

30X
LIFE

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LIFE

REAL PEOPLE.
REAL RESULTS.

actionCOACH[®]
BUSINESS COACHING

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- "Building a great life has to be done on purpose."
- "Make a decision to have a great life."

- "Go big or go home."
- "If your goals don't scare you, they're not big enough."
- "30X Success is about creating a life that you want to live."

- "A 30X Life is not about scarcity, it's about abundance."
- "There's plenty of abundance for everybody to have a great life."
- "We have to decide to be abundant."

- "Never wish your life were easier, wish that you were better."
- "Work harder on yourself than you do on your job."

- **Definition of Success**

- _____

- **Dreams**

- "Nothing, if not at first a dream."
- Know what it is that you want to achieve and write it down.
- Dream categories
 - Cars, events, vacations...
- Dream chart
 - "The start of a whole process."
- "Allow yourself to dream."

- **Goals**

- "Anything you can achieve in the next five years."
- SMART = _____

- "Having a set of goals gives you direction."

- **Learn**

- Acquire knowledge
- "How do you learn best?"

- **Plan**

- "The most important plan is the daily plan."
 - What are you going to do tomorrow?
- "If you want to succeed at life at 100%, you've got to do more planning."

- **Act**

- "Now that you have a plan, you can get to work."

- **Have**

- Dreams and Goals
-

-

- **Do**

- Learn, Plan, Act
-

-

- **Be**

- Who you are
 - "Determines the level you do the things you do."
-

-

- **You Are Your Product**

- "It's the best you] we need to build."
- "In order for life to grow, we need to grow."

- **Personal Renewal**

- **Growth**

- "Unless there is a level pressure, we don't grow."
- "If you are not under pressure to perform, you don't get better."

- **Feelings vs. Emotions**

- **Breakdown**

- "Usually, a breakthrough doesn't happen without a breakdown."

- **"If you want to get better at life, you have to hang out with people who are better at life than you."**

Notes

- " 'I am' are the most powerful words."

- **Skills**

- "You can't be good at something you didn't study."

- **Beliefs**

- "The beliefs can be changed."

- **Values**

- "What is it that you value more than other things?"
- What is more important to you?

- **Identity**

- "I am..."
- We proactively determine who we are.

- **Above and below the point**

- How do people view the way that the world is working around them?

- **Clarity**

- Leads to a power position

- **Denial**

- "You don't acknowledge that your situation exists."

- **Excuses**

- "Most people use excuses to keep themselves safe."

- **Blame**

- Specific, Globalized
- "Human beings have an innate ability to not take responsibility for stuff."

- **Responsibility**

- **Accountable**

- **Ownership**

- **Change**
 - "Change is inevitable."
- **Change Formula**

$$(X) + >$$

- **D =** _____
 - "People who are dissatisfied will make a change."
 - Building Dissatisfaction
- **V =** _____
 - Clarity of Vision
 - "Where do you want to go?"
- **F =** _____
- **R =** _____
 - External
 - People around you
 - Easy to overcome
 - Internal
 - Fear
 - > False Evidence Appearing Real
 - > Failure Expected And Realized
- **"Action conquers fear."**

- **Quality: Mentor/Teacher**

- Coaching
- Definition of Mentor:

- _____

- Books
- YouTube/Videos
- Blog Posts
- Mastermind Groups
 - Join or create one

- **Quality of Knowledge/Education**

- "Push yourself to stretch your learning."

- **Quality: Beliefs/Dreams**

- "As you're getting more knowledge, it's increasing your beliefs and dreams."

- **Quality of Questions**

- "If you ask a small question, you get a small answer."

- **Quality of Decisions**

- "The better the questions, the better the quality of decisions."

- **Quality of Actions**

- "The better the decisions, the better the quality of actions."

- **Quality of Results**

- "The better the actions, the better the quality of results."

- **Quality of Life**

- "The better the results, the better the quality of LIFE."

- **Learn, Earn, Return**

- "Learn about what you it is that you got to do."
- "Earn the money."
- "Give back to society."
- _____

- **Categories (Important Areas of Life)**

- Family
- Health/Fitness
- Charity
- _____

- **Roles**

- Friend
- Family Member
- Parent
- _____

1. Define Categories

2. Develop Roles

3. Expand the Role

- Are the roles daily, weekly, biweekly, monthly, quarterly?

- **Goals**

- "Each role needs a goal."
- "We need to build our life the way we want it to be."

- **“Be you. Don’t pick goals because someone else wants it for you.”**

- **Two main reasons we have goals:**

- Direction
 - It gives us somewhere to go
- Momentum
 - It keeps us moving

- **SMART Goal Setting:**

- Specific, Measurable, Achievable, Results Oriented, Timeframe

- **3 Levels of Goals:**

- Away
 - “Get away from a negative.”
- Towards
 - “Move towards a positive.”
- Legacy
 - “Bigger than yourself.”
 - “What is it that you want your life to stand for?”

- **4 main ways to set goals:**

- _____
- _____
- _____
- _____

- **“You can work from your neck up or neck down. Neck up pays more.”**
 - **“Learn before you earn.”**
 - **Learning requires:**
 - Participation
 - Educate = “to draw out”
 - Confusion
 - Ability to ask new questions
 - Colors
 - Left brain/right brain differences
 - Reading
 - Listening
 - Watching
 - Journaling
 - **“What we’re aiming to do is get to the point of mastery.”**
-
-
- **“Teachers are Leaders.”**

- **Specialists**

- Eventually become out of work

- **Prognostication**

- "To look forward, we sometimes have to look backward."
- Look at your industry

- **Economics**

- Great Lies
 - Scarcity
 - Resource
 - > Technology is removing scarcity

- **Abundance vs. Scarcity**

- Scarcity: "There's not enough to get around."
- Abundance: "The more, the more."

- **Leadership**

- Has shifted over time.

- **"What are the generalized principles that work in all cases?"**

- **Generalists**

- Leverage
- Critical Mass
- Gravity/Attraction
 - "If I want my goal to become a reality, I've got to get more gravity between me and the goal."
- "The specialist is the one who is going to end up working for the generalist."

- **“True communication is the response you get.”**
- **NLP =** _____
 - 3 major modalities of communication:
 - Visual
 - _____
 - Auditory
 - _____
 - Kinesthetic
 - _____
- **Appearance**
- **Words Used**
- **Active Listening**
 - Questions
 - Play Dumb
 - Dig Deep
 - Feed it Back
- **Emotion/Logic**
- **Participation**
- **“ Start thinking about communication as a learned skill set.”**
- **“The best communicators didn’t get there by accident. They got there by learning and studying.”**

- **DISC Profile**



- ---

 - Like to be first
 - Like the newest things
 - Start a lot of things but don't finish them
 - Great visionary
- ---

 - People oriented person
 - Like to have a lot of friends
 - Bring people together
 - Hold the team together
- ---

 - Like things the way they are
 - More reserved
 - Keep doing the same job
 - Same routine
- ---

 - Make sure everything is correct
 - Want to know all the details
 - Less people oriented

- **“Everybody is a genius. But if you judge a fish by its ability to climb a tree, it will live its whole life believing that it is stupid.”**
- **What holds you back from being confident:**
 - Wrong People
 - “When you’re around the wrong people, it’s really hard to build confidence.”
 - Apologizing
 - Overthinking
 - Generalizations
 - “I always...”
 - Confidence vs. Ego
- **How to become more confident:**
 - List of Positives
 - Go Different Places
 - “Who are the people you’re around when you feel the best?”
 - Forgiveness
 - Teach Others
 - Get Dressed
 - Look your best, feel your best
 - Clean out Closets
 - Volunteer
 - Catch Right
 - Stand Tall
 - Eye Contact
 - Listen More
 - Shine Light on Others

- **Self Discipline**
 - Control Feelings, Mind over Emotions
 - Doing the things you know you need to do
 - Opposite of Self Discipline:
 - Self Sabotage
- **Productivity**
 - Rate of Production
 - "How much can you fit in a day?"
 - Creating Daily Lists
 - Know Weaknesses
 - Remove Temptations
 - Make Plans
 - Sleep
- **How to be disciplined:**
 - Know What to Give Up
 - Be an Adult
 - "I'm giving up X, to get Y."
 - Discipline
 - Start Small, But Start
- **Strategies for Productivity and Self Discipline:**
 - Top 25/Pick 5 List
 - Default Diary
 - Have Plan B
 - Rituals vs. Habits
 - Urgent vs. Important

How to Solve Problems:

1. _____
 - What is the actual situation you're in?
2. _____
3. _____
4. _____
 - Do the research
5. _____
6. _____

In a team:

- Communication
- Repair Down Silos
- Open minded
- Strategy - 6 Hats:
 - White - Data
 - Red - Intuition/Emotion
 - Black - Look at Negatives
 - Yellow - Optimistic View
 - Green - Creative Free Writing
 - Hat - Control/Chair Meeting
- "The solution is more important than the mistake."

Decision Making:

1. Define the Goal
2. Gather Information
3. Identify Alternatives
4. Compare Alternatives
5. Make Choice
6. Implement
7. Check Decisions

- **“Time is an illusion.”**
- **“ Being present is taking ourselves to a point where we are no longer a victim of time.”**
- **What does the present moment look like:**
 - Think less, experience more
 - Freedom
 - Time flies/Time stands still
- **The Present:**
 - The only time you can take action
 - Slowing down your brain
 - Enjoyment
 - Intuition
 - High emotional intelligence
 - High quality communication
- **How to Be Present:**
 - “Make the decision to be present.”
 - Where are you most present?
 - Passion and Excitement
 - Remove areas where you’re not present
 - Find Similarities and Differences
 - Remove areas where you’re not present
 - Find Similarities and Differences
 - Apply joy
 - WIFLE
 - What I Feel Like Expressing
 - What am I feeling right now?

- **Examples of the Law of Attraction:**

- Karma
- Fate
- Coincidence
- Synchronicity

- **“You attract what you focus on.”**

- Both positive and negative
- Like Attracts Like
- Thoughts, Words & Action

- **Vibe:** _____

- **Vibration:** _____

- **Negatives**

- Who are you around?
- What are the situations?
- Worry List
- “Catch the negative thoughts and turn them into positive ones.”

- **Intention/Attention**

- **Words That Create “Negative Situations”:**

- _____

- Notice them and replace them

- **Helps with Law of Attraction:**

- Vision Board
- Gratitude List
- Visualizing/Verbalizing
- What is it that you want to attract?

- **Relationships:**

- Work On You
- You Are Different People
- Emotional Bank Account

- 5 Love Languages

- _____
 - _____
 - _____
 - _____
 - _____

- Build Them Up, Pick Them Up
- Respect, Love
- Commitment
- Know Your Partner
 - 20 Questions
- Set Goals Together
- Be a Partner
 - Life Skills
- Conflicts
- Compromise
- Know They Are Not Perfect
- Empathy
- Communication
 - Listen to understand
- Assume Positive
- Define Roles

- **“All of the success in the world means nothing if you can’t share it with others.”**

- **Friendships:**

- 10 Commandments of Friendships

- _____
 - _____
 - _____
 - _____
 - _____
 - _____
 - _____
 - _____
 - _____
 - _____

- Be a Good Friend
 - Great House Guest/Dinner Guest
 - Join, Invite, Share
 - Ask Questions
 - Congratulate, Celebrate
 - Cards & Gifts
 - Kindness/Empathy
 - 100 Positive vs. 1 Negative
 - Say Sorry, Forgive
 - Reliability
 - Be Fun, Real, Honest and Loyal
 - Keep in Touch

Stages of Parenting:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

4 Types of Parents

1. _____
2. _____
3. _____
4. _____

33 Tips on Being a Great Parent:

1. Love = Time
2. Parent, Not Friend
3. Protection
4. Provide
5. Read
6. Example
7. Authentic
8. Hugs
9. Selfless
10. Connect
11. Schooling
12. Sense of Humor
13. What We Do Matters
14. Different Kids/Parent
15. Be Involved
16. Cannot Love Too Much
17. Set Rules
18. Be Consistent
19. Avoid Harsh Discipline
20. Use Questions
21. Teach How to Decide
22. Explain Yourself, Apologize
23. Teach Health/Wealth
24. Life Skills
25. Get Help
26. Travel/New Experiences
27. Encourage Independence
28. Treat With Respect
29. Patience/But Demanding
30. Build Relationship
31. Build Confidence
32. Manage Technology
33. Curious, Not Furious

- **Mindset**

- Pre Contemplation
- Contemplation
- Preparation
- Taking Action
- Maintenance
- Termination
 - Start Somewhere
 - Choose Self
 - Easier Than You Think
 - Simple = Sustainable
 - Try = Fail
 - Confidence, Not Skinny
 - Feel 4 Weeks, Notice 8 Weeks, Others 12 Weeks
 - You Are Different
 - Optimism
 - Nothing is as Bad as it Seems
 - Start Easy
 - Behavior Change is not a Diet
 - Set Goals
 - Measure/Log
 - Well Being

- **What to do to become healthy:**

- Eat Breakfast
- Hydrate
- Sunshine Daily
- Sleep More
- Air - Breathe
- Mental Stimulation
- Stretch
- Meditate

- Mindful/Peaceful
- Yoga, Pilates, Tai Chi
 - Exercise, Stretch, Meaning, Breathe, Strength, Meditate
- Physio
 - Medical, Rehab, Prevent
- Acupuncture
 - Pain Relief, Energy
- Chiropractic & Osteopath
 - Skeleton, Not Muscle
 - Release & Relief
- Kinesiology
 - Physical, Chemical, Emotional
- Massage
- Be Present
- Relaxation
- Mental Health
 - "You can do anything but you can't do everything."
- Find Stillness
- Meditation
 - Guided Quiet Time
 - "Meditate 20 Minutes a Day. If you're too busy, sit for an hour."

Why Meditating is Important:

1. _____
2. _____
3. _____
4. _____

- **From Anxious to Disorder**

- Obsessive Compulsive Disorder
- Panic Disorder
- Post Traumatic Stress Disorder
- Social Anxiety Disorder
- Specific Phobias

- **Anxiety**

- Genetics, Traumatic Event, Brain, Health, Mental Health, Substance

- **Depression**

- **What helps:**

- Connect
- Journaling
- Exercise
- Learning
- Outside
- Therapy
- Focus Forward
- Action Plan

6 Human Needs:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

- "Life is meant to be lived as play."
- "A calm and humble life will bring more happiness than the pursuit of success and the constant restlessness that comes with it." - Einstein
- "Happiness spikes when you win and your expectations are low - but gradually fades over time."
- Meaning
- What Creates Happiness:
 - 50% Genetics
 - Relationships
 - Do Happy Things (2 hours)
 - Goals
 - Faith, Family, Community, Work
 - Activity
 - Choice
 - People
- Fun:
 - Amusement
 - Pleasure
 - Good Times
 - Enjoyment
 - Joy
 - Playfulness
 - Doesn't Happen, It's Created
 - Improves Relationships
 - Makes Smarter

- **“Leadership is something that you learn over time.”**
- **Leading:**
 - Consistency/Clarity
 - Choose Yourself
 - Choose Success
 - Vision
 - Be an Example
 - Be Strong/Fearless
 - Try New Things
 - Reject Pessimism
 - Care About Others
 - Be the Change
 - Find the Good
 - Get Teachers/Mentors
 - Plan
 - Building a Team
 - Family
 - Community
- **Internal vs. Peer Pressure**
 - “Be the best you can be.”
- **“It’s what you say to yourself, about yourself when you are by yourself.”**
- **“Leaders build leaders.”**

- **Strategy of Charisma:**

- "Charisma can be learned."
- How do you make others feel about themselves?

- **3 Main Attributes That Give Someone a Level of Charisma:**

- Presence

- Curiosity
- Eye Contact
- Expressive Body
- Physically Comfortable
- Cause for you to join
- Listening
- _____

- Power

- Knowledge
- Appearance
 - > The way they dress/health/fitness/hair...
- Body Language
- Control Environment
- _____

- Warmth

- Make you feel comfortable around them
- Gratitude
- They make people feel welcomed
- Ask You For Help
- "Kind Eyes"
- _____

- "Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure." - M. Williamson
- "Your playing small does not serve the world."

7 Signs You Worry Too Much:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

Questions to ask yourself:

- Who says they are thinking of you?
- What is the worst thing that could happen?
- "What other people think of me is none of my business."
 - External: Things, People, Circumstances, Title, Car, Kids
 - Internal: Simpler, Stronger, You Know Who You Are, Why You're Here, Present, Express Core Value
- Find Your People
- Find Your Why
- Face it Down
- Spend Time Alone
- Speak Your Mind
- Decide Who You Want To Be

- "What's the legacy you're going to leave behind?"
- "There's a level of giving back to the community that helps you become who you are."
- **Charitable Giving:**
 - Feel Great/Happy
 - Social Connection
 - Gratitude
 - Good for Health
 - Help Others
 - Contagious Example
 - Every Little Bit Helps
 - Tax Reductions
 - Strengthen Values
 - Motivate Others
 - Acknowledgements
 - Access
 - Give Back/Helped You
 - Lend Experience
 - Hobby

Go For It:**1. Attitude**

- "I'm going to do this and succeed."
- "I can do this."
- Your attitude is who you are

2. One Thing

- One thing you want to do
 - Goal/Bucket List Goal
- One thing you've been putting off

3. Share

- What you've learned in 30X Success
- "When you teach it stats to make sense."
 - Changes your perception of learning the material

4. Review

- Go over your journals, lists, etc.

5. IVVM's

- 20 Minutes in the AM/20 Minutes in the PM
 - Visualize and Verbalize

6. Gratitude Journal

- Every day
 - Write down five things you're grateful for

7. Commit to Yourself

- Write yourself a "Commitment Letter"
 - What you want to achieve in a year
 - Ask your friend to mail it to you after a year
- "30X is not a 30-day program, it's a lifelong program."

