

Creating Profitable Time Habits



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*Either YOU are
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Time...
or your TIME is
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SETH'S BLOG

The difference between time and money

You can't save up time. You can't refuse to spend it. You can't set it aside.

Either you're spending your time.

Or your time is spending you.

Think about it

Time is fleeting – the truth is we need to manage our FOCUS!

And managing FOCUS is done with ease by creating habits



Without focus we are doomed to busyness spending our time on: checking emails, answering calls, social media, news, meetings, and all the “stuff” that allows us to in the short term feel productive. We try to do “everything” and because of FOMO we never say “no.”



Here's the Truth

Everything that is important to us requires that we “miss out” on something else. So why be anxious and overwhelmed. Be Focused and develop habits instead.

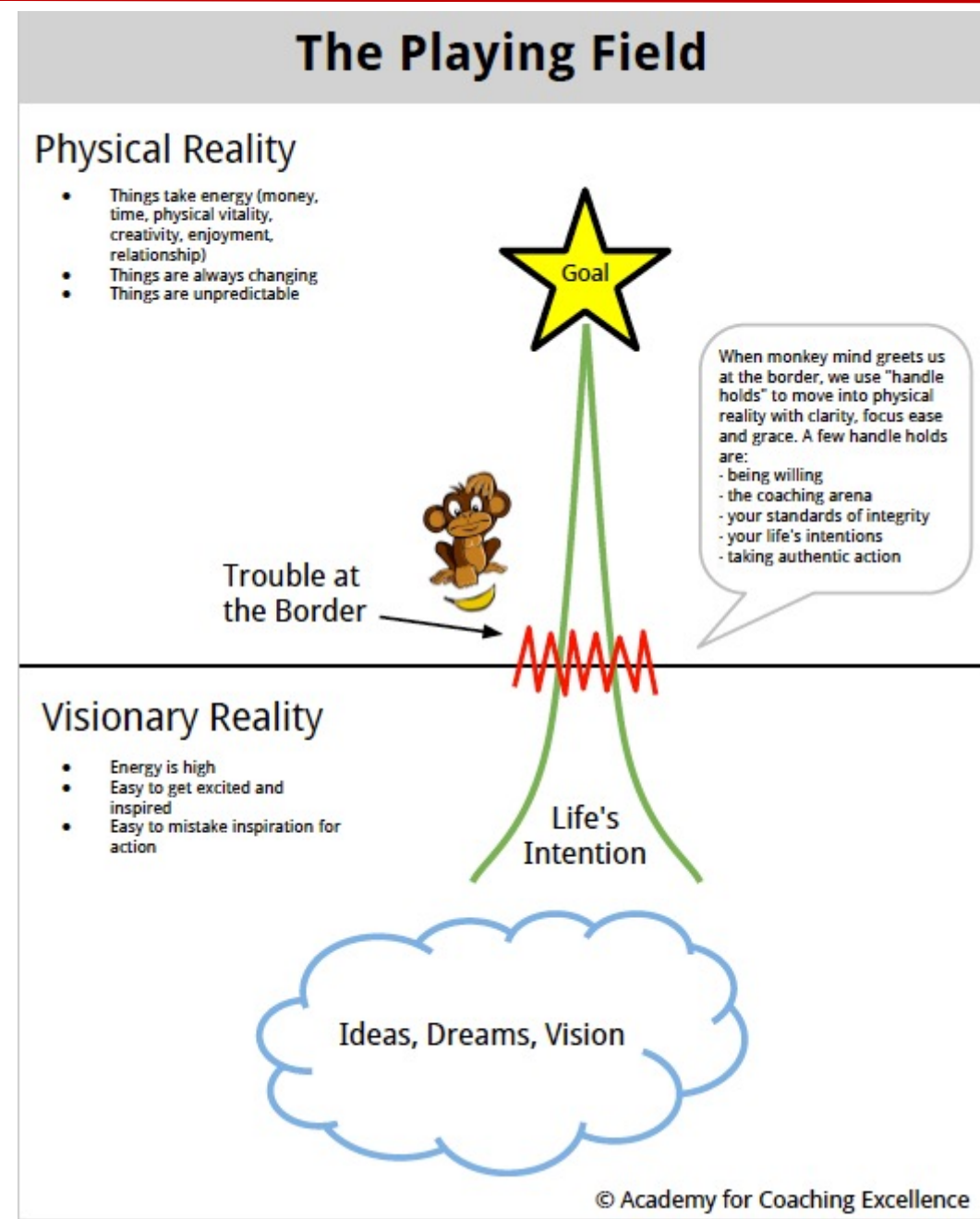


Think back to when you



- ✓ 1. Learned to ride a bike
- ✓ 2. Or started a new sport/physical activity
- ✓ 3. Or needed read a “tough” book
- ✓ How did you get started?????

We know it takes a lot more energy than one might expect to reach any goal. Your time is finite work on the things that fulfill a life's intention. The unimportant smaller stuff will always seem easier to "get done." But it never does and the important stuff just gets postponed.



Small Sweet Steps

- ✓ 1. Learned to ride a bike Training Wheels, knee pads etc
- ✓ 2. Or started a new sport/physical activity Walk, Run, Walk, Run
- ✓ 3. Or needed read a “tough” book – 5 minutes a day
- ✓ You didn't do it all at once but you kept with it because it was important to you

In Donna's Time Management class

- ✓ Everyone Said Lead generation was 5 on their life's' intentions because if enough leads are generated everything else "takes care of itself!"
- ✓ Does anyone else have another habit they wish to "create?"

Developing a new habit

✓ Takes time and

✓ Energy



“Change is hard at first, messy in the middle, and gorgeous at the end” – Robin Sharma

Developing a new Habit

- 1) Decide what it is you wish to do (10 talk to's a day)
- 2) How important is that to you (Emotion is important) Do you believe it?
- 3) Don't Dilly Dally – Just get started
- 4) Don't Rationalize or make exceptions – if you're going to be in the office by 8:15 then be there by 8:15 for the next three month (about 67 work days)
- 5) Tell everyone about your new practice and get Support
- 6) Visualize success imagine yourself finishing the 10th call with a great lead
- 7) Create a statement that you repeat "I get to the office by 8:15 and enthusiastically contact 10 people by 9:00 each day." "They need to buy or sell, they need to talk with me, they'll thank me for calling"
- 8) Resolve to Persist – do this until it is so automatic that you actually feel uncomfortable when you don't do what you've decided to do. (Automaticity)
- 9) Celebrate each day with a piece of candy, a cup of coffee, ten minutes of comedy or a good book, or some reward to reaffirm and reinforce the behavior. Soon you'll associate pleasure of that cup of coffee with the act of completing your calls.

FORMULA ONE

Pick **1 Focus** you feel is most important to work on for the next 90 days.

Just **ONE**



- ✓ **COMMIT for 90 DAYS** to form a habit and to not give up before you get good at it.

- ✓ Start at the same time every day – early – no distractions, lots of energy & enthusiasm for **55 MINUTES**.

- ✓ Then take a break for **17 MINUTES**. Meditate, take a walk outdoors, listen to a podcast (humor is great), take a nap.

- ✓ **Then do your day**

- ✓ At the end of the day take **7 Minutes** to call someone and thank them, write a thank you note and write down 3 Things that went well or that you are grateful for.

"This won't Work!"

- ✓ Build awareness to what you are currently doing. Perhaps you need to change one to get another working. (Going to bed earlier to wake up earlier to be at the office may require no caffeine after 3:00 p.m.)
- ✓ Smaller sweeter steps – maybe you start with one call a day this week. The two –minute rule.
- ✓ Remember the why. Positive Statements on the Mirror and around your environment.
- ✓ Get an accountability partner
- ✓ Negative reinforcement