significantly). 😊

Influencing Mechanisms

Commitment & Consistency:

A series of small commitments over time will produce a belief that those commitments were worth making (whether they were or not).

Social Proof:

If others are doing it, it must be the thing to do. Get people talking about what you are promoting.

Reciprocation:

When we do small things for other people it creates a need to return the favor. It may not be proportionate, so recognize this when others offer favors.

Liking:

We do things for people we like, and we like people for strange reasons. So think long and hard about why you are motivated to like someone before you engage them.

Scarcity (we want what we can't have):

and others feel the same way. If you want to create demand, just make the social proof big and the supply small.

Contrasting (start high and settle in the middle):

Create situations that live at the very edge of your worst case scenario. That way a relatively small achievement is more readily accepted.

Give A Reason, Any Reason:

People are more likely to agree with a request if they have a reason to do so. Remember that it doesn't have to be an important reason, it just has to be a reason. Never forget to say "because."

Authority:

Or perceived authority is incredibly important. If you are trying to make a point, reference someone of authority who agrees with you.

HERE LIES ONE WHO KNEW HOW TO GET AROUND HIM MEN WHO WERE CLEVERER THAN HIMSELF. A

Subliminal Commands

Body Language:

Watch out for gravity: How we carry ourselves is one of the best indicators of mood. Where a person is carrying their shoulders, corners of their mouth, eyes, etc. tells us how they are feeling. If you see gravity pulling on these areas you should recognize the persons negative disposition.

Paralanguage:

Remember how you say something is often more meaningful than what you are saying. Remember to isolate important words with inflection, and a pause to ensure they are understood.

Metamessages:

Keep your tone and rhythm in sync when you speak unless you want to infer a different meaning. This that can be either a useful tactic or a problem when people misread what you are trying to say.

Embedded Commands:

One of the most effective communication tools is to break your statement into areas of emphasis. Within a sentence, focused words that are elevated in tone while altering a facial expression indicate importance. Combine this with a thought provoking contrast against what others would do and you are likely to gain compliance.

Rhetorical Devices

Indirect References:

Use metaphors and simile's often to provoke thought within your conversation.

Repetitive Context:

Using alliteration (repetitive sound), and phrases that repeat the context of your message is critical in getting your point across.

BE WISER THAN OTHER PEOPLE IF YOU CAN; BUT DO NOT TELL THEM SO. LORD CHESTERFIELD

Communication

Congruency:

1. The most important thing you can do in communication is maintain congruency between your vocal, verbal, and body language.
2. Establishing a consistent baseline with those you are communicating with. This will allow you to effectively bring attention to important phrases when you deviate from your baseline.
3. Recognize that your posture, breathing, and tone must match the context of what you are saying.

Use Body Language:

1. Smile - Everyone likes a great smile.
2. Make eye contact - Be sure of yourself.
3. Use gravity defying posture.
4. Move forward - Get in the mix, don't watch from the outside.
5. Lean in - Show interest by slightly leaning in.
6. Uncross your arms and legs - Be open.
7. Be animated - Show the other person you are paying attention by using gestures.
8. A subtle touch - A pat on the arm or a hand-shake goes a long ways to improving rapport.

Analyze What You Say To Yourself:

Are you saying realistic things about yourself to yourself? If you are not then change it! Be positive about yourself and others will follow suit.

The Art Of Conversation:

1. Ask meaningful questions. "What's it like to do your job?"
2. Listen and repeat what others are saying. Give feedback, ask questions, and be genuinely interested.
3. Give a little personal insight and history, and be authentic, BUT DON'T EMBELLISH!

TALK TO PEOPLE ABOUT THEMSELVES AND THEY WILL LISTEN FOR HOURS. DISRAELI

PLANS ARE WORTHLESS. BUT PLANNING IS EVERYTHING. WINSTON CHURCHILL.

FOCUS

OBJECTIVE 1 TO BE DONE:

My NEXT-ACTION - By / /20 ____, I will

My NEXT-ACTION - By / /20 ____, I will

OBJECTIVE 2 TO BE DONE:

My NEXT-ACTION - By / /20 ____, I will

My NEXT-ACTION - By / /20 ____, I will

OBJECTIVE 1 TO REMEMBER:

COMPLETED ACTION - On / /20 ____,

COMPLETED ACTION - On / /20 ____,

OBJECTIVE 2 TO REMEMBER:

SUCCESS IS THE SUM OF SMALL EFFORTS, REPEATED DAY IN AND DAY OUT. ROB

HEADS UP

Blank lined area for notes under 'HEADS UP'.

IF YOU REALIZE THAT YOU'VE CREATED YOUR CONDITIONS, YOU CAN UN-CREATE THEM AT WILL. W.C.

- MOTION
- COLOR
- SOUND
- CONTRAST
- DISTANCE
- PERSPECTIVE

IMAGINATION THEATRE



CHANGE

Since all problems originate from our beliefs, imagine a belief that negatively interferes with your life. **How does this make you feel?** ☹️

Next, study the 6 features above from your "theatre" and note each that applies to your image. Is it a movie or a picture, color or b/w, loud or quiet?

Since you're the director of your theatre, **change any 2** of the features. Example, if it's large, make it smaller by pushing it farther into the background; if it's color, change it to b/w.

Review your changes 10 times rapidly.

Notice the negative feelings. Are they gone or reduced significantly? 😊

ATTENTION!

Commitment & Consistency: A series of small commitments over time will produce a belief that those commitments were worth making (whether they were or not).

Social Proof: Most believe that if others are doing it, it must be the thing to do, regardless of stupidity.

Reciprocation: Doing small things for other people creates a need to return the favor. Be careful when others offer favors.

Scarcity: we want what we cannot have, and others feel the same way. Demand is always proportionate to the hype; it's linked to the limited supply or limited timeframe / deadline.

Contrasting: starting big in order to settle in the middle creates artificial situations that do not exist, like overpricing an item of interest. That way, a relatively small compromise feels like a win when it's not.

Give A Reason, Any Reason: People are more likely to agree with a request if they have a reason to do so. It doesn't have to be an important reason, it just has to be a reason, like using "because."

Authority: Perception is incredibly important. If making a key point, reference someone of authority who agrees with you.

Body Language: How we carry ourselves is one of the best indicators of mood (e.g., our shoulders, corners of our mouths and eyes, etc.). If gravity is pulling on these, recognize a negative disposition.

Paralanguage: Remember how you say something is often more meaningful than what you are saying. Isolate important words with inflection and/or a pause to ensure they are understood.

HERE LIES ONE WHO KNEW HOW TO GET AROUND HIM MEN WHO WERE CLEVERER THAN HIMSELF. A

RAPPORT

Being Liked By Others:

1. Project happiness and smile often.
2. Remember people's names.
3. Be genuinely interested in other people.
4. Let others talk about what they are interested in and listen intently.
5. Help others understand their importance.
6. Always make room for others to participate.

Lead Others To Better Thinking:

1. Always be respectful, and never tell people they are wrong.
2. Always be noble in your approach.
3. Get the other person saying "Yes".
4. Consider things from other's point of view; respect their desires and opinions.
5. Let others take ownership in the idea.
6. Disagreements are settled with incremental agreements.

Gain Respect:

1. Ask questions rather than giving orders.
2. Give others a reputation to live up to.
3. Offer authentic praise and appreciation before you offer advice.
4. Discuss your own mistakes in detail and courageously admit when you are wrong.
5. Never criticize, scold, or celebrate someone's mistakes.
6. Always give others the chance to save face.

BE WISER THAN OTHER PEOPLE IF YOU CAN; BUT DO NOT TELL THEM SO. LORD CHESTERFIELD

COMMUNICATION

Congruency:

Maintain congruency between your vocal, verbal, and body language. Establish a consistent baseline with those you are communicating with to effectively bring attention to important phrases when you deviate from your baseline. Match your posture, breathing, and tone to the context of what you are saying.

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7. Be animated by using gestures.

Analyze What You Say To Yourself:

Are you saying realistic things about yourself to yourself? If you are not then change it! Be positive about yourself and others will follow suit.

The Art Of Communicating Well:

Ask meaningful questions like: "What's it like to do your job?"

Show interest by repeating what others are saying, giving feedback, and asking questions.

Be authentic by giving a little personal insight and history, BUT DON'T EMBELLISH!

TALK TO PEOPLE ABOUT THEMSELVES AND THEY WILL LISTEN FOR HOURS. DISRAELI

HOTI TO KRATISTO

Alexander the Great

AUT VIAM INVENIUM

AUT FACIAM

Hannibal the Great

MOLAN LABE

Leonidas

MŪTŌ

Yagyu Munenori

IELA ESTA ECT

Julius Caesar

Être fort pour être utile

George Bernard

SAPERE VIDERE

Leonardo da Vinci

VINCIT QUI PATITUR

Persius

FORTITUDINE

VINCIMUS

Captain Shackleton

AMOR FATI

Nietzsche

I AM . . .

The Best because I exemplify

Olympic-level because I have succeeded at

Navigating my life by CϕMPASS™

Mimicking My Hero's CODE:

Laconic because:

Memorizing this CODE to replace:

Focusing my attention on on:

A gracious person because

My End Game Achieved?

The Beacon *Reached*?

My Personal Legend Is?

**I HAVE BECOME
LEGENDARY BECAUSE?**

I awoke and had become *my Goal*,
and this was my *first clue*?

My Motto Inspired What?

My Summit Changed Who?

(paint a word-picture of my incredible experience)

PERFORMANCE CURVE

The True Test

