

GET THE EDGE®

DAY 1—RESULTS WORKSHOP 7 KEYS TO CHANGING ANYTHING IN YOUR LIFE TODAY

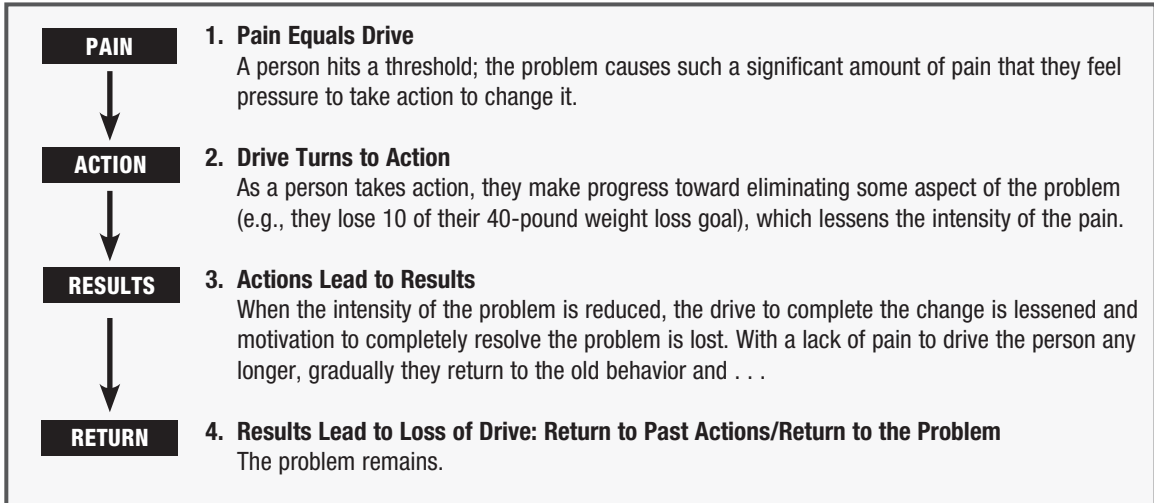
Happy, vibrant, successful people think and behave in certain ways. So do miserable and unfulfilled people. In other words, there are patterns of success and patterns of failure. The good news is, success leaves clues!

Why People Don't Change	The Antidote
<i>1. They're out of practice.</i>	<ul style="list-style-type: none">• Raise your standards—The difference in people's lives is the difference in their standards.• Turn your "shoulds" into "musts"—When something is a must, you follow through.• Get unreasonable—Unreasonable people (like Nelson Mandela, Mother Teresa and Oprah Winfrey) rule the world. They do things others believe are impossible.
<i>2. They rationalize, tell themselves stories, use softeners and lie to themselves.</i>	<ul style="list-style-type: none">• Develop self-honesty—Drop the story and tell yourself the truth. General Schwarzkopf teaches that nothing gets better until you admit something is wrong.• Understand the power of now—Tap into the power of momentum, and do something immediately.• Develop the habit of chunking—Start by tackling one manageable piece of a project: write one paragraph, make one phone call, walk for 10 minutes.• Stop using softeners—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.
<i>3. They've had an ineffective strategy.</i>	<ul style="list-style-type: none">• Develop a strategy that works—You won't produce an extraordinary body by changing your diet alone. You need the right tools to get you there—a personal trainer, a support system, rituals that will ensure you stay on track.

ANTHONY ROBBINS

DAY 1—RESULTS WORKSHOP 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 either you'll 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:

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

GET THE EDGE®

DAY 1—RESULTS WORKSHOP

BELIEFS: THE POWER TO DESTROY/THE POWER TO CREATE

STEP 4: Change Your Limiting 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.

- John McCormack's empowering belief in himself turned 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.
- Josh's old beliefs caused him to gain 110 pounds; his new beliefs helped him lose the weight and make exercising and eating well part of his daily routine.

EXERCISE: Old Beliefs, New Beliefs

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

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

GET THE EDGE®

DAY 1—RESULTS WORKSHOP SCORING YOUR LIFE

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 and make 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 6 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 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 give you growth.

6 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
3. Significance
4. Love and Connection
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?

ANTHONY ROBBINS

DAY 1—RESULTS WORKSHOP THE POWER OF ACTION

STEP 6: Take Massive Action

- There is 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.
- The power of incantations—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: Little Action, Big Action

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

Little action (e.g., make a phone call, send an e-mail)

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

STEP 7: 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 greater heights.

REMEMBER THE MARINE CORPS GENERAL . . .

Most people's lives are a direct reflection of the expectations 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!