7 Time Management Super Tips for a Successful 2019



Even if you can't focus from stress

Be honest, was 2018 harder than you hoped for?

Do you want to earn multiple 6 figures in 2019?

But are you just a little burned out?

What action would you take if you knew that you could succeed easily without getting tired or bored?

Are you willing to read 7 super tips that could completely blow old thinking out of the water and make life abundance fun to acquire?

But are you 100% committed to living your best life, even if you need time to heal before going full speed?

Trust me, I can relate to all of that.

Read my story and follow the steps, you'll get there.

You'll see how I acquired an income, not by being perfect or judgmental, but by becoming more authentic and clear.

And I'm about to become more authentic than ever before

Tip 1. Aim Higher

I'm Scott, and I run the most successful marketing program for experts and therapists in Australia. I've seen over 40 clients per week in my first 6 months, I've been invited and spoken on national radio multiple times. I've seen over 3,000 clients and students and became a lecturer at the academy of hypnotic science. I found the person who I wanted to marry and lived together for 8 years, employed my brother full time to support and to build marketing web pages for our students, wrote 15 eBooks last year, filmed 7 new online courses and generally managed to have a lot of free time around all of this.

All of those achievements were fun and happened fairly smoothly. The pain I went through was from my wife leaving me last year while I was away on a camping trip, she was cheating on me, picked a time when I'd be away to move out without warning, changed her phone number, stole our life savings and I've never seen her since.

Last year, I had to deal with chronic depression and grief. My income started to grow as soon as she left. It was like a weight had been lifted because she wasn't there to doubt every move that I made, but I was grieving. I missed my wife.

If you're in a relationship where you have completely different goals, then one of three things can happen.

1. You can split up
2. You can give up your goals or
3. They can give up their goals.

During the relationship, we had completely different goals. I am an extravert who felt neglected, kept in a cage in the dark and undereducated by my parents, so I expanded as soon as I could. I talked to everyone, bought every course and took action toward my goals. It was fun.

She also had her childhood and health to deal with. She came from a family in the Exclusive Brethren Church. This meant that her parents had no issue with excommunicating any family member who didn't follow their rules. Her sister who is 12 years older than her was kicked out of the family for living with a man outside of marriage. Later on, this sister married the man and had 2 children. But because the sister had been excommunicated, my ex-wife wasn't allowed to attend the wedding, call her sister or even get any updates. It was traumatic.

My ex-wife was an introvert who liked to minimise drama.

These differences meant that we both suffered through the relationship. She was always sick with chronic fatigue and a digestive system that didn't react well to any meal. I was forced to do all of the cooking, cleaning and paying of bills.

I still had my goals, but they were slipping away from me. I could feel that we didn't share the same vision anymore. We got together during a time of rebellion. As soon as we started our relationship, she got excommunicated from the family, which forced us to move in together instantly. The parents had already kicked everyone out of the family, but still wanted to see their daughters and grandchildren. So the power had shifted from her parents, back to my ex-wife. We had beaten the oppression by being together. Rebelling against the system was the glue of the relationship. I rebelled by building a business that my parents said would never work, and she rebelled by controlling the dynamics of the relationship with her parents. We were happy and winning.

I very quickly built a business for the two of us. I was seeing 40 clients per week. I got onto the Hamish and Andy show in my first year of business. My first attempt at a seminar, I attracted over 80 participants for $25 per ticket because I listened to what the people want and put on some amazing value. My second attempt made over $12,000 just from ticket sales via an email list. We were smashing it.

I could do no wrong. Everything that I did turned to gold.

I was fuelled by the belief that we were building a life together and that I was teaching and training my soon to be wife the tricks to life that I picked up in my courses.

In the beginning, she seemed happy, but she wasn't.

Friends of ours like Shane and Jess from Australian Success Academy were already travelling around Australia doing seminars together. That's what I wanted to do with my wife. Unfortunately, instead of the two of us having a sit down conversation and talking about the shift in goals, she would instead make promises and just not follow through.

I can't say for sure that if she just told me that her goals weren't the same as mine that I would have had the courage to leave her. I loved her so much and I still do. But she made promise after promise and just didn't do any work. She'd promise to call and book in clients. By 3 in the afternoon, she was still in bed on a work day. She promised to do some of the cooking or cleaning. She never did except for when her friends were about to come over. Her chronic fatigue and PTSD from childhood were overriding everything.

Her malaise was so bad, that when I went to Hawaii for 9 days in 2017, I had to cook her 9 days of dinners and freeze them, then I came back to 9 days of dishes including a moat of cups around the lounge where she'd spent all of her time.

My income was slowly reducing as my self esteem took a hit. How had I failed her? Every time I suggested that we attend a family event or said that we should talk about the underlying issue, she told me that I was hurting her.

My life goal was to help people, but she told me that helping was the same as hurting. I had a coach in 2017 who charges $20,000 for the year. His main philosophy was to keep your word and to have 100% commitment.

I couldn't commit to my own goals because I was convinced that having goals was destroying my wife.

Finally when she left, she told her friends that she was afraid of me. It made no sense to me. She wouldn't talk to her own parents. They said 'she doesn't want to get better'. As a male, being told that your wife is afraid of you is very hurtful. Her family and friends had known me for 8 years and know what I'm like. And they also knew what she was like.

I came home to a note that said that she's moved out because the way that I've been talking to her has been causing her stress. The note said that she'd call but it might not be for a few days.

5 weeks later she called. I didn't know that she was already in another relationship. All I knew was that I was hurting inside. In those 5 weeks, I managed to bank over $8,000 in sales. My brother who was working for me part time at the time spent half of his time listening to me talk about my wife. The other half of the time my best friend was staying in the house with me to hear me talk about the same questions over and over.

When my ex-wife was around, I put so much effort into sales and my business, but I couldn't seem to bank money fast enough. The sales kept going down. But as soon as she left, the bank account sky rocketed. The only thing that we could attribute the extra income to was that my goals were now my own. I no longer had someone criticising and doubting every move that I made. I was able to make decisions again. We were banking around $1,000 per day.

I was constantly surprised at how supportive people were after the break up. My family and friends made me cups of tea or coffee, they cooked me meals and helped me move.

When I finally got to speak to my wife 5 weeks after she left, she told me that her friends and family were under supporting her to the point of being ho help at all. This was strange because I knew how hard her friends and family worked to try to help her out. They dropped everything to help her. She had no gratitude for anything that people were doing for her. She was entitled, miserable and unhealthy. She lost her friends, became excommunicated from her family again, her car died that week and she burned through the stolen life savings and soon had nothing.

This isn't a story about badmouthing my ex-wife. This is a story about mind set. I lost weight, went back to the gym, made more money, new friends and had a string of old friends and family look after me in a way that blew my mind.

I had no idea that people were so amazing. My wife had been gas lighting me for years, so I didn't realise my own self worth. My brother and I soon started a multiple six figure marketing company filming videos, writing eBooks and training students. We love it. It's fun and it doesn't feel like work. We're happier than ever because we can finally see alignment with our bigger goals. We feel as though we're allowed to be ourselves.

Nothing kills your income faster than not believing that you deserve to achieve your goals.

My goals now are to continue to $1,000,000 per year over the next 2 years, continue to exercise and become healthier start a new relationship and just enjoy my life. I also plan to have higher relationship standards over all. I won't accept people trying to convince me that I'm selfish for aiming higher. I won't accept people telling me that I'll never get to where I want to be, even though we're already doing over a quarter million per year. I love my life and I love my friends and family. I love the people who love and accept me through my good and bad times without telling me that I'm wrong for feeling good or bad at times.

I now have the courage to speak the truth. Considering that after living with my wife for 8 years straight, to never seeing her again after she tricked me by moving out while I was away camping to move in with her new boyfriend, I believe that I'm doing very well mentally. Yes I still miss her. Yes I still feel sad at times. But after treating clients for depression and grief for 8 years, I will not let fake friends tell me that I'm not genuinely helping other people to get through their grief or depression just because I still have tough days. Having tough days just makes you human.

Don’t let others steal your life. It’s yours and

you need to be in alignment with yourself.

What are your goals for 2019?

What do you deserve?

What are you not willing to accept in 2019?

Take the time out to write down your goals. I’ve told you what mine are, so take some time out and write them down. You really do have the time to write them out.

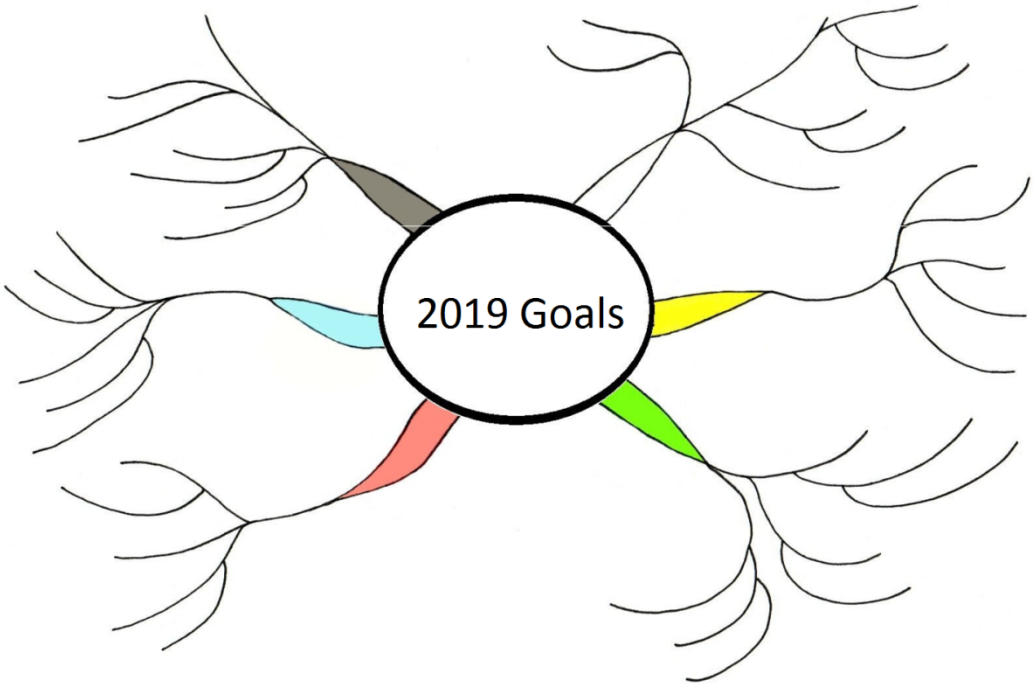
There’s no point climbing the tallest ladder in the world if it’s leaning against the wrong building. What brought me most of my success was alignment. What stole the most success from me was a lack of alignment.

The best thing that you can do today is to seriously have a writing session where you jot down what you want in 2019

If you feel writers block coming on, then that’s not because you don’t have any good ideas. It’s actually because you’re trying to edit your idea at the same time as producing it.

Exercise 1.

We use the Mind Map Jump starter whenever we're stuck. It only takes a couple of minutes and it really gets you started for 2019. It also stops you from thinking too small or letting other people's nonsense or fear steal your alignment from you.

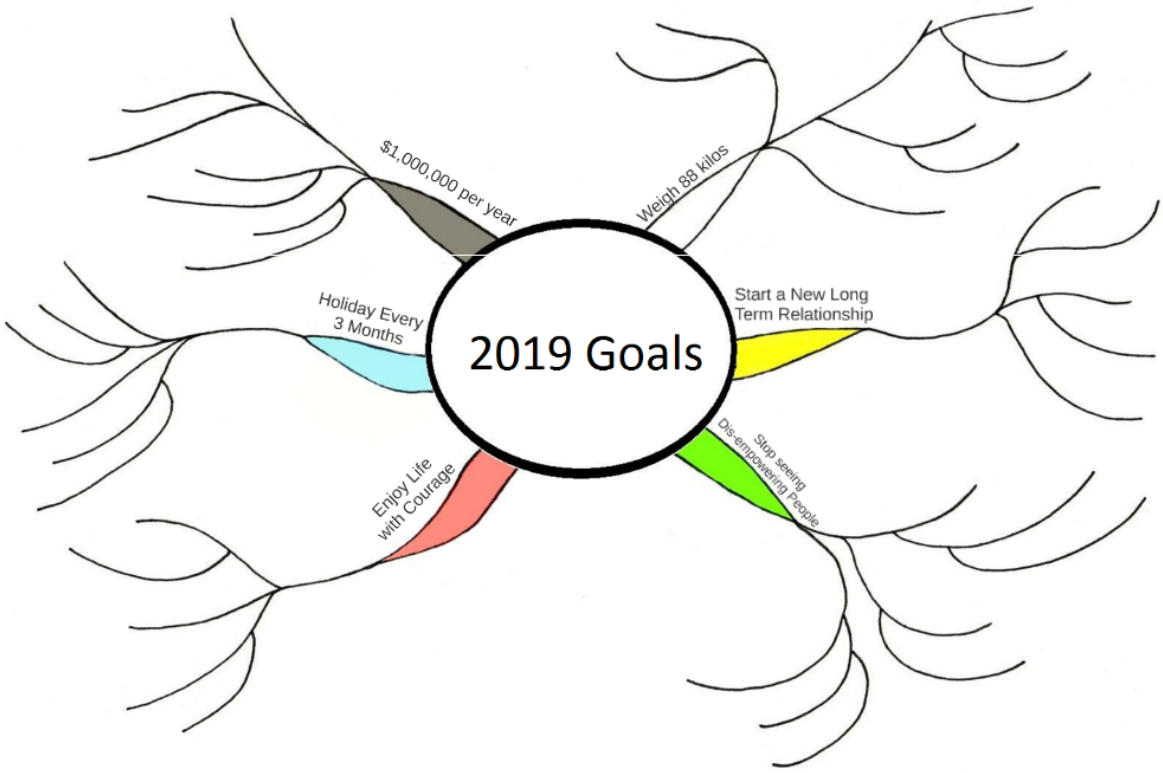


The first step is to write 1 big goal on each of the six coloured lines. Then go into more detail with the next and the next layer.

It's important to make the goal specific and to have an end date.

For example;

Writing ‘more money’ is not specific enough. One extra dollar is more money, so you can’t measure the goal. Instead, write, ‘$1,500,000 per year by 2020’ or ‘weigh 88 kilos by 2020’ or whatever your specific, dated goal is.



I really mean it when I say to aim higher. As Napoleon Hill says, wether you aim high or low, the effort is the same.

Billionaires and Millionaires aren’t working harder than you.

They have better alignment than you. I will protect my alignment with my life now, because i must.

Why am I asking you to fill out a mind map?

Lack of alignment accounts for most loss of Health, Relationship and Money.

Lack of alignment accounts for most Unhappiness and Excessive Struggle.

Lack of alignment accounts for most Dissatisfaction and Boredom.

Think about it this way. You spent 2018 driving your car at 100kmh or 62.1371 miles if you use the imperial system. What happens when your wheels aren't in alignment?

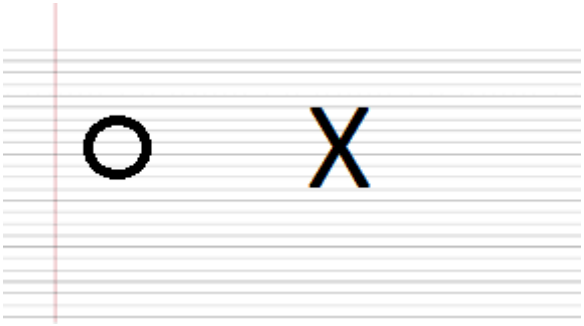
You sit down to grow yourself a business, but everybody in the house has separate opposing agendas and differing skills or willingness to communicate or to compromise.

What happens to a car when the wheels are all pointing in some opposing direction? You get nowhere fast.

So if you want your Health, Money and Relationships to work in 2019, you should really do this exercise.

Your Brain Doesn't Communicate with Itself

In our latest seminar called 'How to Cure Depression with Hypnotherapy', which is the best in the industry at busting the myths and giving practical cures, we show the audience a piece of paper with an X and a O on it.

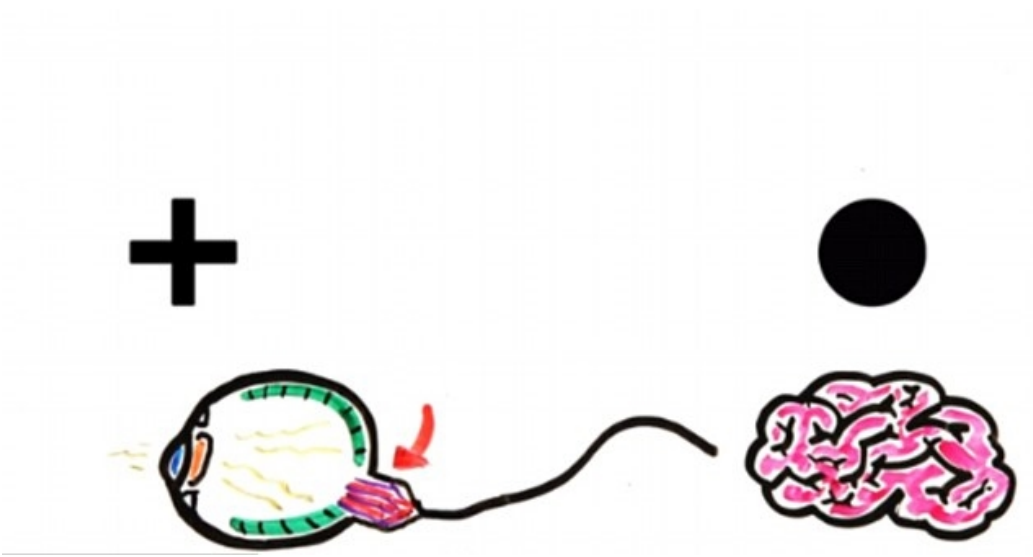


If you want to up-skill this year and learn the latest techniques to Cure Depression, then Click here to purchase the entire course now.

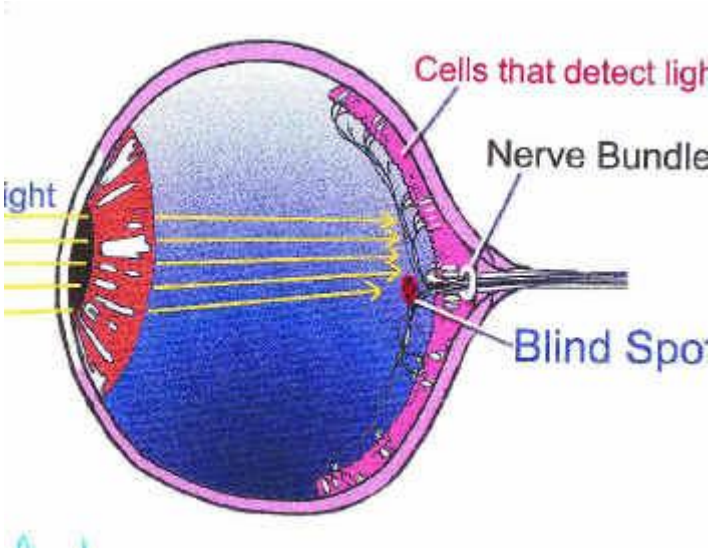


When the audience close one eye and stare at the X, the 0 on the piece of paper disappears. This phenomenon is caused by the blind spot on the retina.

When the eye tells the brain what it see's, it uses the optic nerve to carry the information from the retina of the eye to the brain.



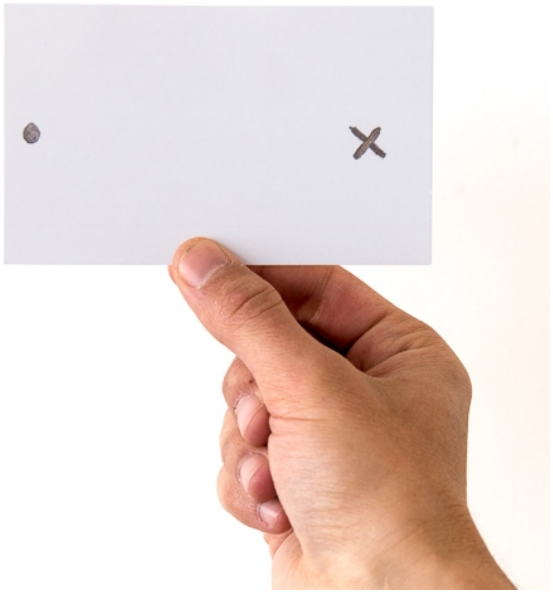
The problem with this method is that the optic nerve must interfere with the image on the retina to get the image.



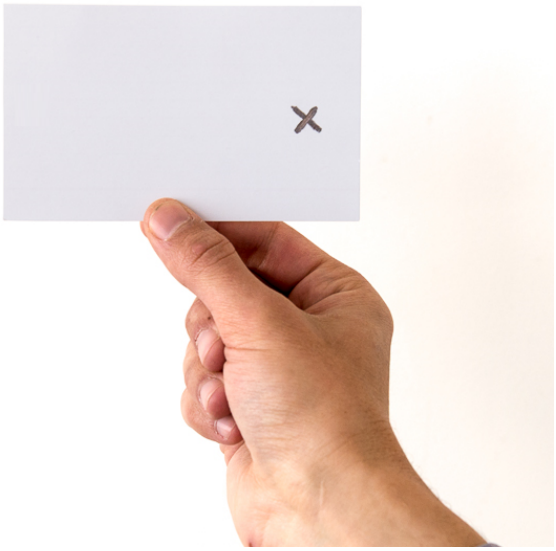
The blind spot is where the retina and the optic nerve meet. This means that to the outside of every eye, there is a section that we cannot see with. So, to prevent us from getting

overly distracted by a large missing piece of our vision, the brain simply makes up some dummy data and fills in the gap.

So this picture,



becomes this picture



The interesting part about this phenomenon isn't that we have a blind spot. The really interesting part is that the brain doesn't tell us what it's lying about or what it's making up.

Again, this is why we ask you to Aim Higher with our Mind Map technique. For more about mind maps, please read Tony Buzans work by clicking here.

If you don't journal or mind map about what you want, you'll end up having the brain create more tricks or lies. How else is the brain tricking people?

Here is a list of some of the known psychological effects that cause people to move out of alignment with their goals.

We use the **D.I.S.T.O.R.T.I.O.N.S.** acronym to show the 11 ways that people set goals for the year that don't align or won't turn out positively for them.

Dunning-Kruger Effect – Impostor Syndrome

Identity Bias – Groupthink or believing popular opinions or attitudes due to familiarity, not evidence.

Shiny Object Syndrome – Outsourcing or changing the plan at the first sign of resistance or struggle.

Two Columns – Black and White Thinking

Opinion - Confirmation Bias

Reality Filter - Cognitive Dissonance

Time Fallacy - The belief that it saves time to drop vital goals.

Inert Syndrome - The belief that taking no action is better than taking action.

Optimism Bias – Overestimating the likelihood of positive outcomes without evidence or guidance.

Negativity Bias - Overestimating the likelihood of failure without evidence or guidance.

Sunk Cost Bias – Irrationally clinging on to something that has already cost money, time or effort despite its futility.

The Dunning-Kruger Effect

If someone who you love and trust has been gas lighting you, then you may have Impostor Syndrome, The Dunning-Kruger Effect or just generally think that you're too crazy or don't deserve to succeed.

Is this you?

The Dunning-Kruger Effect causes people to feel less confident as their knowledge and skill sets increase.

People with less knowledge than you can feel 100% sure that they are correct, while you who have studied and put together a skill set to help people to get from A to B can suffer from an Impostor Syndrome always believing that you aren't good enough or don't know enough to start.

It's important to start before you're ready. Have a go and learn from failure. The only true failure is giving up. You really don't have enough time to waste on a life that isn't in alignment, so just do the Mind Map work and start living life on your terms.

Identity Bias

Football teams and sides of politics can attract a form of loyalty that stops people from listening to the information and start labelling people or ideas as completely right or wrong without even looking at them.

People are more likely to ask a friend for advice than an expert, even though they are more likely to pay an expert for advice.

If you think that success is beyond you, those thoughts may be coming from **Groupthink** and not from rational information.

Groupthink is a phenomenon where people are more likely to go along with the crowd, even if they're wrong, than to form their own opinion. The problem with this is that the beliefs of the group may be harmful to you if they're not in alignment with who you are and what you want.

What do you want?

Who are you?

Shiny Object Syndrome

Novelty is not a bad thing. However novelty should be our servant, not our master.

One of our core human needs is variety. We like to keep things fresh, however sometimes give too much credit to new strategies without finishing our core strategies.

Every new strategy will bring new struggles, so struggle is not a reason to leave the old strategy. People often believe that outsourcing what they don't understand will fix their problems, or they believe that changing jobs, changing niche or changing romantic partners will fix the problems.

The problem with our problems is that unless we address the underlying issue, running from shiny object to shiny object won't actually fix anything.

Are you avoiding hiring a coach?

Are you avoiding the learning process or the development process? Are you procrastinating for the wrong reasons?

Do the values mind map to find out why.

Two Columns

Myopic thinking, black and white thinking or believing that everything is either extremely good or extremely bad without any cross over or distinctions is another thinking fallacy that causes people to believe in a perfect world that can never exist.

People who want to rid the world of all chaos before they are happy will never stop to feel grateful for what they already have. They will also never listen to the other side of an argument, and therefore cannot change their mind, compromise, make progress or find happiness.

It's the shades of grey that make life wonderful, sad times acceptable and give you the power to makes your dreams come true.

Do the values mind map to find out where your negotiables are and where your non negotiables are.

Trust me. Not everything in life matters the same.
Some problems are bigger than others.

Opinion

Confirmation Bias basically means that all evidence for or against are firmly held belief continues to strengthen the belief.

If someone believes so strongly that the sky is red, then there is nothing that you can do to change their mind, until they experience so much pain around their belief that life forces them to face the truth, or they learn to live with an ever increasing pain.

Nothing causes more confirmation bias than relationships. Usually, people will hold a similar belief to their spouse, parents, tribe or team even if all evidence is in opposition to the belief.

Only when the truth becomes more important than the relationship can the person actually see the truth.

Remember that it's painful for people to change their minds. It has been shown that changing ones mind can often be worse than physical pain. But it's often more painful to believe the lie.

Reality Filter

Cognitive Dissonance is the pain caused when reality contradicts a core belief. The stronger the evidence, the stronger the pain becomes.

There are almost only 2 choices when someone is experiencing cognitive dissonance. Either change the belief or avoid reality.

Cognitive Dissonance is hard to spot when you have it yourself. There are 4 fears to check in with to test yourself for Cognitive Dissonance.

Do you experience pain around these **4 human needs**?

- **Love**
- **Status**
- **Survival**
- **Identity**

If you experience pain around those issues, then you probably have it. If you feel that you can't Achieve, Take Breaks, Connect or Discover Variety or receive rewards, then you probably have some Cognitive Dissonance and will remain in pain until a belief changes.

Time Fallacy

The belief that it saves time to drop vital goals. When people say that they don't have enough time to achieve their goals, what else are they doing with their time that is more important than achieving their goals?

Doing things the right way will actually save them time over all. This Time Fallacy is closely linked with Sunk Cost Bias and Cognitive Dissonance.

A clear way to spot this fallacy is when people say that they don't have enough time to achieve their goals, but they can't tell you how many hours, days, weeks, months or years it would take to achieve their goal.

Let's do the maths.

How much time do you have?

How long does your goal take to achieve?

Subtract the time that it takes from how long it takes to achieve and there's your Time Deficit.

If people can't put a number on their Time Deficit and still claim that they don't have enough time, then they're experiencing Time Fallacy and need to do the Values Mind Map.

Inert Syndrome

The belief that taking no action is better than taking action.

When people park their goals, say the diet starts Monday, say I can't afford it, say they don't have enough energy, then they're highly likely to never start again.

The true reason to not pursue a project is because it doesn't align with your goals. But you should always start taking action towards your true alignment.

Chunking and Alignment fixes Inert Syndrome.

If you want to lose weight, renovate your house, earn more money, save more money, live your dream life, then it's never time that stops you, it's mostly chunking.

You need to chunk your goals up and down.

Chunking up is to see the big picture

Chunking down is to see the small steps and to only do todays steps today.

Start before you're ready. Plan it and only do 1 days work per day.

Optimism Bias

Overestimating the likelihood of positive outcomes without evidence or guidance. This happens to people who believe that ‘One Day’ is actually a day on the calendar. They think that they can skip steps and still get there.

These people fall for the Halo Effect and think that they can do no wrong forever and that life will just work itself out without doing any alignment work.

Life is not all Rainbow Blasting and Sunshine.

20% of life really sucks. And accepting that will actually add to your overall happiness.

Thinking that life is all positive is a quick and easy way to become blind to the truth. This world is full of problems that need to be addressed and worked on.

The struggle to success is real and needs to be respected.

This doesn’t mean that life isn’t worth living. This simply means that we must accept chaos in our lives or else the chaos will grow.

Negativity Bias

Overestimating the likelihood of failure without evidence or guidance.

Don’t let one or more bad experiences stop you from aligning with how you want to live your life. Instead, do the values mind map at the end of this chapter.

Awfulising is not useful. It’s just pessimistic. It won’t stop any future pain. Being simply negative is just a bad habit that needs to be broken.

Practice being grateful with this one simple exercise.

1. Imagine that everything that you love is gone forever.
2. Imagine that everyone that you love is gone forever.
3. Imagine grieving their loss.
4. Now imagine that you can have them back.
5. Enjoy them.

It sounds strange and even more negative, but it really does help to make you happier and more grateful. If you can’t feel some degree of gratitude now, then you aren’t likely to feel happy with more.

Sunk Cost Bias

Irrationally clinging on to something that has already cost money, time or effort despite its futility.

People defend their mistakes. They spend so much money, effort and emotion on something that they cling to a relationship, a bad strategy, a faulty tool or business because they're emotionally invested in it.

The problem with Sunk Cost Bias isn't that something has stolen the past. The problem is that Sunk Cost Bias can steal the future as well.

What is it time to let go of?

Is there a strategy that doesn't work anymore?

Have you tried doing things alone for too long?

Have you been negative about asking for help?

Are you or someone else that you know suffering from a Negative Groupthink?

Only alignment can fix this problem and give you your life back.

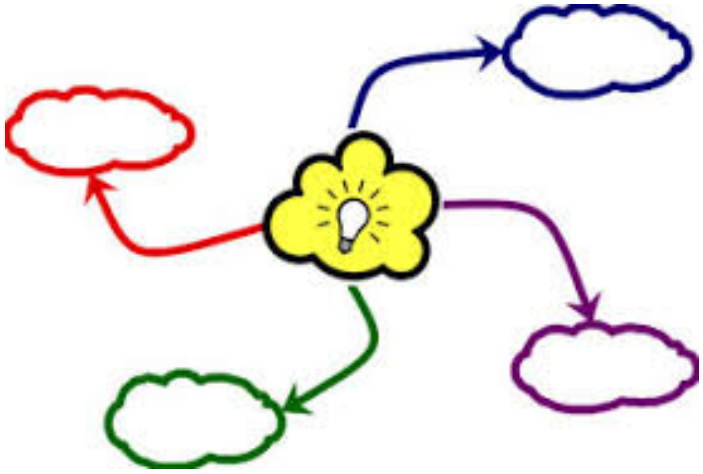
The Values Mind Map

Exercise 2.

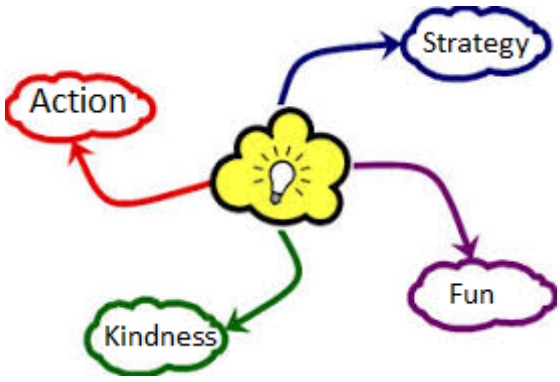
Do you remember the blind spot in the eye?

Well this Values mind map helps to fix blind spots from the **D.I.S.T.O.R.T.I.O.N.S.** acronym.

Have a go at writing out 4 values that are important to you.



Here's my example.



These 4 words have become

my Guide to Money, Health and Relationships

Each of these words also have antonyms or opposites.

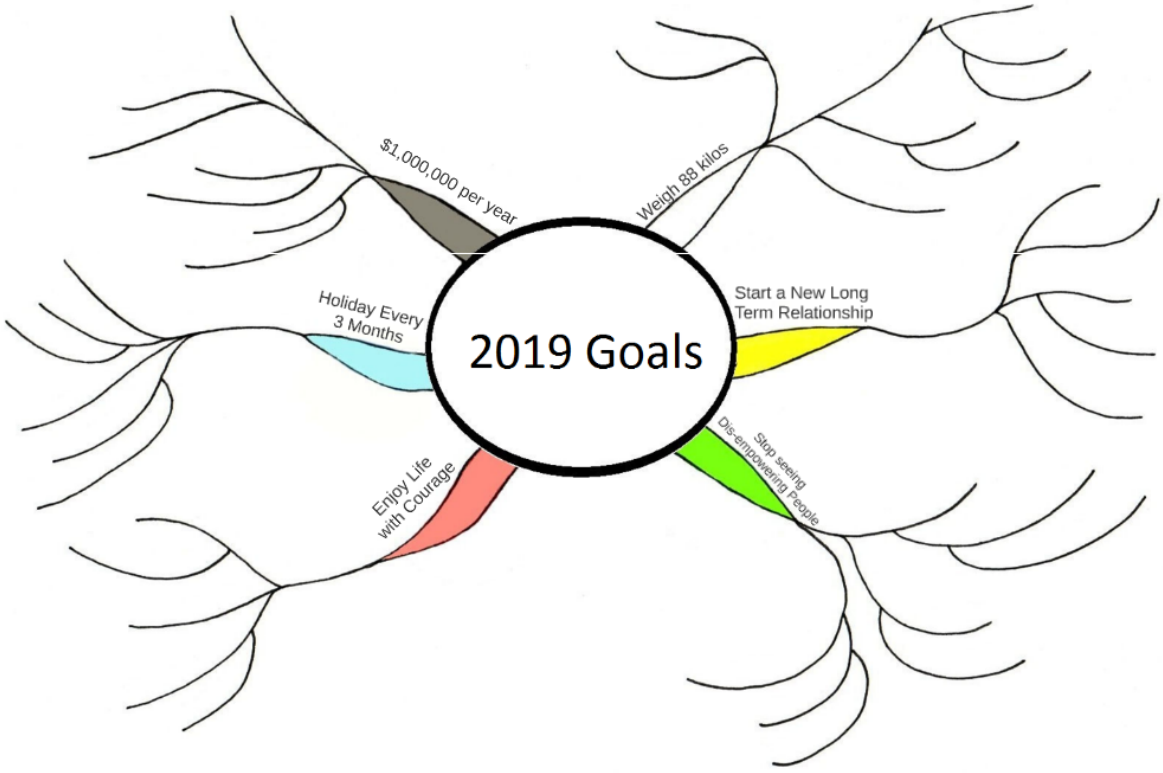
Action vs. Avoidance.

Strategy vs. Ignorant

Kindness vs. Cruel

Fun vs. Boring

Compare these values to your goals. Are each of my goals about Action, Strategy, Kindness and Fun? Or at least do they not support Avoidance, Ignorance, Cruelty or Boredom?



Trust me, do the exercise.

Yes, it's a short exercise, but it's a complete needle mover in how to spend your time better.

Time management isn't about micromanaging every second. That actually doesn't help. Yes you should use a diary, pay experts for their knowledge, journal and organise what you have to do, but none of the small stuff works until you get the big stuff right.

If you know the story about the jar of rocks, then this should make sense to you. The big rocks fit into the jar first, then the medium rocks, then the small rocks, pebbles and then sand.

You'll never find more time in your life unless you Aim Higher and align your Values to your Goals.

I can't express enough the importance of writing down your values and comparing them to your goals using a mind map.

This technique alone will save you decades of mistakes because finally, you'll be living life on your terms.

You deserve to be happy. So build on a firm foundation.

Tip 2. Write a 3 Layer Plan

In 2007, I left my parents business to go and build my own business in hypnotherapy. But I had nothing.

I had no money. I had no education. I had no plan and no way of knowing that it would pay off.

I was working at Cartridge World at the time. This was the franchise that my parents bought into. I learned many skills and lessons there. The most valuable two lessons that I learned were;

1) Spend at least half your time promoting what you do and
2) Don't let someone else set the rules for you.

We had franchise owners that sold my parents a 20 year franchise contract within a limited territory. This meant that you had to pay head office for joining them. You had to pay head office 9% of every sale that you made along the way. You had to pay head office up to 20% if you sold your business and did something else. You had to pay for stock, staff, rent, supplies, utilities and advertising. They got very

little back for their money. I never wanted to buy into a franchise, not only because of the cost, but because the contracts are all one sided. Basically the contract says that they can do whatever they like and you get no say in it at all. They restrict you to a very small territory and reject any marketing that you create.

I knew that I could do better with my passion than getting involved in a franchise. I was in love with psychology and hypnotherapy interested me since childhood. Again, this is a great reason to get your goals and values right before you work out the details.

I happened upon a system of goals achievement that all of the Gurus talk about. If you use it and stick to it, you'll win. If you don't follow it and stick to it, you'll lose. It's as simple as that. And it really does work. Try it for yourself.

It's basically a 3 layer goal system.

I first called it FSA for Fantasy, Structure, Action.

Brendon Burchard later called it the GPS system for Goals, Plans and Schedule. Neither of us invented the system, but we both adopted it for ourselves.

Layer 1 – Goal Clarity

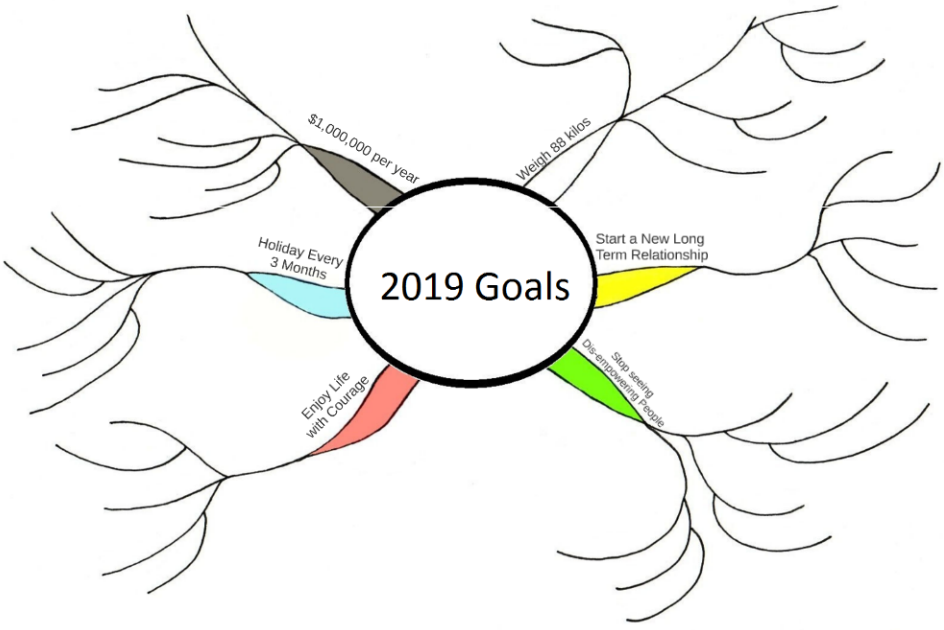
You need to write down how you would like your life to be.

Click Here to read our short eBook called 'How to Cure Self Sabotage' to get the general idea of how a 3 layered time management system works.

We use the Ladder to show the difference between Discovery Steps and Action Steps



You can use the mind map to work out your first layer.



Layer 2 – Framework.

When I left my parents business, I basically left my parents house, left the job and went out on my own without much of a plan. I couch surfed until I found a place to live. I had less than $500 in my account, but I did have my car.

I signed up for 2 years of study at the academy of hypnotic science. I put my resume out to over 100 businesses online, (it doesn't take as long as you'd think with copy and paste.) I signed a 12 month lease to house share in Glen Waverly, Melbourne and then crossed my fingers and hoped for the best. My goal now wasn't to commit to a goal. My goal now was to survive my commitment to my goal.

If you're still studying, then Click Here to watch this video about how to complete your course and get business ready. You can achieve anything that you want by taking one step at a time.



Strategy is Key

If you want my exact steps to starting my hypnotherapy practice, then Click Here to download 'How to Massively Grow Your Hypnotherapy Practice in Six Weeks'



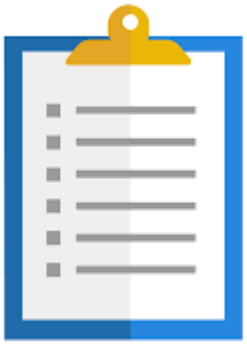
I only had so much energy per day, so strategy was key.

I noticed that most of my fellow students and graduates saw time as an obstacle that they had to fight against. I didn't really look at time unless I had an appointment or I was scheduling something for later. The **D.I.S.T.O.R.T.I.O.N.S.** acronym was very active. Most fell for the **Time Fallacy** or the **Dunning-Kruger Effect**. They couldn't see themselves as successful.

How to Save Time – The Easy Method

Exercise 3.

Write a list of everything that you want to achieve in 2019



This could be goals about;

- Money
- Health
- Travel
- Relationships
- Fun, etc...

Next, list of all of the things that you actually do in a week.



This could be;

- Watch YouTube
- Check Emails
- Browse Facebook
- Network Groups
- Drink Alcohol
- Play with my Logo
- Talk to friends about work
- Change strategy again

Then, just find which items on list 2 are actually supporting list 1 and then cross the rest off as unimportant.

Then you have a third list of actions that actually help you to achieve your goal without the actions that waste time.



This list could say;

- Gym twice per week.
- Make Sales Offers
- Plan a Social Hike
- Create Lead Magnets
- Write Sales Emails
- Hook up a Payment Button
- Raise My Prices

Does this make sense?

People waste so much time on stuff that isn't doing anything good for them and then they wonder why they run out of time or aren't getting ahead.

People are so super busy on low value tasks because they aim too low and don't chunk their goals.

Layer 3 – Calendar.

Click Here to get our free eBook called, '6 Figure Weekly Planner for Hypnotherapists'



After strategy, scheduling is the next most important step. You should never plan more than 1 days work per day or else you'll burn out. Also, don't plan too little. The key here comes from grouping similar tasks together.

Ask yourself, is this a phone call day, or a client day, or a marketing day, or a video day or a day off?

Before we continue.....

Let's me be real with you. I'm not necessarily smarter than anyone else out there. I just know myself well.

I was teased in school for being stupid. This level of organisation is a response to a difficult life. I wasn't born with more than anyone else who lives in the first world.

Here's an incomplete list of my human flaws

- I get tired and exhausted.
- I get shy and nervous
- I get anxious and depressed for short periods of time
- I doubt my skills moving forward
- I get lonely and clingy
- I get overwhelmed and angry

I know when it's time for me to take time out and to call it quits for the day. I know that I need to organise fun as well as work or else I'd end up hating my work.

Just for fun, here's a Youtube link of my 21st rap where I thought that I was Eminem. Click Here.

Tip 3. The Number 1 Time Management Rule

Use a Task Centric Approach, not a Time Centric Approach

Time management is not micro-managing your day into inflexible bite size pieces while setting S.M.A.R.T. goals.

When people use a Time Centric approach to time management, they chase their tale. They see the next problem in front of them and stay busy trying to keep their head above water. But people who use a Task Centric approach to time, they get stuff done.

Imagine your brain as an internet browser that can only open 7 tabs at a time. Each tab represents a thought that you can open and uses up resources. Do you want 4 out of 7 tabs wasted on time management techniques or do you want to spend all 7 tabs on your project?

When people over organise themselves into micro-chunks, they can actually lose productivity. You're better off spending a little bit of time each day grouping your tasks into 4 styles and then spending no less than 4 hours per day on each style of task.

We use the C.O.D.E. acronym to break the 4 mindsets up into task styles.

Productivity is your ability to **Perform One Task Style** uninterrupted for **4 Hour Blocks**.

The 4 task styles in C.O.D.E. stand for;

Creative - Writing eBooks, Frameworks and content.

Organisation - Administration, Bills, House keeping

Decisions - Big Picture Planning, Planning dates and KPIs.

Extraverted - Seminars, Therapy or Video performances

This C.O.D.E. acronym is as deep as you should ever go into time management. Once you have scheduled 4 hour blocks and picked tasks that fit only 1 or 2 of the 4 styles of C.O.D.E. per 4 hour block, then you're better off just focusing on the actual task and forgetting about time altogether.

Basically, you shouldn't be constantly switching between Creative and Extraverted tasks. Also, you should never be constantly switching between Organisation and Decision talks. There is a time cost for you to switch your energy from C to E, E to C, O to D or D to O task styles.

When my ex left, it was a race against the clock. I needed to get my C.O.D.E. right to protect my energy.

My brother and I had a job to do. He let me move into his house and he helped me move out of my old house. I was in no state of mind to focus on anything, so our next move was very important. I had no money, couldn't focus and had to organise my ex-wife and I moving our stuff out of the house, cleaning up ready for the next tenant all while she'd changed her phone number and refused to communicate with me.

She was already with her new boy friend and didn't want to go backwards by talking to me, even to organise packing up and separating our belongings. I only had enough energy to do quarter to half days, so we had to get extra organised.

My brother and I wanted to plan a bigger mission. We wanted to grow our business to $1,000,000 per year, but I couldn't focus long enough to stop crying for more than an hour at a time.

Yet, we managed to compartmentalise and grow our business to $250,000 without too much effort.

Let me share 5 methods from our '6 Figure Asset' program that made our success so much easier and faster.

Our ‘6 Figure Asset’ program is growing and gaining traction each month as Australias Number One Marketing Program for Hypnotherapists and Experts.

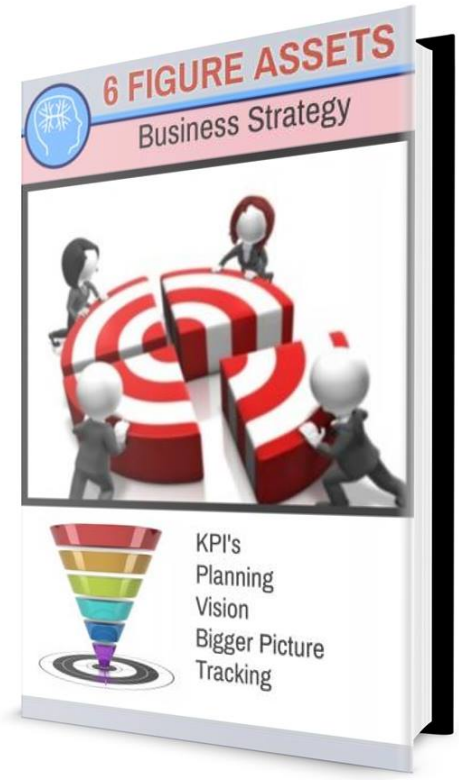
It’s a $7,000 investment, however, if you get in on time for the 50% discount and payment plan, you can Click Here for as little as $350 for the first month and then just $105 per week.



If you have written your goals then you’ll see how these 5 methods will get you there so much faster than any other training in the world. After training over 3,000 students in my career, we’ve seen exactly how to get you there faster.

If you’re ready, get out a pen and paper and start getting you there faster now.

Method 1. Give yourself space to succeed.



Most people create random or stressful deadlines either days or weeks into the future.

We needed to create a real business, so we gave ourselves 45 days to generate $25,000.

We spent 2 weeks gathering leads and generating free content for our list. We spent 2 weeks on our sales cycle to promote our program to our social media accounts and our email lists and then spent 2 weeks running the program.

From selling $800 therapy programs, selling a $750 program, a $3,500 program and other online courses, we more than exceeded our target. We even managed to run 3 online courses, sales cycles and product rollout by using our C.O.D.E. styles with 4 hour blocks of uninterrupted time.

We ended up spending most of those 45 days at cafes with clip boards just planning or celebrating each win.

The key to Method 1 is to Plan out at least 45 days

In 45 days, you have 90 lots of 4 hour blocks to play with.

Sometimes you need time off. Sometimes you need to plan. Sometimes you need to do the small admin jobs. Sometimes you need to be present to perform therapy sessions, seminars or marketing videos and other times you need to be calm and quiet while you generate and plan out your content.

But 45 days is enough time to get a lot done.

In 45 days, you can build a list, built market place trust, sell a program and deliver it to a group without burning out.

People who only give themselves 2 weeks to do what takes 45 days will probably fail and burn out.

Where do you want to be in 45 days?

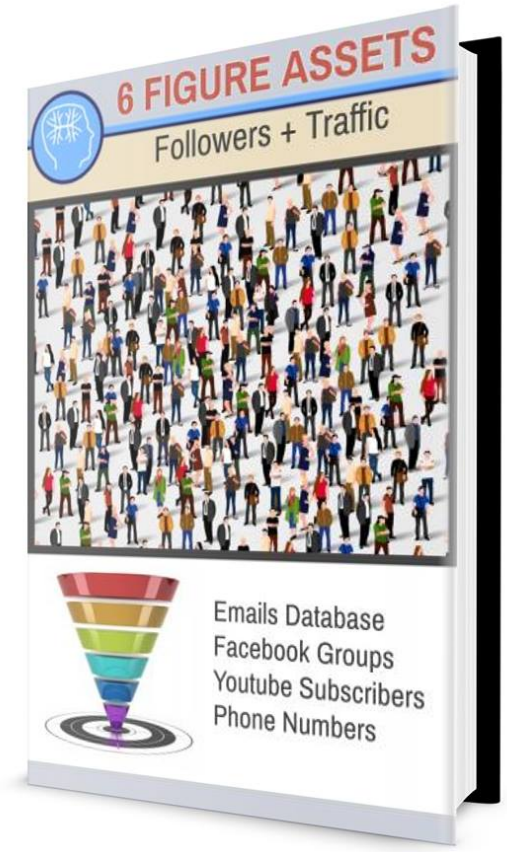
How much do you want to earn?

What problem do you solve for your market place?

What do you want your product to be?

Can you break up your 45 days into Lead, Trust, Sales and Product time using C.O.D.E.?

Method 2. Don't find leads. Let leads find you. It's faster.



Again, most people make the mistake of working too hard to find leads.

Instead, we create content that is so well planned out that our market share it and bring leads to us.

We created a self populating Facebook Group with our Marketing Wingman.

Our Marketing Wingman is what we call our free eBooks, FB live videos, YouTube videos and other shareable content.

Trust me, it's faster to make Great Content once that gets shared many times than to either pay for leads, work out your targeting, keywords, geographics, demographics, psychographics or any of that stuff.

All we needed was a great headline, a great eBook and a great FB live video to get 21,000 views for free.

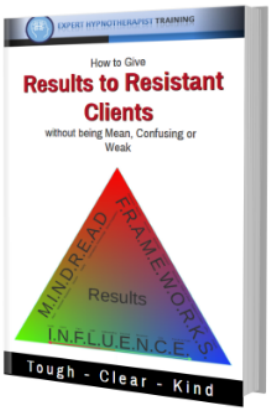
The key to Method 2 is the Problem, Path to Promise

To learn more about our Problem, Path to Promise formula, Click Here to download our free eBook.

How to Give

Results to Resistant Clients

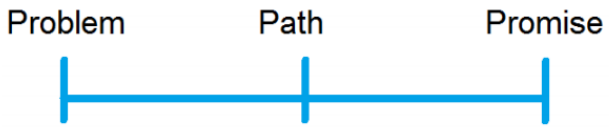
without being Mean, Confusing or Weak



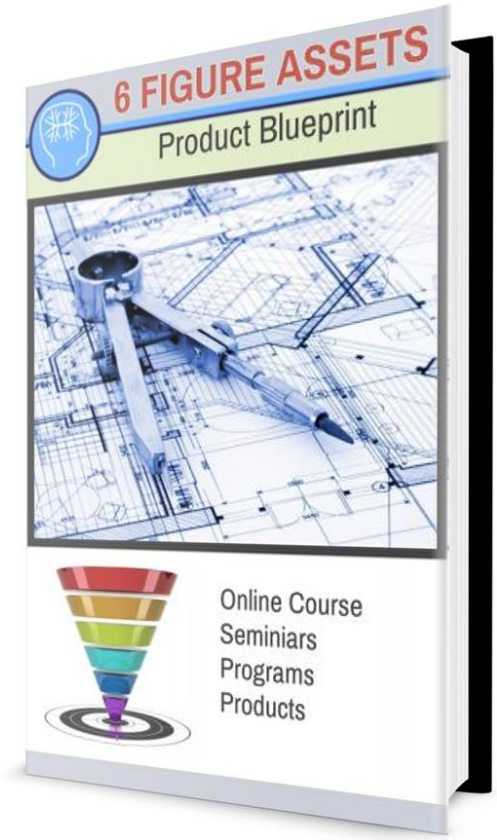
Get the Free eBook

Download Now

The key to the Problem, Path to Problem framework is that people share your free content and buy your paid content, even $3,500 sales right out of an eBook if you can describe where they're coming from, show them a better way and then simplify the pathway until they can actually believe that success is possible for them. You're not selling you, you're proving that your viewer is reasonably close to the finish line.



Method 3. Just help your client to make 1 Decision.



Don't bother trying to make the best Course, eBook, Seminar or Product in the world. That will only confuse people.

Instead, get your client to take 1 step or make 1 decision. People want a program that doesn't confuse them.

Nobody wants you to build the biggest program out there. They want a quick result in less than 45 days. That's all. So relax. You can build something simple and people will pay you thousands if you're a genuine expert on how to get real results fast.

Your course isn't just about the Problem, Path to Promise. Your course is about steering your client through their D.I.S.T.O.R.T.I.O.N.S. along the way.

People make enough excuses not to do 1 step. So don't give them too many steps.

The key to Method 3 is to tell your story

You can't bully people into doing the work. If you disrespect them even once, you've lost them forever.

Instead, your job is to provide a very simple step by step framework with lots of relatable stories.

There is a reason why our sales went up when my ex-wife left. People could tell that I had felt the same pain as them.

People trust people who are like themselves and people who have gone through the same ordeals as they have.

Our best seminars and courses have been fun and super casual. Our job isn't to be stiff like a scarecrow. People want to feel your humanity and character.

There's a reason why people trust experts more than they trust steps. An expert can inspire someone to become unstuck. Have you ever had someone say to you, 'you helped me', but you aren't sure how you helped them? It's because you helped them to develop the confidence to make a decision again and to become unstuck.

Method 4. Campaign your Sales Offer



Many people don't know how to approach their followers to sell a program.

Maybe you've had a troll tell you that you weren't good enough. Maybe you have Imposter Syndrome or the Dunning-Kruger Effect.

Either way, there are people out there who want your help.

Those are the people that you should pay attention to. The 1% of jerks out there who try to tear you down aren't worth your attention.

I constantly had my ex-wife tell me that I wasn't good enough to do my job. It took a lot of healing to find myself confidence again. But there's nothing like learning to move on and take responsibly of your own reality to make you feel better.

Nobody can tell me that I'm not good enough these days.

The key to Method 4 is to keep your offer out there.

Some people believe that it's too expensive to advertise. Others believe that their product isn't good enough to be out there. Some think that their product is only worth $25 when they could support their tribe much better at the $7,000 level.

If you break down the price into a payment plan, anyone on the planet can afford $7,000 over 7,000 days. When the top 10% of people really invest in themselves, they stop buying rubbish, coffees, cigarettes, alcohol and other destructive junk and really follow your steps.

Imagine getting whatever you want within 45 days. If you're trained in results and can really help people to solve a big life problem, change their life or help them to achieve a lifelong dream, then is it worth giving up the junk to gain real freedom and happiness?

When people stop pretending that they'll live forever, then money stops becoming an obstacle and time becomes their currency. Nothing will ever change until the viewer is inspired to Aim Higher. Nobody wants to play small forever.

Method 5. Expand Your Freedom



When you promote high ticket items to a promotional partners list, you can start to produce real life long freedom.

Instead of emailing a $25 offer to a list of 50, imagine emailing a $7,000 offer to a list of 12,500 email addresses. If even 1% of people buy your product, then you're already set for life. Once you figure out how to write sales emails, grow your list and deliver outcomes to your clients, then you have the opportunity to evolve, automate and expand.

Most people will spend their whole life believing that they can't really have what they want. They fall for Groupthink or let others tell them what they can or can't achieve. To properly manage your time, you need to stop listening to people who aim lower than you.

The key to Method 5 is to spend less time in Reactivity and more time in Planning.

Do you remember the C.O.D.E. acronym?

As you expand your business, it becomes less about working hard and more about strategy. It's less about being the Extravert and more about Decisions.

What could you achieve in 45 days if you gave yourself permission to run with it?

Where are you wasting time on activities that do nothing for you or anybody else?

Will you have the same year again with the same outcomes every year, or will you start now and own the next 45 days?

Click Here to join now and start 2019 on your terms.



Tip 4. Honour the Finish Line



Imagine that you've trained your whole life for a race, but just as you get close to the finish line, you just turn around and go home.

I know, it sounds silly right?

This is what most people are doing with their goals. As soon as things get a little bit too real for them, they start the infinite cycle of training, racing and quitting until it just becomes and out of control habit.

Maybe there's a technology challenge. What are you going to do? Work it out or just jump ship all over again.

What if someone out there is mean to you, just that crazy 1% of people who can't be happy for you? What are you going to do? Again, work through and honour the finish line, or just repeat the pain for one more year.

Once you've set your goal, you need to keep going. Each obstacle can seem a little daunting especially if you're grieving or not feeling the best, but you have to reach that finish line to see what's on the other side of it.

Success leaves clues



You're closer than you think. Maybe only 6 weeks away from where you want to be. But what if you can't see the finish line? What should you do?

There's a shockingly simple answer.

"What Descartes did was a good step. You have added much several ways, and especially in taking the colours of thin plates into philosophical consideration. If I have seen a little further it is by standing on the shoulders of Giants."
Isaac Newton 1676

If you want to find the finish line, who's the best person to talk to?

It's a person who's already finished and come back.

If you want to lose weight, improve positive relationships or to improve your business, then who should you talk to?

People fall into Black and White thinking or Groupthink instead of asking an expert for information. Remember that success leaves clues for the people who are willing to look.



Have you heard of black ball phobia? It's a condition in pool or snooker where players lose confidence right as they're about to hit the last ball in to win the game. I have an expert friend that I play against sometimes. He never loses a game, until recently.

I lined my eyes up so that I could see the ball that I wanted to hit right in front of the hole that I wanted to sink that ball into. Every time that I used this technique, I got the ball in. I'd often sink 5 balls in 1 turn. However, as I got to the final ball, the black ball, I'd get nervous, throw away the technique that got me this far and just hit the ball randomly.

I was afraid at the finish line, until I broke through emotionally to honour the finish line. I started to win a few games at first. And then a few more games after that.

It's amazing what a few wins does for your self esteem.

I even started dating and going to the gym again.

Expect to Win, but don't expect when

My brother and I have been lucky enough now to live in any way that we want and to work on any project that we want. But it wasn't always this way.

You never know when your obstacle is about to move aside and let you win. Your first love, you get accepted for your first job, you figure out a puzzle, you make your first sale, you outlast the clock at the gym, you finally master a skill, you finally get to sleep, the weather turns out great or you get to the end of 2019 having completed your list.

What's the alternative? To keep changing tactic at the first sign of difficulty? To never start? To give into excuses about why you should let others control you?

Or do you want to create genuine freedom?

You have an unfair advantage at the last mile, last kilometre or last step before the finish line, because that's where everyone else quits.

They're about to win the game. What are you about to do?

Tip 5. Make it Real

What is your life purpose?

What is the big picture here for you?

Who is it that you want to manage time better to help?

How long have you been procrastinating?

How is this affecting your Health, Relationships, Finances, Mindset, Happiness, Your effects on others, Your Alignment with yourself or your General Satisfaction with Life?

If this is speaking your language and you'd really like to change, then what's something that you can do to make your goals into real habits daily?

Victim psychology is becoming less popular as more and more people are reading the literature, buying the courses and learning about their personal responsibilities in their own lives. People are calling out for responsibilities now.

Do you remember when people just loved to buy junk and couldn't get enough of it? Well, how much has that transformed in the last 7 years? How willing and eager is

everybody now to just throw away what they've spent a life time collecting because it just doesn't mean anything to them and it's just taking up space in their house?

So what's taking up space in your habits right now?

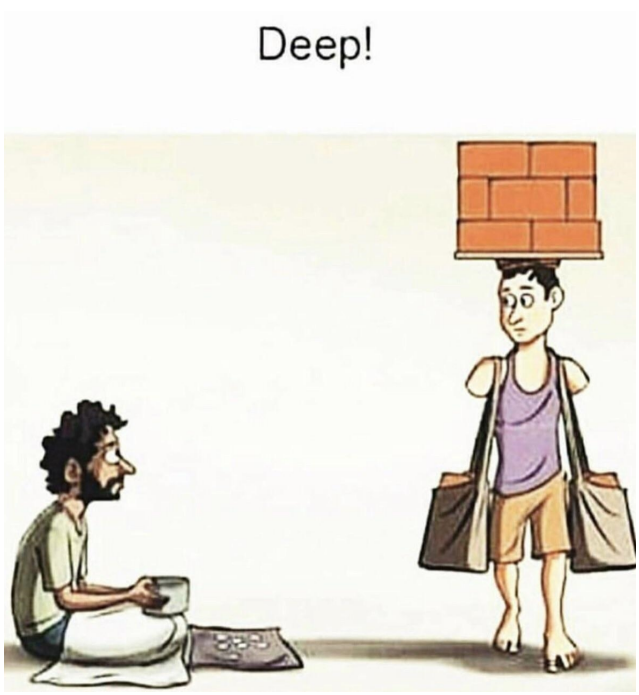
Have you taken 6 months to do a 2 week job because it felt uncomfortable to start or you feared the ridicule of other people?

Have you been quiet for too long because you put life into two columns of Perfect and Awful and didn't know which side the coin would land on if you started?

When I was younger, I was surrounded by people who liked to scare me or confuse me as best as they could. It wasn't pleasant. I was afraid to ever be in a relationship. I was scared to ever travel. I was afraid to make friends at school.

Personal empowerment has become my life's mission. I've seen enough people whose lives are consumed with other peoples rules, other peoples expectations or being bullied or controlled by others so much that they just couldn't find any happy place of peace. Their lives were just in constant pain, despite there being a way out.

The Story of the West



A lot of people never do the work. They sit on the side lines contemplating or even judging, but never really put themselves out there, not just for fear that they may fail, not just for fear that they may succeed, but for fear that they're going to hurt themselves or someone else along the way.

The human condition is great at joining hands, overcoming great obstacles, curing diseases, building technology, space travel, etc... But so far, most people only do the work during times of war and hardship. Take my story for example. My life fell apart, so I put it back together better than ever before. But we've had 3 decades of peace to make us go soft, to make us forget who we are and forget what we're truly capable of.

The people who are putting the effort in now are soldiers, mothers and entrepreneurs, because they're the ones with something to fight for.

The Decision

This is an exercise that I give to my hypnotherapy clients when they need help planning their lives.

We used to call it the Decision Matrix because it shows you how the different parts of your life interact with each other.

Now we call it the Decision Sheet because it's no longer time for you to play around. It's time to make some real decisions about how your life is going to change in 2019.

Is it time for you do Step Up and do more of some things?

Equally as vital, isn't it time that you stop doing somethings?

	2019 Decision Sheet	
	Do more of	**Do Less of**
Health		
Relationships		
Finances		
Purpose		
Fun		

How have you been holding your own health back?

Have you been eating junk and avoiding exercise?

There are **5 basic health techniques**, besides intermittent fasting, that really give your health a boost.

1. Breathe better. Either do a sleep study check for sleep apnoea and possibly get yourself a cpap machine, or let go of your stomach more when you breathe.
2. Sleep – Give yourself a regular pattern of at least 8 hours per night. Keep to a sleeping schedule most of the time and wake up at about the same time every day.
3. Hydrate – Water is life. You can lose up to 30% of your cognitive function if you're even up to 5% dehydrated, until you become hydrated again. Especially this time of year if you're drinking alcohol, coffee or consuming sugar. Drink more water.
4. Eat Clean – This is more about what you shouldn't put in your body than what you should put in your body. Make sure that you get protein, vitamins, minerals, fats and energy. Basically, fall in love with your body so much that you would never abuse it. And don't eat for therapy. Eat for health.
5. Exercise – You need to be lifting something heavy at least twice per week and exceeding your heart rate through cardio, even for 5 minutes at least twice per week. As always, be sensible and see your doctor if you have a condition.

What do you want from your relationships?

Is it time to take their temperature?

All relationships need to feel Safe and Resonant.

If the people you see make you feel unsafe or gas light you to the point where you feel crazy or have low self esteem most of the time, then those relationships need to either be renegotiated or they need to end.

A resonant relationship is the Marco Polo effect. When you make a joke, ask a question, tell a story, say hello or just interact, then you expect some level of response. You need the other person to actually be emotionally invested and to want to give you back a resonant response at least some of the time, or else it's really not a relationship at all.

If you haven't read the John Gray books, then I highly recommend reading 'Men are from Mars, Woman are from Venus'

Men are more likely to be attracted to details and single focus tasks at a time, while woman are attracted to emotional connection and a wider context.

Where are your finances at for 2019?

What decision do you need to make?

Have you been avoiding a decision for far too long?

We go further into finances in our ‘6 Figure Asset’ program available when you Click Here.



The key has always been to spend less than you earn.

Put at least 10% of what you earn away and don’t touch it.

It’s even a good idea to make a list of where you’re wasting money on liabilities like junk food, cigarettes, alcohol, toys that you get bored of etc...

When people say that they want to do our program but can’t afford it, then we ask them if they spend more than $15 per day on things that they don’t need. $5 in the morning, $5 at lunch and $5 in the afternoon. If they say yes, then they can afford to take control of their lives again easily.

What is your life purpose?

People are happy when they are congruent with who they truly are and miserable when they don't get to be themselves.

Forget about what everybody else thinks for a minute and really ask yourself what you want.

We live in such a changing and adapting world these days that this question really becomes more important.

More than managing your time, is your heart pointed in the right direction?

Have you been put here for something better, something bigger, something that helps more people?

Or would you like to have more time off and live your life at your own pace away from the noise and overwhelm?

Really write down your answers, even just a sentence on your 2019 Decision sheet.

Are you in alignment with your life's purpose?

What are you doing to have more fun?

Do you leave fun up to chance?

Do you get home each night or find yourself home on a weekend not knowing what to do for your own happiness?

You really need to plan each night by at least lunch time every day.

You also need to plan your weekend by at least mid week every week.

When people leave fun to the end of their list, then they end up feeling contempt for the purpose they served and the people they helped all week. Fun is not unprofessional. Fun is a basic life need like food and safety.

Do you look forward to your job?

Do you look forward to your weekend?

Do you look forward to seeing your friends, family and your tribe? Do you look forward to your hobbies?

Or has it been too long since you took some time to actually play. What would that look like for you?

Tip 6. Take the First Step

Chaos isn't always such a bad thing.

When I wanted to learn hypnotherapy, I just quit my job and went all in.

When I graduated and had no clients or money, I just borrowed my deposit from my grandmother and then made sure that I had skin in the game.

When I wanted to perform my first seminar, I put out the ad and committed before I even knew what I would say.

You'll never manage time better until you have skin in the game and get the brain to survive your decision to thrive.

The brain will put in the emotional energy that it needs to survive, but it will never help you to thrive until you put real skin in the game.

What decision are you ready to make today about 2019?

Where would having skin in the game have improved 2018 for you?

How to Conquer fear

You actually don't have to conquer all fears right now, and that's the best part about conquering fear.

You can break fear into smaller pieces and just face them one at a time.

If you like movies, you'll see that there's a formula, sometimes called 'The Heros Journey' or 'The Monomyth' or 'The Hero with One Thousand Faces'

This could be Alice in Wonderland, The Hunger Games, The Matrix, Star Wars, Avengers, Romantic Comedies, or even real examples from your own life.

There are 12 steps to any movie where the character has to face their darkest fear. We put these 12 steps into an acronym called T.H.R.E.E. P.A.R.T. A.C.T.

The acronym stands for;

Territory – Who is the main character and where are they?

Harold – What do they want or what event pushes the character into crisis or chaos?

Refusal – How do they turn down their journey at first?

Education – What new tools, mentor or information changes their mind?

Event Horizon – What is the decision, commitment, travel or point of no return that takes our character or hero into their adventure?

Proving Ground – In the new world, our heroes job here is to simply survive, make new friends and just to get used to the new world that their decision or skin in the game put them into.

Approach – The hero has to make a decision and ask themselves, 'Am I good enough to win?' They start on their yellow brick road or path to their greatest challenge.

Rival – Finally, it's time to take on the bad guy, the challenge or unmask the fear once and for all to make it real by risking a loss to gain a more important win. Every final battle has 5 stages.

1. The Shine – Our hero starts off strong
2. The cut off – The villain cheats or changes the game.
3. The double down – Both characters commit to the stakes of the battle.

4. The hope – It looks as though our hero might actually win.
5. The finish – With a brand new perspective, our hero transforms into their true self, learns their lesson and defeats the enemy.

Treasure – The hero gets what they came for, but ends up with something so much better that the original treasure has changed its meaning.

Arrive home – In the final hour, the battle isn't won because chaos breaks out at home.

Cure – Calmly, the hero having already won the previous battle now flawlessly defeats their enemy or challenge.

Transformation – The character now has to make a decision about staying with the new world or returning home or staying home with the treasure.

You can use this formula to explain nearly any challenge in your life. What are your goals. Do you have to defeat all fear at once where it comes to Money, Health, Relationships or Fun, or can you simply take the heroes journey and honour the steps as they appear? Hopefully time management means something different to you by now. You need to make a decision for any of this to mean anything.

Tip 7. Be Playful and Let Go of the Past

You've probably been through enough experience and self doubt in your life to know what I'm talking about here.

Life is too short to live it all tied up in knots and bundles of stress.

If my break up from my ex-wife and my journey onwards has taught me anything, is that we wait too long to get back up again and to give ourselves what we truly want in life.

If you ask most people how they have fun, they don't actually know. If you ask most people what they want to achieve in the next 12 months, they don't know. But people are fairly vocal about what they don't want. They know how to complain about their current problems, their neighbours, their partner, their job, their fatigue, their kids or their broken appliances. But they rarely talk about what they want next.

This doesn't mean that you shouldn't complain. In fact, complaining is a good place to start. This is about being

yourself, not about being a robot. If things aren't the way that you want, start by letting it out, but make it count.

You need a community.

In our training community, we have students from all over the world who love to share stories, tell jokes, talk about the news, their lives, their goals, wins, what they've learned and they share their next mission.

If you want to be around the right energy, then join 'Six Figure Asset'.

If you want to spread your message and get paid as a thought leader to share what you know to the world, then join 'Six Figure Asset'

If you want accountability, if your problems have gone on for too long, if you want to know exactly how to get from where you are to where you want to be, big picture to small steps, then Click the Link and join 'Six Figure Asset' Today

Take the leap now, this 2019

Join our ‘6 Figure Asset’ program available when you Click Here, available for a limited time at this price.



One last story

These 7 Time Management Tips Saved me in 2018

1. Aim Higher

2. 3 Layer Plan

3. Task Centric Approach

4. Honour the Finish Line

5. Make it Real

6. First Step

7. Let Go and Play More

In December 2017, I joined a coaching program with Ryan Magdziarzs company called Winning International. It cost $20,000 to join and I had to commit to attending seminars in three countries. I attended seminars in Melbourne, Sydney, Switzerland and Hawaii to learn as much as I could about marketing, sales, entrepreneurship. I was motivated to help other people who felt that life was passing them by, felt that they weren't taught the correct tools to servive in highschool or generally was sick of waiting for a better life to fall on their door step. I was an action taker.

It’s hard when you feel neglected by life and want more. And it feels so great when you take action and see how much greater life really is when you get out there more.

Literally, when you travel, when you grow a multiple six figure business, hire staff, get glowing client reviews about how much you’ve changed their life, it feels like a drug.

My hunger to grow and to experience life was getting bigger and bigger. I was basically having the time of my life.

Again, I could do no wrong.

I got 80 new leads in my first week of putting up Facebook ads. I was selling out my programs again, I loved writting eBooks, making videos, frameworks and coaching people. I felt so alive.

But at home, things were getting worse. I often wonder if it started when we got two Netflix accounts. We no longer watched the same shows together. My Ex-wife and I no longer had anything in common. She was always sick. Most of the time that we spent together, I was cooking for her, cleaning for her, taking her to the doctors or hospital or doing what ever I could to make her happy.

When a couple have completely opposing visions of the future, contempt starts to grow. And when there's genuine contempt for someone, there's no going back to the way things were before.

Our honey moon stage was over. We'd lived together for 8 years. Her friends became my closest friends. I'd gotten to know her family and see her nephews grow up. I'd been on every family holiday, camp trip, family dinner and got on great with her family. When we visited her parents, I would be the one to talk. She never said much. She still hadn't forgiven her parents for what they did to each of their children.

She hated her job so much that she had used up all of her sick days, holidays and was still taking time off. Then she asked me to write her a new resume. We got her a new job that pays $55k plus bonuses, which is more than she'd ever had before.

I loved my work but was losing her. One night when I drove her to and from her work christmas party for her new job, I didn't realise that she would meet her next boyfriend there.

I traveled to Switzerland, and was the top of my class again. My coach even filmed a case study video with me for being one of his most succesful students. He used me as an example through most of his seminars and we had a lot of fun.

I had so many new friends that opened me up to new ideas, new plans for the future and taught me about what they do.

Some students were coaching people on meditation, self love, body building, intermittent fasting and micronutrients.

Their results didn't lie. These body builders looked the part and their before and after pictures from hundreds of case studies showed that they could help others.

I even stopped drinking alcohol and coffee for 8 months to give my health a boost. My brother had just started working with me, and he hadn't had alcohol for 8 years and he doesn't drink coffee.

Then I went to for another seminar in Hawaii. It was a truely eye opening experience. Home life was getting more and more stressful. Her health was getting worse to the point of making my health suffer. I couldn't sleep at night because I had to look after her. She would wake up several time per

night with a health condition. If it wasn't a blood nose, a nightmare or a stomach pain, then it was something else.

When I get sick, which seems to happen once every 2 years, I lose all ability to function, I lay in bed for 3 days and sleep it off. But this wasn't an option. I had a lot of house work to do, was growing my business and also had many family, social and commitments to my wife taking her to doctors.

I got sick from stress, lack of sleep and general anxiety about how things were going between us. As I tried to sleep, I would get woken up every 15 minutes with a demand or request. Then I made 2 mistakes that will haunt me. I told my wife that I was going to my brothers house for 1 night just to get some sleep. It did wonders for my health being able to sleep for 9 hours uninterupted while sick, but it hurt our relationship. I wasn't there for her when she needed me.

My next mistake was pacing around the house for hours one night. I was so worried about what was happening with us, that I literally paced up and down the house for hours. Later on I found out that this had really upset her. She told her friends that normal people don't pace up and down the house for hours. But pacing is my coping mechanism for stress.

When I found her note saying that she had left, I took to pacing again. But this time, the house wasn't my friend. I took to walking around the local oval. I didn't know when I'd get another call from her or if our relationship was over. She doesn't communicate or say much at the best of times, but this time, I had 5 weeks to stew in my emotions and pacing around that oval every day waiting to get a phone call from my wife.

My brother saved me in a big way. He started walking around the oval with me each day. He drove me to a pitch meeting that I'd scheduled before my ex had left. I didn't feel up to it, but he supported me enough for me to feel comfortable doing it. This meeting was to sell coaching to an hypnotherapy school. The pitch was only 3 days after she left, so I was not in a good head space. But I did it and I made a $1k sale after 40 minutes of talking. My brother was in the room and was blown away at my ability to compartmentalise. I had clients lined up that week where I had to help them with their anxiety, depression and addictions. I even had a client that week who came for relationship help. They loved their sessions because I gave 100%. I was able to focus for short bursts of time to serve the people around me.

Then my brother and I launched our 6 figure program. We spent time in cafes talking about our plans, then writing a rough guide for our day and then just filming the videos, writing the eBooks, selling the program through our emails and Facebook videos and running our coaching programs. My brother took over all of the tech jobs with web page design or anything to do with the computer and I was the talking head and wrote the eBooks. We both coached the students and we spent a lot of time in cafes talking about this brilliant life that we'd built for our selves.

The cafes were all close to the oval, so my brother would spend an hour or two pacing around the oval with me. Sometimes I'd get some thoughts out about my ex-leaving me, wondering if she'd ever call again and other times we talked about work.

We even brought students and clients to our cafes and walked around the oval with them. It became our ritual.

This is what I learned from my experience

1. Aim Higher

When something bad happens in your life, you can't find happiness by just plugging the hole. You need to do a complete re-design or else you'll simply stay stuck.

2. 3 Layer Plan

We planned highly succesful and profitable seminars and online courses that contained a lot of detail. We needed to really know what we were doing. So we aimed higher with the first layer of the plan and simply had faith that we could work the rest out. Then we spent time in cafes or walking around the oval talking about the details. Then we'd seperate to do our own individual To-Dos in our own time. This is what made our success possible.

3. Task Centric Approach

We never stair at the clock. That's pointless. Once we've done layer 1 – Aim Higher and layer 2 – Mind map the strategy, then we were on to layer 3. We used the C.O.D.E. approach to manage our time. If I wrote an eBook, I'd never be at a cafe or in the lounge room where there were other people. I'd always be in my bed room. If I was doing admin, I'd be at my office and if I was making decisions, I'd be at a

cafe with my brother or pacing around the oval. If I was seeing a client or filming a course, then I'd be at my office or hiring a conference room at a hotel.

4. Honour the Finish Line

We noticed that a lot of people would start something but not finish it. So we finished everything that we started. Even this eBook which is 14,000 words, at about 3 quarters of the way, I got inspired to drop this eBook and to start a new project. So I wrote down some notes on the new project, then put it away for later so that I could finish and release this eBook. My favorite technique to honour the finish line is to publicly announce a the product or to start selling it. Again, even with this eBook, I announced it and had 45 people ask me for it before I even finished it. Your finish line is coming, but you have to make it real.

5. Make it Real

If you don't have skin in the game, then you're just a fan. I didn't want to just be a fan. I paid for coaching, I sold my programs, I planned them out and commited to myself to get it done. It was 100% worth it.

6. First Step

The first step is always an action that commits you more deeply than what you were before. I wanted more money, a new girl friend, to get over my ex and to have more fun. So I planned those things. I've just gotten back from a 4 day camp trip with my best friends, I have a romantic date night planned for a few days away, I have my next program and sales cycle scheduled and I earned more last year than any other year. All of this happened because I commited to taking a first step. It's scary to date again or to commit to alignment with your goals when you don't know what the future will be like, and this is what life is like. But it's worth it. Don't get stuck forever and ever. Don't make this year just like last year. Improve it. Align with yourself, commit and take the first step. Make it real and enjoy your life.

7. Let Go and Play More

Life shouldn't be too serious. If you try to have a perfect life, then you'll be very disapointed. Instead, enjoy what you have. Life does get getter. Pain heals, new friends, new love, new money, new adventures await. Your story isn't over yet. You are worth more than you think. You are more important to the people around you than you may think. You are very much loved. I want to share this technique with you that healed my heart.

A lot has changed for me this year. I had to say goodbye to many old parts of my life. My parents business closed after 15 years. I was there to help them pack up their Cartridge World shop. I used to work there for 5-ish years.

I moved out of my house that I lived in with my wife since 2011. I lost contact with her side of the family, while she lost contact with me and everybody else. I had to desensitise myself to going away on camping trips again. The camping trip that I took in March left a scar because I came home to that note saying that my wife had moved out.

Here's the thing about saying goodbye. You don't actually have to say goodbye. You get to keep your loved ones, living or dead, close or far, active or estranged in your heart forever.

My grief ended when I figured out this trick.

Simply hold one hand on your heart. Imagine a ball of light entering your heart. This ball of light contains everyone who you love. It contains all of the health or money that you'll ever need. See it entering your heart. Now everything and everyone is always with you. They live in your heart. You haven't lost anything and you don't need anything. Now any

step that you take, you get to take it all with you in your heart. You get to continue to share your life with everyone who lives in your heart even if you can't see them again.

Last year, I had a lot of problems, but I got to cary a strength in my heart that is unbeatable. And I honnstly don't know what will happen in the future. I really don't

Will I mary again? I don't know.

Will I ever see my ex again? I don't know.

Will more tools break around us? Absolutely. Last year we had to completely fix 2 cars and 1 wall that was eaten away by termites. Life is unpredictable and scary at times. But I cary love in my heart forever. You're in my heart and I hope that I'm in yours.

Honestly, you can do what ever you want with this life. It's yours. Don't let others tell you who to be or what you're capable of. It's honestly none of their business.

But do this one thing. Have a go. Don't let fear hold you back because on the other side, there is success, healing, courage and so much love. Life is kinda weird and unpredictable. And

20% of life just sucks, but 80% of it is so great if you just get out there and really give it a go.

What do you want for your 2019 and what do you need to do now?

Thank you so much for reading this eBook, best of luck with your goals and we'll see you in our '6 Figure Asset' program available when you Click Here.



Lots of love

Scott Lawrence