



## CHOOSING TO BE A WINNER

Choosing to be a winner is simply that, a choice. It's up to you to make that decision for yourself because if you're waiting for someone to give you the all clear, you might be waiting a long, long time. Choose now!

Write down the *winning* person you are now. Not the winner you want to be a month from now or a year from now, but the very best version of yourself you will be from this time forward.

I am \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

And,

I will \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

# WEEKLY WIN CHART

Three (3) times I've previously WON in the past...

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

Three (3) times I've WON this week...

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

Three (3) times I WILL win next week...

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

## **THE POINT OF MENTAL TOUGHNESS**

Why do we want to become more mental tough? What's the point? This is the question I asked myself years ago and it's always the first question I ask my clients.

Why do you want to be mentally tough?

Generally when I asked this question I'll get responses such as, "to overcome setbacks", "to push through pain", "to keep going no matter what".

I absolutely agree with these answers, but I feel most people are missing the point or only half answering the question. I absolutely believe the reason we want to become more mentally tough is...

...so we can ultimately get what we want.

Wouldn't you agree? Learning to overcome setbacks and failures, push through pain, to keep on going no matter what, to persevere against all odds, is all so we can actually achieve what we want. Whether that's financial freedom, buying material objects, reaching career objectives, building a family and relationships, finding love and ultimately happiness.

Makes sense right?

Remember however, what you want and desire and how you actually measure your success is totally an individual matter. Forging your mental toughness and going after exactly what you want is up to you and you alone. Don't measure your success against what others have or have achieved, measure your success by what you want and by what you achieve.

Only you can decide if you're truly successful. It's all up to YOU.

### **Passion**

Now that you understand the point of developing your mental toughness, the next thing is deciding what it is you actually want. The best way to do this is by finding your passion.

What do you actually want? What do you love doing? What do you do now or what would you do for free simply because you enjoy it? You might even currently be paying someone else for the pleasure!

Now the point of finding out your passion isn't necessarily so you can go and quit your job tomorrow and chase your dream of becoming a kickboxing instructor, a master chef or helicopter pilot, although if you do decide to do that, go for it! The main idea behind this exercise is to discover what you truly have a passion for and then building your life around that passion.

## **Goal Setting**

If you do have a passion for flying and it's something you really love doing, then your goal might be to create a life, which enables you to fly as much as you like. You don't have to become a flying instructor, buy your own helicopter or flying school, you may simply want to have the ability to fly every weekend.

Your measure of success may be your ability to hire a helicopter for a weekend and take the family on a weekend away any time you want. This will be your goal, your measure of success, and your passion.

How you get there is up to you.

## **The First 90 Days**

What I want you to do now is concentrate on the first 90 days of your plan to reach your desired goals. Many people over-complicate goal setting and look too far into the future. Trying to construct a detailed 10, 15 or even 20-year plan is tough as there's so many possible scenarios in which you can't possibly predict. Furthermore, if a goal is too far into the future you're more likely to get overwhelmed, procrastinate and never actually go after your goal.

Concentrating in 90-day blocks allows you to break a bigger overall strategic plan down into a detailed step-by-step process, in which you can control, remain flexible and adapt. Think of it like the ripple effect. Changing direction (causing a ripple) in a thorough and detailed 10-year plan may have huge impacts on your outcome years down the track. However, the same cause and effect of that small ripple over a 90-day period will be much easier to handle, control and adapt if necessary.

Complete the below worksheets to determine your passion, your goals and constructing your first 90-day plan.

## 90-Day Planning Cycle

The following planning cycle should be conducted every 90-days to assess how you are tracking towards your goals. You want to consistently sit down and go through your plan to ensure the following:

1. You still have a passion for what you're trying to achieve
2. You're on track to reaching your goals
3. To discover what you may need to change, improve or disregard totally.

If you've completed or are currently completing my mindset course, this first step will be familiar with you. If this is new to you, become acquainted with this process, as this will be driving your entire plan and ultimately your life!

### 1. Construct Your Personal Foundation Plan

This is a personal plan to get real clear about who you are and what you want to achieve. Think of this plan exactly like you would a business plan with a Vision, Mission and Core Values to live by and uphold.

The idea behind this plan is to build a solid foundation for which all your activities, tasks and energy are directed towards your end game or mission.

Take the time to write down and construct your Personal Foundation Plan and review it on a regular basis to ensure:

1. You are on track to mission success
2. You are operating in line with your Vision, Mission and Core Values
3. You still ACTUALLY want to act out your original plan

Personal Foundation Plan

Vision - How do I see my life turning out? How do I want it to turn out?

**My Personal Vision is:**

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Mission - What do I want to achieve in my life overall?

**My Personal Mission is:**

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My Core values - What do I stand for?

**My Core Values are:**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_

## 2. Discover Your Passion

What is it you really enjoying doing? What do you actually want? What do you love doing? What do you do now or what would you do for free simply because you enjoy it? You might even currently be paying someone else for the pleasure!

Activities I currently do that I have a passion for:

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Activities I've pursued in the past that I know I have a passion for:

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Activities I would like to pursue that I may have a passion for:

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### 3. Goal Setting

*Strategic Outlook:* Taking into account your vision, mission and core values plus your 'passion', determine where you want to take your life. What's your overall strategic outlook and vision for your future? (No time line required)

My strategic outlook is: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Taking into account your *Strategic Outlook*, what is a goal/s you want to achieve within the next 12 months that will ensure you are working towards your desired life outcomes?

My 12-month goal/s are: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Taking into account your 12-month goal/s, what is a goal you want/need to achieve in the next 3 months that will ensure you are on track to achieving your 12-month goal?

My 3-month goal is: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Taking into account your 3-month goal/s, what is a goal you want/need to achieve in the next month that will ensure you are on track to achieving your 3-month goal?

My 1-month goal is: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

You can go even further by breaking your monthly goal down into weekly and daily task to achieve to ensure mission success.



## 4. Fixes – Sustains - Improves

After every mission in the Military we would conduct an After Action Review (AAR). This is when we would go over every detail of the mission to identify and assess what didn't work and needs to be corrected (fixed). What worked well and needs no changes (sustains) and what didn't quite work well enough and needs some attention (improves).

I want you to conduct this exercise weekly, monthly, 3 monthly (the more often the better) to determine how you are tracking within your mission and make changes if necessary.

12 month target: \_\_\_\_\_ 3 month target: \_\_\_\_\_

1 month target: \_\_\_\_\_ 1 week target: \_\_\_\_\_

Fixes:

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Improves:

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Sustains:

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