

## “My Perfect Tomorrow”

Rationale: Many things demand your time, many good things. When you simply respond and react to the demands through the day, you give up the pursuit of your goals for someone else's, and you delay your success. Conversely, when you time-block your day in advance, attending to the most important things that MUST be done, you lose less time, and create momentum towards your goals, both short term and long term.

The right Habits are powerful time-savers, and create higher efficiencies over time. The wrong habits will slow you down and even sabotage you. The good news is that YOU are in charge of your habits... or, you can be if you choose to be. Scheduling your day specifically the night before, using a template for the Perfect Day, allows for the demands on your time specifically, and for adjustments in activities due to current results and business metrics. Making the specific decisions about your tomorrow in advance gives you the power to say “yes” to the right things, and “no” to everything else. It brings clarity, and clarity is power.

The Process:

1. Write out your Perfect Day Template: (Generic Perfect Day)
  - a. What time must you get up?
  - b. Your time (mind, body and soul – read, exercise, mediate and/or pray)
  - c. Hug those you love
  - d. Get to work
    - i. Prep
    - ii. Lead Generate
    - iii. Lead follow up
  - e. Email and call returns – respond to only what must be responded to
  - f. Lunch – rest, sustenance
  - g. Working in the business – your job, appointments, etc...
  - h. Working ON the business – meet with staff, strategize, etc...
  - i. Dinner with those you love
  - j. Write tomorrow's perfect day
  - k. Late appointments, if necessary
  - l. Go to bed. (Research says we need 7-8 hours of sleep – do not neglect sleep!!)
2. Use this template at the end of each day as a framework for Tomorrow's Perfect Day:
  - a. Answer the question: “What is the absolute best use of my time in light of my goals and where I am now in moving towards that goal?”
  - b. Complete tomorrow's schedule and email it to yourself, and the appropriate team members (maybe all?) so everyone knows where you will be and will support you – they are not allowed to offend your schedule, and since you will have a specific time when you work on the business, they can talk to you then.
  - c. Sleep on it. (not literally... but research shows that when you prepare at night, your subconscious will begin to contemplate your plans even while you are sleeping. Some insist that this leads to greater acceptance of the schedule, and sometimes, you wake up with even better ideas. If you do, adjust the schedule before you head out... after that avoid making any changes at all)
3. That evening when you work on Tomorrow's Perfect Day, assess the day, how effective it was, what you could do better, what worked, etc.. create the next day's schedule.
4. Repeat at the same time each night – put a reminder on your phone and intentionally add this as a habit to your life.

A Few Additional thoughts:

TRUTH: If you don't know what you want, how do you know what to say "yes" to, and what to say "no" to?

You must have clarity about your one year goals and how that breaks down into the daily activities. When you know what you intend to accomplish for the year, and then for the month specifically, you can bring that into the week, and identify the necessary MUST DO activities of THE DAY. Your daily schedule absolutely MUST directly reflect the activities required to achieve your yearly goals.

All of this starts with the long-term goal for your life. Often, we talk about your Five Year Goals. The "5" is somewhat arbitrary, and so four years or six years is certainly acceptable, but "someday" goals are not. You must, absolutely must, have a specific goal with a specific time. With that specificity, you can then work backward and break it down into the necessary parts, steps, benchmarks, metrics, etc.

BOLD Law – Clarity is Power.

TRUTH: Working on your vision to get clarity is hard work, and is completely necessary and worth the effort.

If you don't have a clear vision of what you want, you must block time to get clear. Remember, it is your life and you only get to live it once. So, what do you really want? If you knew you couldn't fail, what do you really, really, really want? Someone might laugh, and others might judge you.. yes... true. And who cares? Unless what you want is to never be ridiculed, laughed at, or thought of as a little crazy, then what others think is irrelevant and thinking about that only stops you from achieving what you want.

Do you want to live an average life, with an average family, and average house, and average income, and an acceptable lifestyle? Or do you want to make an impact on your family, your community, your city, your state, your country, your world? Do you want abundance? Fullness? Do you want to drink deep of all the opportunity "out there"?

BOLD Law: What you focus on expands.

TRUTH: Everything starts in the mind. Every thing. Everything.

Start there. Look inside.. explore. Engage and live with extreme intention. Go get what you want. Gary Keller says, "You are never more than 5 years away from the goals you can imagine." It starts with the vision... Seeing Success in the future, working backwards, and creating a daily schedule that makes an intentional and purposeful step toward that vision... that goal.

TRUTH: What I do every day every day matters more than what I do once in a while.

Choose to build the very best habits. Choose to leverage every moment to live the life you have always wanted.

Danny Thompson

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