



DAY 1  
WORKBOOK

# Build Your Momentum Into 2021 & Beyond...



Build Your Momentum Into 2021 & Beyond...




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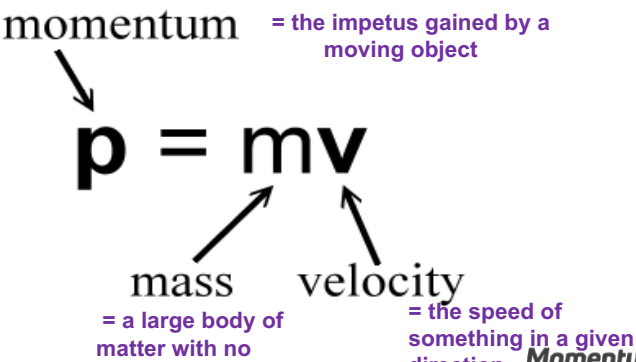
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momentum = the impetus gained by a moving object

$p = mv$

mass = a large body of matter with no definite shape

velocity = the speed of something in a given direction



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$p = mv$

a large body of matter with no definite shape x the speed of something in a given direction

Momentum =  x 

Money Momentum =  x 

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### Momentum Schedule

Monday	Let's set some Goals for 2021
Tuesday	What does 2021 and beyond have in Store
Wednesday	What's holding you back?
Thursday	What's Possible?



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### Let's Talk Goals



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### Why should we write down our Goals?

- Why should you write something down when you can just as easily store it in your brain, right?  
Well,
- Writing things down happens on two levels:
  - External storage and
  - Encoding.
- **External storage** is easy to explain: you're storing the information contained in your goal in a location (e.g. a piece of paper) that is very easy to access and review at any time. You could post that paper in your office, on your refrigerator, etc. It doesn't take a neuroscientist to know you will remember something much better if you're staring at a visual cue (aka reminder) every single day.



**Write it Down**



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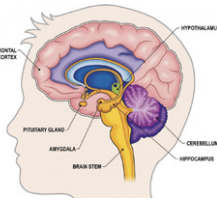
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### Why should we write down our Goals?

- **Encoding** is the biological process by which the things we perceive travel to our brain's hippocampus where they are analysed.
- From there, decisions are made about what gets stored in our long-term memory and, in turn, what gets discarded.
- Writing improves that encoding process.
- In other words, when you write it down it has a much greater chance of being remembered



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### Why should we write down our Goals?

- Neuropsychologists have identified the **“generation effect”** which basically says individuals demonstrate better memory for material they've generated themselves than for material they've merely read.
- When you write down your goal, you get to access the “generation effect” twice:
  - **first, when you generate the goal** (create a picture in your mind), and
  - **second, when you write it down** because you're essentially **reprocessing or regenerating that image**.
- You have to rethink your mental picture, put it on the paper, place objects, scale them, think about their spatial relations, draw facial expressions, etc.
- There's a lot of cognitive processing taking place
- In essence, you get a double whammy that really **sears the goal into your brain**.



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### Why should we write down our Goals?

- One of my studies, called ["The Gender Gap and Goal-Setting."](#) found that both men and women need to do a much better job of writing down their goals (although men did perform a bit better than women on this issue).
- Study participants were asked to rate the question “My goal is so vividly described in written form (including pictures, photos, drawings, etc.) that I could literally show it to other people and they would know exactly what I'm trying to achieve.”
- Sadly, fewer than 20% of people said that their goals were 'Always' written down this vividly.
- **How would you go with this question?**



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- When we **stop and think** about what life would be like if we actually achieved the big goal, we get excited.
- **Happy hormones** kick into gear (Serotonin, dopamine, oxytocin, and endorphins)
- The goal itself creates a **gravitational pull** that negates the need for willpower. (RAS – Reticular Activating System)
- The **excitement** of the possibility pushes us to take action.
- When we live every single day “under the influence” of a big dream, with a vision in our minds of the actuality of that dream, we are so busy moving towards the goal that we don’t have time to feel sorry for ourselves.
- **Over time, we transform into a new person** **we need to be to achieve the goal.**




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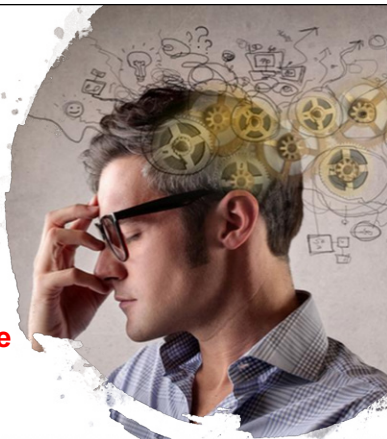
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## Home Exercise

- Take 15 mins EVERY DAY to stop and think about YOU
- Learn to ask yourself good questions
- Write down the questions if you feel the need
- But more importantly – write down the answers

**Who is prepared to make this Promise / Gift to themselves?**




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## Other Clarity Tools – RAS Programming Tools

- Meditation
- Exercise – not filled with noise
- Journaling
- Silent Space



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**Who finds it Easy to Set Goals?**

**Who finds it Hard to Stick to their Goals?**



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**There is a Science behind Achieving your Goals**



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- **The 1953 Yale University Study – Proven to be FAKE**
- **A Study That Actually Happened**
  - Dr. Gail Matthews, a psychology professor at Dominican University in California, conducted a study on setting and writing goals.
  - There were 267 participants and she found that the people with written goals were 42% more likely to achieve them.
- Dr. Matthews had five different groups - Interestingly the group that just wrote their goals down didn't have the highest success rate.

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## Implementation

- Know **WHAT** you **WANT**
- Devise a **PLAN**
- Create a **SCHEDULE**
- **STICK TO IT!**



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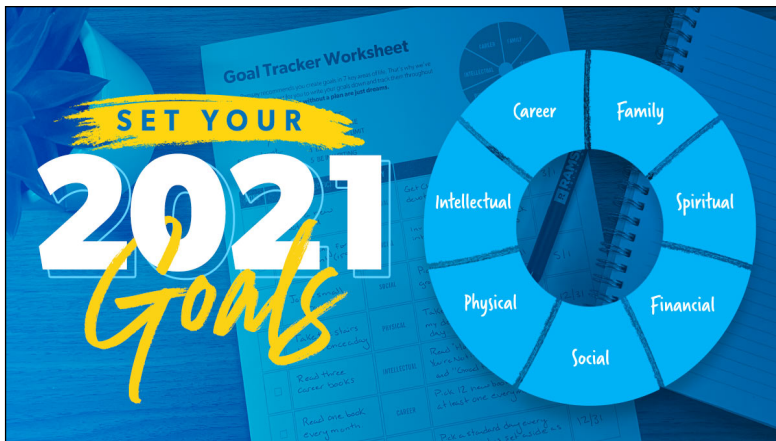
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### Write down one Goal for each category you will achieve by the end of 2021

- Spiritual Goals
- Fitness Goals
- Educational Goals
- Family Goals
- Career Goals
- Social Goals
- Financial Goals

Make each GOAL Measurable



Know WHAT you WANT



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## Now Let's Focus on the Financial Goal

Even though I'm focusing on the Financial Goal – the process to achieve the goals in the other sectors of your life are the same.

List things that you can do to make that goal a reality

For Example: Goal create 20k in passive income by Dec 2021

- **Decide** on preferred strategy eg. Regional cheapie, roaming house, lease and sub lease, Air BnB, Air BnB Management, Commercial, Strata and partial sell down, Build and partial sell down, etc.
- Decide on target area and research target area – “**area expert**”
- Contact agents with your “**wish list**”
- Detail **process** for completion of strategy
- Allocate **time frames** to tasks
- **Re-order** list in order of priority / logistics if necessary

Devise a  
PLAN

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Take 5 mins to give this a crack!

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## Create a Schedule

MANY THINGS ARENT  
EQUAL BUT  
EVERYONE GETS THE  
SAME 24 HOURS A  
DAY, 7 DAYS A WEEK.  
WE MAKE TIME FOR  
WHAT WE TRULY  
WANT.

Instead of saying  
“I don't have time”  
try saying “it's not  
a priority” and see  
how that feels.

HIGHER PERSPECTIVE



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## Create a Schedule

Use your worksheet to make a  
**commitment** of time to follow the **PLAN**

Be **Honest** with yourself

Be **Real**

Don't make a **promise** you can't keep

WE ALL MAKE  
TIME FOR  
WHAT WE FEEL  
IS IMPORTANT  
IN OUR LIVES.

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**Have you ever set a Goal – But for what ever reason – you didn't stick at it?**



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**“I start with good intentions, but I can't seem to maintain my consistency for a long period of time.”**



**“I struggle with mental endurance. I get started but I can't seem to follow through and stay focused for very long.”**

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**So what is the key ingredient that keeps us focused and achieving our goals?**

- Motivation?
- Passion?
- Desire?
- What do you think it is?



**Working through the BOREDOM!**

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## Success is not the Event, it's the Process

- We think our goals are all about the result. We see success as an event that can be achieved and completed.

Common examples...

- Many people see health as an event: *"If I just lose 10 kg, then I'll be in shape."*
- Many people see art as an event: *"If I could just get my work featured in a bigger gallery, then I'd have the credibility I need."*
- Many authors say: *"If I could just get my book on the New York Times Best Seller List – Then I would be Successful."*
- Many people see their property business as an event: *"If we could get just do that one big development, then we'd be set."*



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You need to fall in love with the process

You need to **BE** that person that does the process

See yourself as the person who enjoys the process



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## Write out a commitment statement to yourself about the process

From a Work Perspective;

- Who do you want to BE?
- What process do you need to fall in love with to be that person?
- What statement would be a constant reminder to you?
- Write down THAT statement



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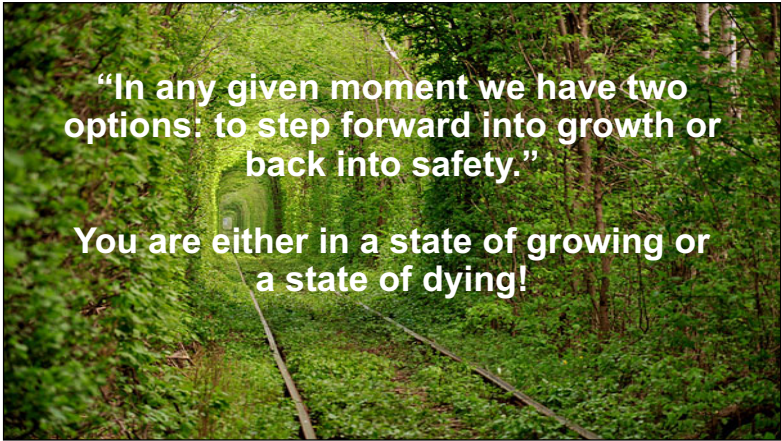
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“In any given moment we have two options: to step forward into growth or back into safety.”

You are either in a state of growing or a state of dying!

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**It is Vital that your Goals are in line with your Values**

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**Values are not the same as goals**

- Values are our guide to who we want to be, they are the things that are truly important to us once we strip it all back.
- Values are an ongoing process by which we wish to live by and it's only when we are living in honour of our values that we feel satisfaction deep inside.
- Not everyone has the same values and there is no such thing as 'right values' or 'wrong values'.
- It's a bit like our taste in coffee if you prefer a flat white and I prefer a decaf mocha that doesn't mean that my taste in coffee is *right* and yours is *wrong*, it simply means we have different tastes
- Similarly we may have different values.

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## Home Exercise

- Write a list of your Values
- Go crazy – write down what ever comes into your head
- Now narrow down your list to your TOP 3
- Now write down how you could LIVE your values in context to your Goals



**Now discuss how you can measure your value/goal Life**



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- Once you know your values it then becomes easier to guide your behaviour and your actions - Simply by reflecting on whether your daily choices are taking you closer or further away from living your values and being the person that you want to be.
- **When we are living in alignment with our values, we feel enriched and satisfied.**
- We become more resilient with a greater sense of living a full and meaningful life, so why not give it a try!
  
- **Enjoy the journey.**



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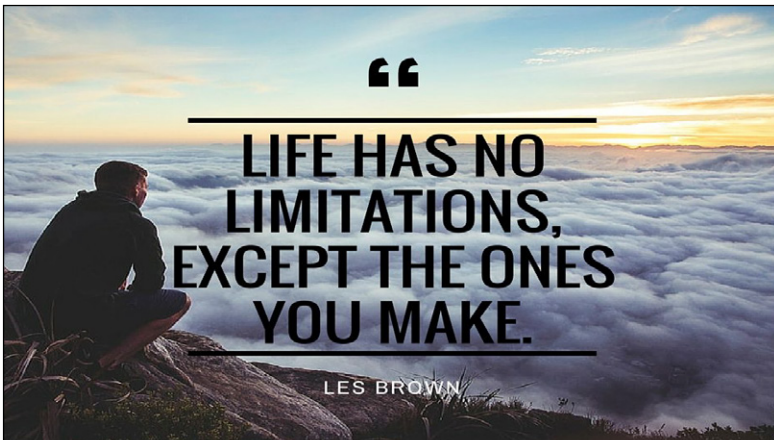
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