

**MINDSET
FOR HEALTH**

Welcome to

MINDSET FOR HEALTH

by Mark de Arriba-Smith



Mindset For Health

Two of the greatest difficulties that I face as a personal trainer is helping my clients build their own self-belief and helping them be open to changing their ways and taking on new habits.

For many people change is an issue that they would rather avoid and, as a result, people have become resistant to change, preferring to settle rather than embrace the transformation. This is what many people do. Perhaps they would rather not look at their own lives and admit that change must happen if they are going to achieve their fitness goals.

My goal as a coach is to always help my clients gain momentum. After all, change will create yet more change and will have an impact not only on them, but also on those around them and their environment.

When I consider someone's life at the moment; if they are not happy with an aspect of it and want to change, the first thing I need to do is question their beliefs and transform their mindset.

I have seen first-hand people do it.

I have watched chain smokers stop for good.

I have seen people lose more weight than they ever dreamed possible.

I have seen people become more positive about themselves and build up their self-esteem, and generally enjoy a better quality of life.

Regardless of circumstances, they chose not to let their situation impede the process of change. They simply made a decision and changed. That desire to change is all in their mindset.

If you believe your mindset is holding you back, it's imperative to realise that the only thing stopping you from moving on is the understanding that you can change. I believe that we need to address many of these areas in order to help you get what you are looking for and this is why I created this Mindset For Health training.

With the Mindset For Health training I can help you set meaningful goals, change your habits, gain willpower, boost motivation and strengthen your self-belief.

With the step-by-step tools and exercises that this training gives you, this will be a life-changer for you.

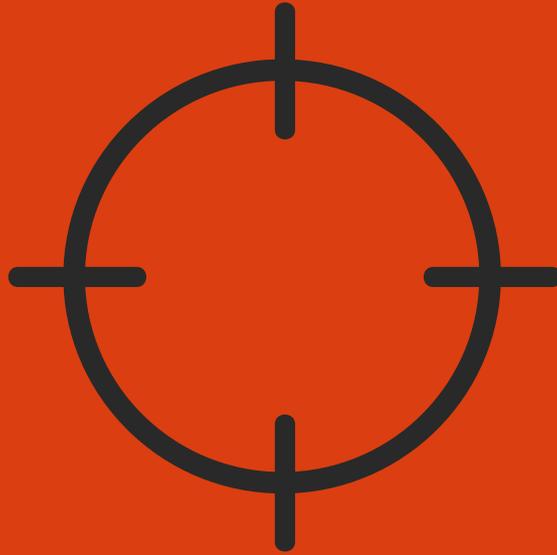
BUT...only if you take action and do the exercises I give you.

Condition your mind into a new way of thinking by getting that repetition in, as repetition is the mother of skill. When you do the exercises I teach you, even if you feel they are trivial or pointless, you'll start to rewire your brain and once your brain gets rewired amazing things are going to happen.

If you find yourself missing days and/or not doing the exercises, ask yourself: "why am I doing that?" Most likely that in itself is going to be a huge factor in why you're not where you want to be and I want you to be where you want to be because I know that you care, I know that you want to improve your health.

I'll see you on the inside...

Lesson 1: Goalsetting



**A GOAL WITHOUT A
PLAN
IS JUST A WISH**

How to use this lesson

You can use it as often as you wish.

It is recommended that, having read through it all once, you devote a minimum of one day to each of the seven steps — in other words this lesson should take at least a week to complete.

As soon as you have completed the first step, start taking action!

Don't wait for all the steps to be in place — don't wait for anything!

For some steps, you will need to complete all of it before that 'a—ha' moment which makes the shift for you, for others the lights will come on earlier — maybe even in the first hour of the first day.

I have made this into digital format which is printable, deliberately — none of these steps should be a one-time event and you may like to print them out to work on.

Do the exercises, make changes, maybe do some other lessons in this training, and then, come back to this one.

Repeat the Lesson, without referring back to previous times you did it and then compare the two.

How far have you come?

What still needs work?

What has surprised you?

What have you learned?

Each exercise uses seven steps

1 FACE UP TO REALITY

2 MAKE DECISIONS

3 CHALLENGE YOUR BELIEFS

4 OVERCOME OBSTACLES

5 MAKE A PLAN

6 SET YOUR FOUNDATION

7 FIND SUPPORT

About Goal Setting

This Lesson is designed to help you make a great start on your Mindset journey.

It allows you to reflect on your life and to decide what is really important.

Once you know that, you can make plans and take action to change your life for the better.

This is your first step on the journey to a better YOU.

To make the most of this tool I have a recommendation:

Create the time to focus on this Lesson for the next few days.

Don't allow the possibility of a busy day coming up to allow you to procrastinate.

It is too easy to say, "I know I won't have time on Thursday" as an excuse to not make a start at all.

Investing in you is too important to delay.

If you can't do it Thursday, Friday will be fine — and who knows?

By Thursday maybe things will have changed.

So make a start...

So let's get started.

It's time to set your goals!



1 Face up to Reality

For change to happen, there needs to be a will to change.

For most of us, most of the time, we are comfortable with the state of affairs in our life. "I'm too busy to go to the gym." "I ought to lose weight." "No one else bothers about their health, so why should I?" We excuse ourselves and reason ourselves out of taking action. These are the standards we set ourselves and our standards give us the life we have.

You have to realise that the brain remembers every time you start something and then give up or talk yourself out of starting at all. It notes the repeating pattern and, trying to make things easy for you, turns that into a habit, so you can forget all about it.

"Change happens when the pain of staying the same is greater than the pain of change."

Tony Robbins

That's why, whenever you feel uncomfortable about some aspect of your life and try to make a change, you feel pain. That's your brain seeing you step out of your usual pattern and resisting. So, it guides you to retreat in order to return to a place of comfort — that place where you don't make the changes you were driven towards. To over-ride your brain — which doesn't know the difference between good and bad — the pain of staying the same needs to outweigh the pain of change.

So, the first step towards lasting success is to get disturbed. You need to reach a place where you say to yourself, "No more. It's time to change!"

Where are you now?

Start by making notes. Where are you right now? What made you start using this training? How do you feel? What is important in your life right now? What standards do you set yourself? What patterns do you see in your daily life?

Be objective rather than judging yourself. It may be uncomfortable to admit where you are, but that is the first step to change.

1

Exercise Day 1 - Goal Setting

What are your goals

Imagine a game of football and then take away the goals. Now, while everyone might be running about on the field and moving the ball, it soon gets dull. What's the point? After a while everyone gives up and goes home.

Are you playing the game of life without the goals that make it worthwhile?

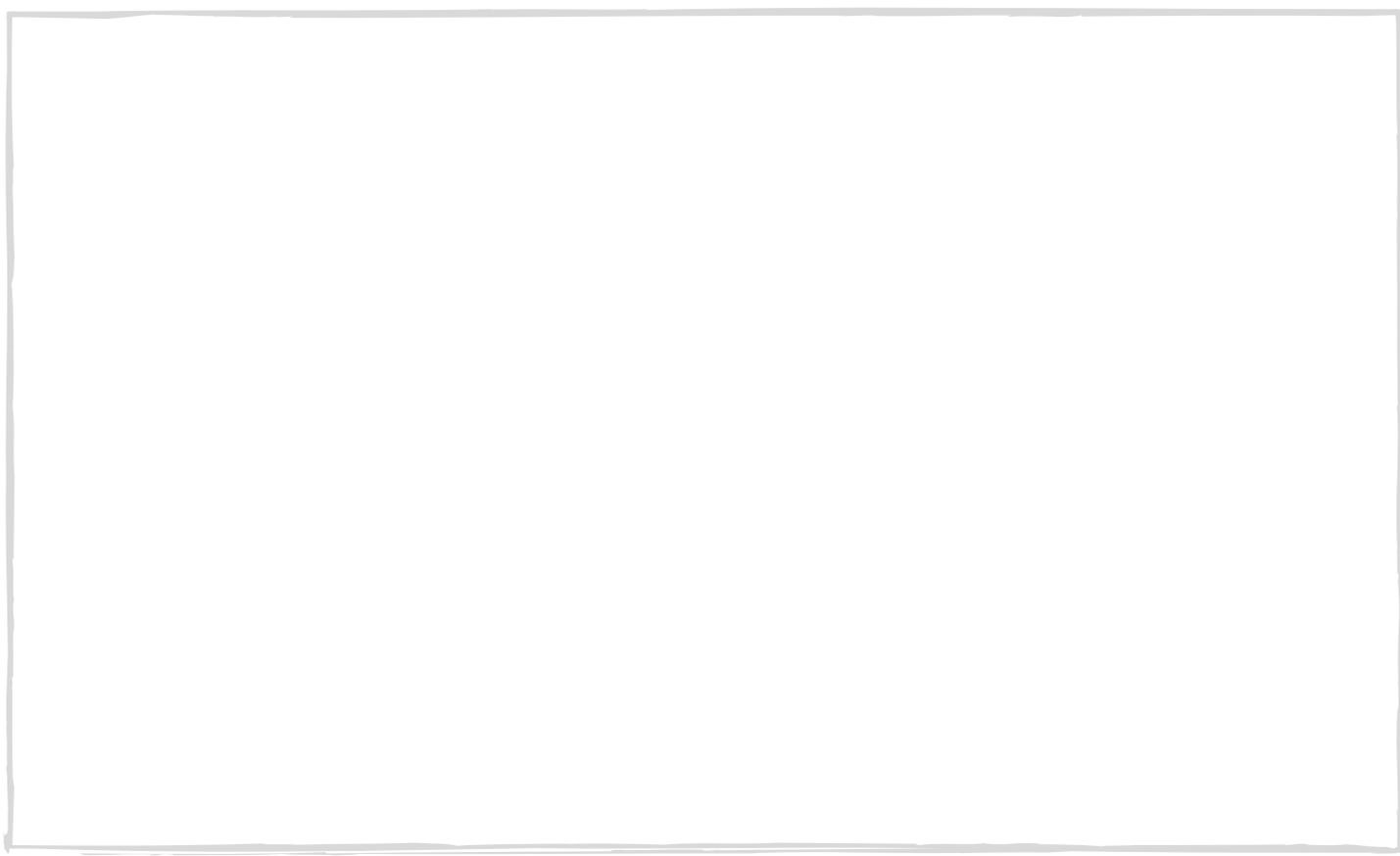
That's what the masses are doing — what they do every day. Do you want to be like the masses? Or to be in the minority — those who know what they want and are moving towards it.

Now is the time to identify the goals that will give your life direction. Note down as many goals as you can think of for yourself. Don't over think it — just write them down. Use another piece of paper if you need to. Can you write 100 goals?



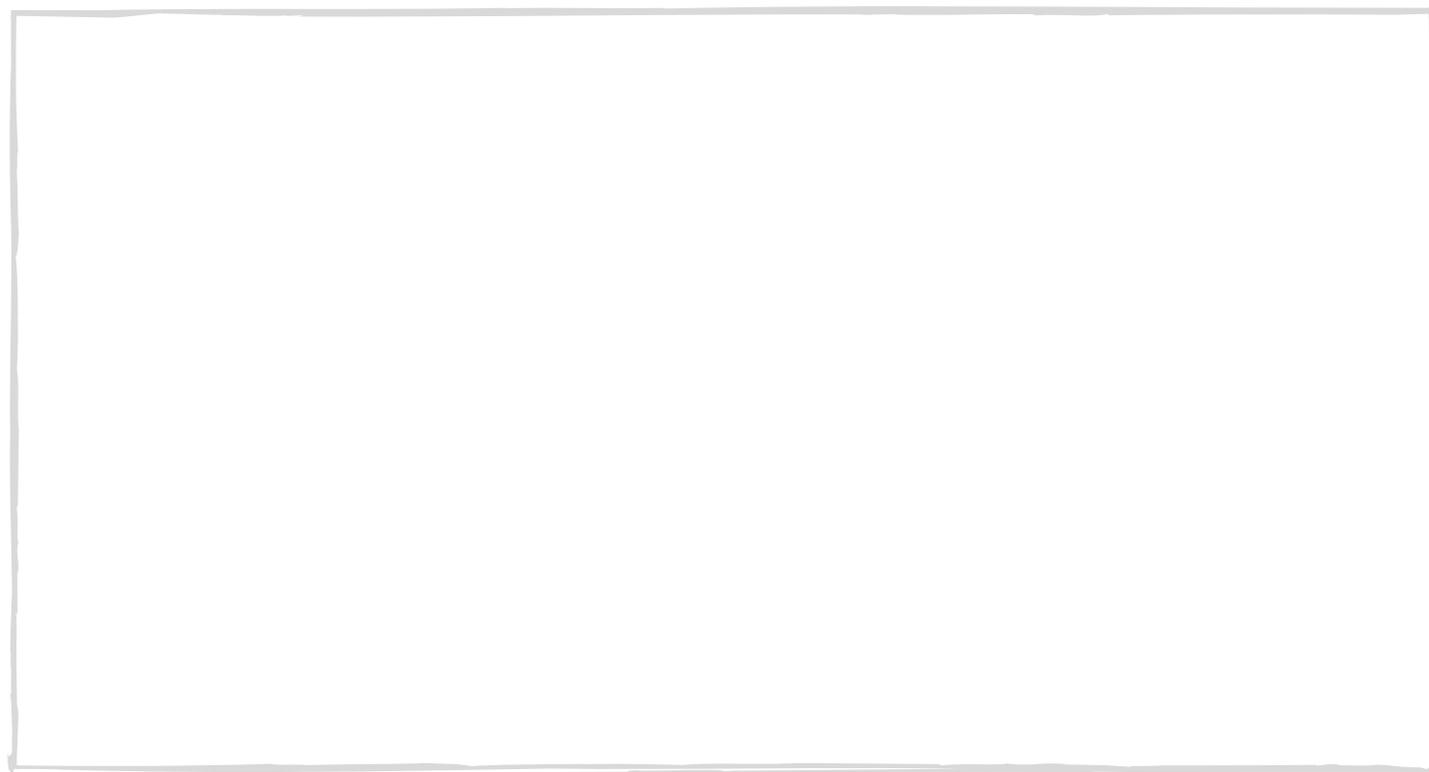
1

Goal Setting



As you wrote out those goals, what were you saying to yourself?

This is a key part of facing reality. Is there a voice in your head saying "That's silly" or "You can't do that," or maybe something else? This inner voice is in all of us and it holds us back. Note what it is saying. We'll come back to this later



2 Make Decisions

Now you have the will to change, it is time to focus on what you want to be different in your life. A decision - a real decision - is one that cuts you off from all the other options (in fact that is where the word originates). Time to make a decision like you've never made a decision before!

3Ps

When it comes to goals, it is very important that they are written in a specific way - which we call the 3Ps. Goals must be Personal (use "I" not "it" or "they") Present (so use the present tense "I am" not "I will" or "I hope to") and Positive (this is crucial — "I am slimmer" is positive, "I have lost weight" is not as it talks about what you are losing not what you are gaining). Take a look at the goal list you wrote out yesterday - re-write them if necessary so they Follow the '3P's.

Now make your first real decision



What is most important?

You can't do everything and I really recommend that you don't try. Yesterday you wrote out every goal you could think of.

Now pick out one or two that matter most to you. Which goals, if achieved, will give you fulfilment in your life?

Do you know why?

*For these most important goals, have you considered why they are important? Think about what it will be like if you achieve them — what will it mean for you, for your family, for your life? And, just as importantly, what will your life be like if you don't achieve your goals. Where will you be in 2, 5 and 10 years' time if things carry on as they are now? This is what I mean by **Facing Reality**. Your 'Why' needs to make you emotional.*

Now I will start to guide you through a tool known as WOOP(P) which stands for:

Wish Outcome Obstacle Plan (Process)

Wish

What is your wish? Repeat the most important goal you are aiming for. Make sure it is written using the 3Ps of Present, Positive and Personal

Outcome

Time to get specific about that wish. What does that look and feel like? How will you tell when you have achieved it? For example, if your wish is to be slimmer, fitter and healthier, decide how many kilos you'll be lighter by and by when, what level of fitness you want (perhaps in terms of a specific challenge such as running a 5k race), how you want to look and feel, and so on.

So, you know the results you are seeking, you know why you want them — are you ready for the next step?

3 Challenge your beliefs

What we believe can drive us forward or it can hamper us and limit our progress. Beliefs come from past experience, from what we have been told by others and from what our mind creates based on the evidence around us. Beliefs are our map that guide us to the goals we want to reach.

This step may feel uncomfortable (all a part of facing up to reality) as I invite you to recognise your existing beliefs, challenge them and consider what you need to believe to move forward.

What do you believe?

Remember on day one I asked that you note what you were saying to yourself as you wrote out your goals? I was asking you to tune in to your self-talk and start to really listen to it. Today, and for the next few days, note what you are saying to yourself. Really start to listen and understand. Your self-talk is rooted in what you believe about yourself so make sure you know what you are saying to yourself - both good and bad. Write them here:



What do you need to believe?

Look back at the goals you listed previously. For those to become real for you, what do you need to believe about yourself, your abilities and the goal in order to achieve them? And what beliefs do you need to let go of because they are getting in your way?

"Reality is that which, when you stop believing in it, doesn't go away."

Philip K. Dick, I Hope I Shall Arrive Soon

4 Overcome Obstacles

We now move to the 'Obstacles' in the WOOP. This is where other goal-setting techniques fall down. We can all become inspired by a new mission and be determined to master it but, if we don't anticipate what will get in the way, when we meet with opposition we usually give up. So, now is the time to understand where your opponents may lie.

Opponents come in three forms:

1

External

things that go on in the wider world: the need to pay the bills, social obligations, your physical environment and all those other distractions in our lives - these are all examples of external factors that can present obstacles

2

Intimate

this is about the people closest to us: "my wife doesn't support my dream of sailing around the world", "my mum needs daily care" - how are your obligations to your nearest and dearest plus their wants and needs likely to distract you from your goals?

3

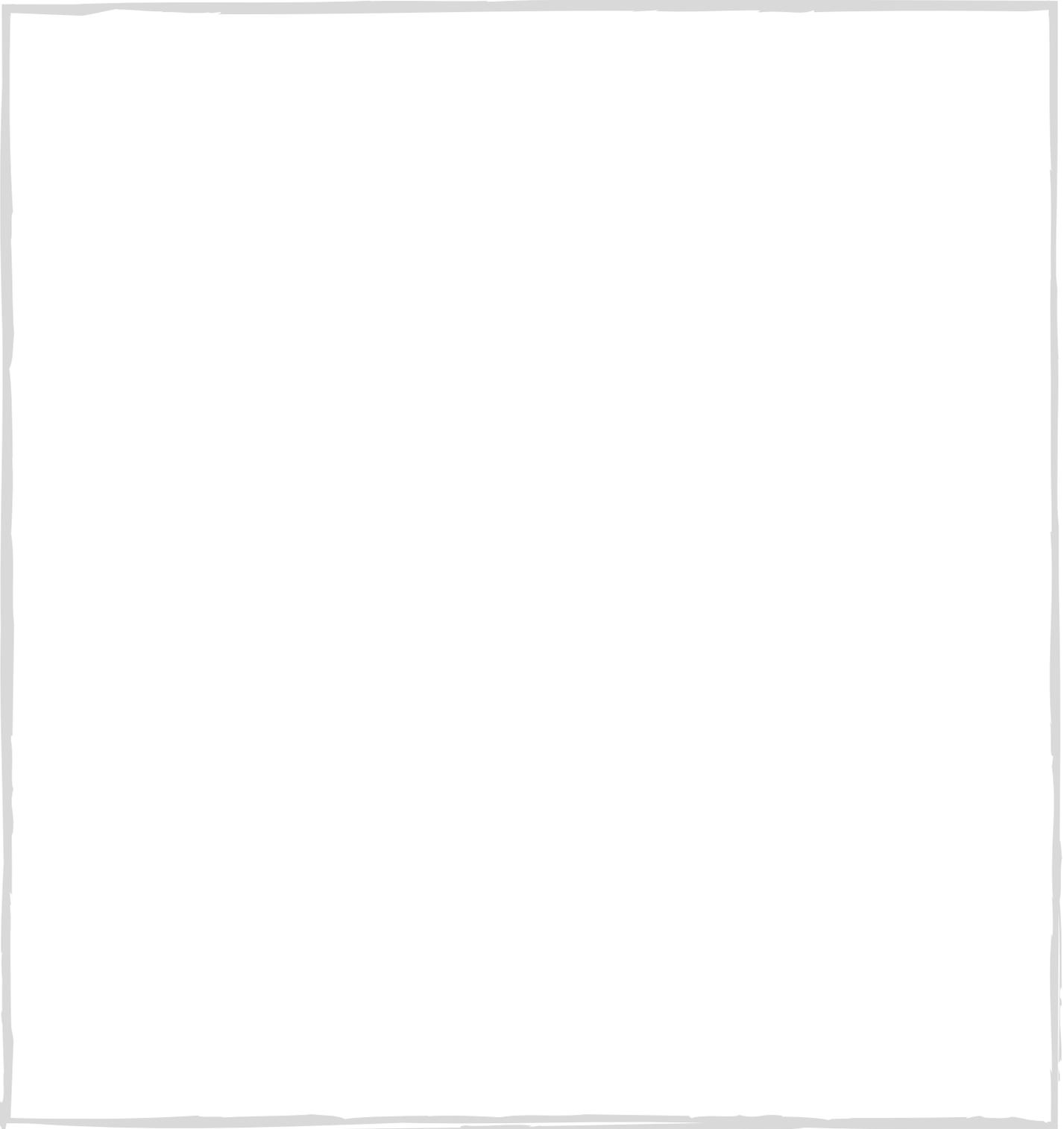
Internal

all the things inside you that put up barriers to you taking action - "I'll never stick at it", "what will other people think?" "I'm easily distracted by other things." Take a look in the mirror - is that your biggest opponent when it comes to making lasting change?

Identify your opponents

Note down your obstacles (Internal, External, Intimate) and make some notes on how you might tackle them (more on that later).

*It is very easy to get discouraged at this point - all these things in your way - but I'm asking you to become **aware** despite it being uncomfortable. If you are aware, you can start to plan how to overcome them.*

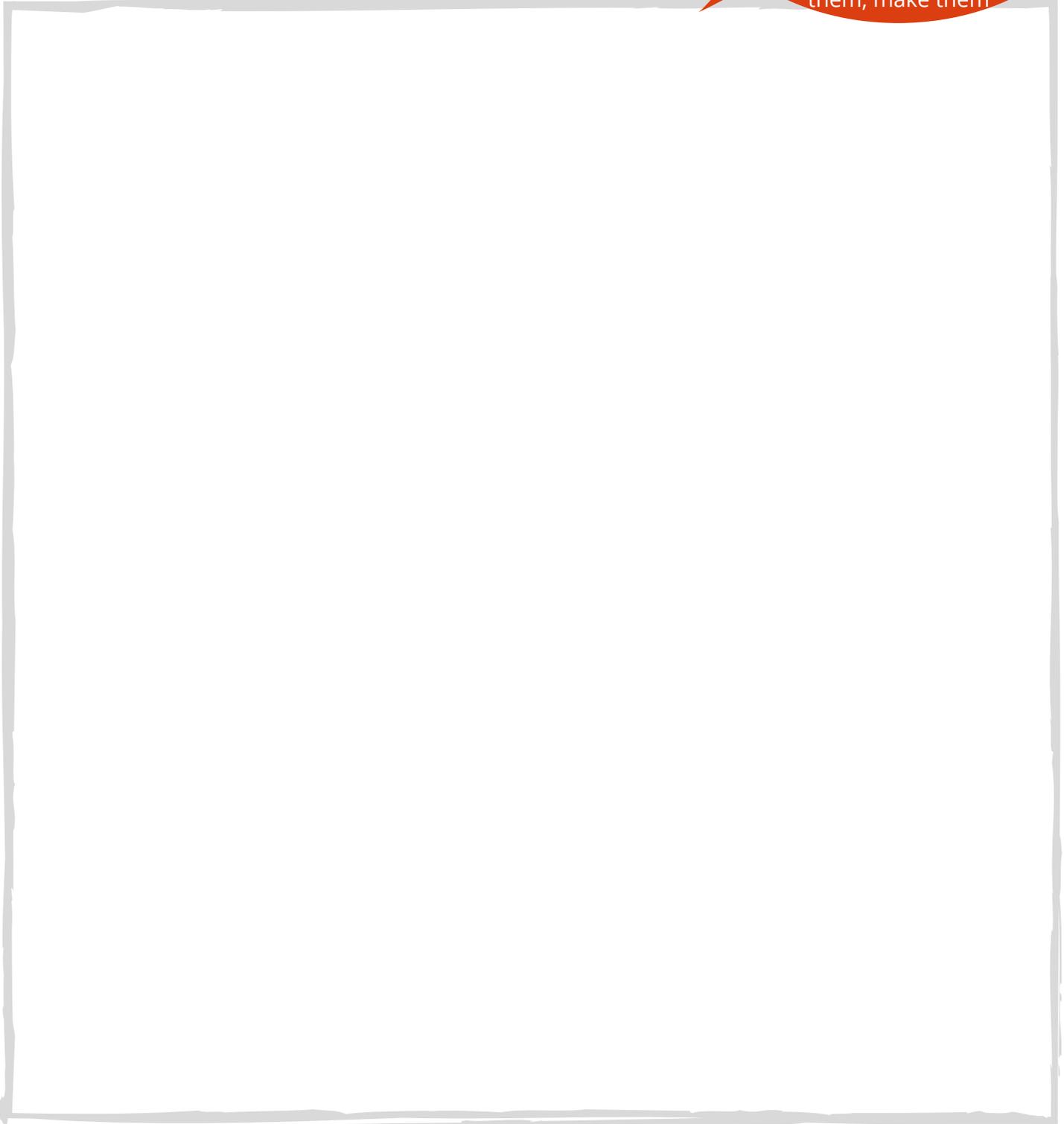


The biggest obstacles for me right now are...

Of all the obstacles you've listed, which ones are the most immediate? If you could deal with one or two, which would they be? This is going to help you soon so it's worth setting a few priorities.

George Bernard Shaw

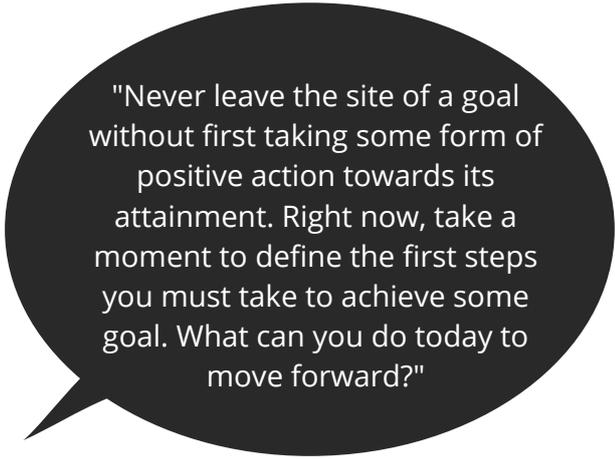
"People are always blaming their circumstances for what they are. I don't believe in circumstances. The people who get on in this world are the people that get up and look for the circumstances they want, and if they can't find them, make them"



5 Make a Plan

You know what you want, what it looks and feels like and what might get in your way, so it is time to make a plan. What are you actually going to DO to take you forward? This is the P of our WOOP.

It is particularly important to plan for when the opponents in your life step in to try and block your trajectory. Some of those opponents can be avoided by early action, some addressed when they come up, while others will be experienced and then dealt with afterwards. Only you know what works best in each case.



"Never leave the site of a goal without first taking some form of positive action towards its attainment. Right now, take a moment to define the first steps you must take to achieve some goal. What can you do today to move forward?"

Tony Robbins

You get what you picture

Visualisation is an essential part of understanding your wish. The human brain can't tell the difference between real and imaginary images, so by imagining yourself reaching your goal — as vividly and specifically as you can - will help you reach it. Check out this YouTube video (Best Ted Talks 2015 - Draw your future - Take control of your life) to inspire you and explain how: <https://goo.gl/MHcM7Q>

Use the next page to draw your future.

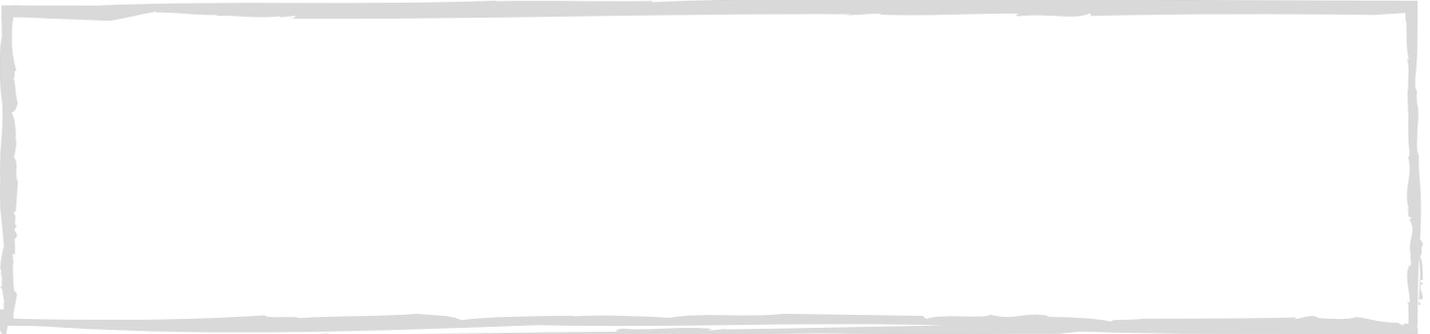
With all the work you've done so far and everything you now understand about yourself, your goals and your reasons for change, plan out how you will move forward. Using the questions below to guide you, identify things you can do — big and small — to make the changes you need. Then use the grid over the page to plan out what you will do for each goal and when you will do it.



What needs to change in your life to reach your goal?



What will change your limiting beliefs and promote the beliefs you need?



What standards do you need to set for yourself to achieve your goals?



What do you need to do to tackle your opponents?



What action are you going to take to reach your goals and when?

				Month
				Action for goal 1
				Action for goal 2
				Action for goal 3
				Action for goal 4

You'll note that I haven't given you a lot of space in this grid and only given you 4 months of planning. That's deliberate - so you don't set too many things to do all at once and to make sure you are revisiting the plan and this goal setting process on a regular basis

It's all about process

To meet your goals you need to take action but you also need to do routine things to make a difference - the daily habits that will steadily take you towards your goal.

One routine that I advocate particularly is to keep a diary. Transfer your goals and the WOOP you've developed to the front of your diary so you have access to it every day.

Another is to revisit this lesson on a regular basis - at least every few months. Things in your life will change and you need to make sure your goals change with them. So keep working on yourself - every day.

What is your new routine?

Think about other things you can do every day to help you move forward on your journey.

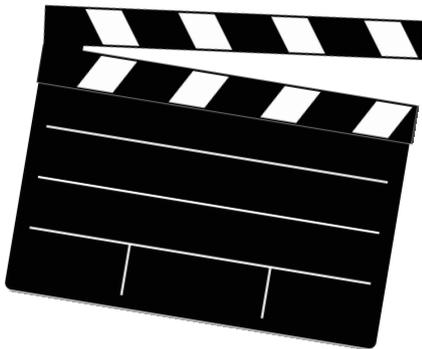


How often are you going to review and update this plan?



7 Find Support

In Napoleon Hill's book *Think and Grow Rich* he mentions the importance of the 'mastermind alliance' and how no one is an expert at everything. To reach your goals, you need to surround yourself with like-minded people, find those who can help, support and challenge you and find motivation in the experiences of others.



You can also use social media to celebrate your victories - something else I strongly advocate. Fill your brain with good news and share that with others to re-affirm the progress you are making.

You should also research support groups that can help you with your specific goals. If you want to write a novel you might look for a writers group. For the aspiring entrepreneur, there may be a local business community to help you. If you want to lose weight, how about a personal trainer?

"No man is an island entire of itself. Every man is a piece of the continent, a part of the main"

John Donne

Who can help you?

If you visit my Facebook page www.facebook.com/advancedpersonaltrainer you will be able to connect with like-minded people via the newsfeed designed to allow you to share your journey with the community and get support.

I strongly advocate that you record videos of progress — posting them on the page if you feel able. There are two benefits to this:

- 1 Talking about (actually verbalising) what you are doing reinforces it in your brain. Recording a video makes you say out loud what is in your mind and can help you process it.
- 2 If you post videos and share your journey with others, they are able to help, support and hold you to account to make changes.

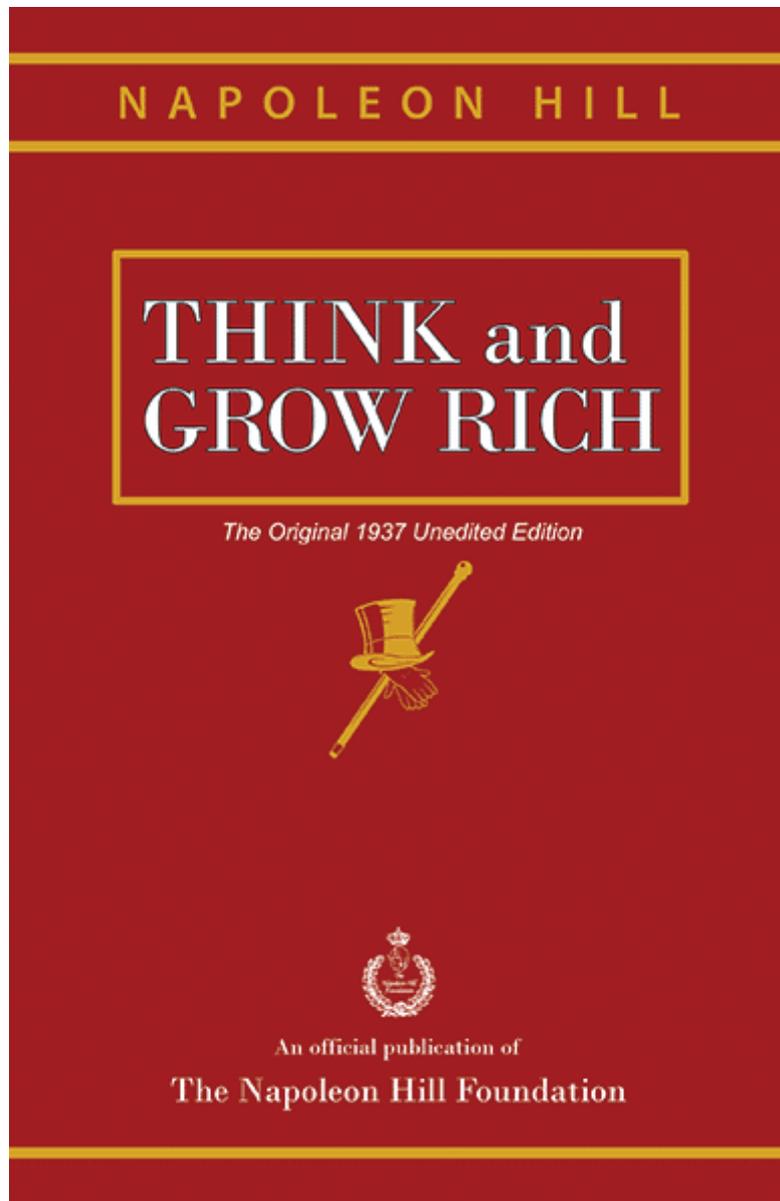
What communities do you want to seek out?

7

One of the most influential books ever written on the topic of achieving goals in *Think and Grow Rich* by Napoleon Hill. Published in 1937, it was written as a distillation of interviews with 500 successful people in order to understand their secrets.

Reading

Think and Grow Rich - If you've never read it before, now is the time to get a copy (you can find free digital versions online and it also available in paperback, ebook and audiobook.) There are also numerous online websites that summarise books in 20 minutes or less such as Blinkist.

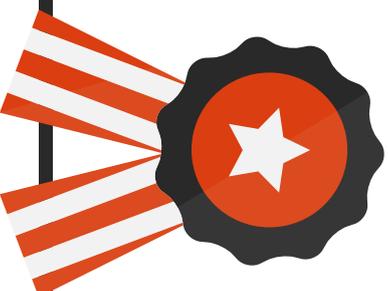


Well Done

YOU HAVE COMPLETED

Lesson 1: Goal Setting

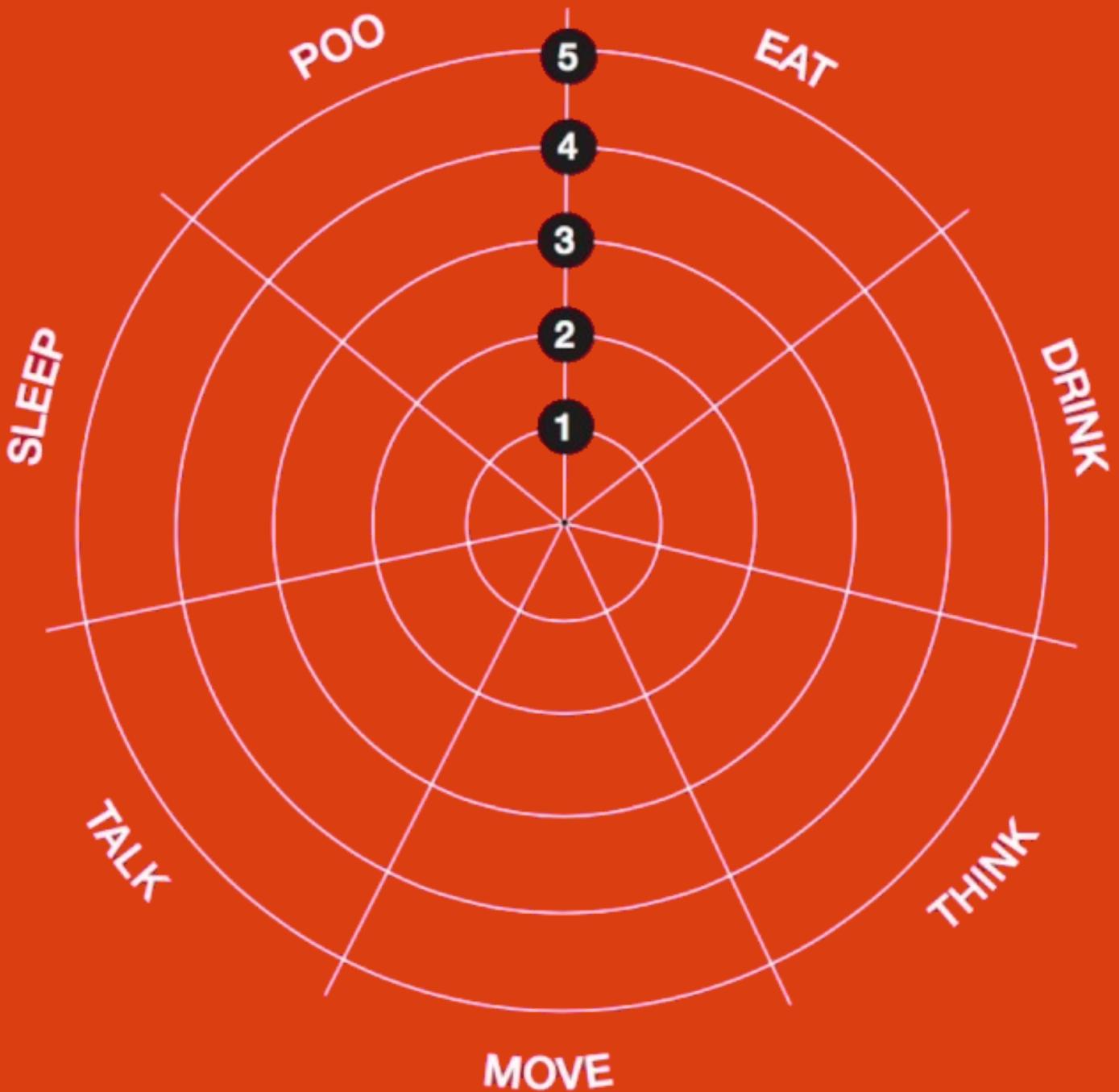
It takes sticking power to go through a process like this, and I applaud you for your determination. But this is just the beginning. Lesson 1 is a tool to help you focus on your goals but only you can do the work that makes the difference. I am confident that you can do that and I will be here to support you as you make the changes in your life which make you a better, healthier and fitter version of yourself. All the best!



Mark de Ambrisa Smith

SIGNATURE

Magnificent 7



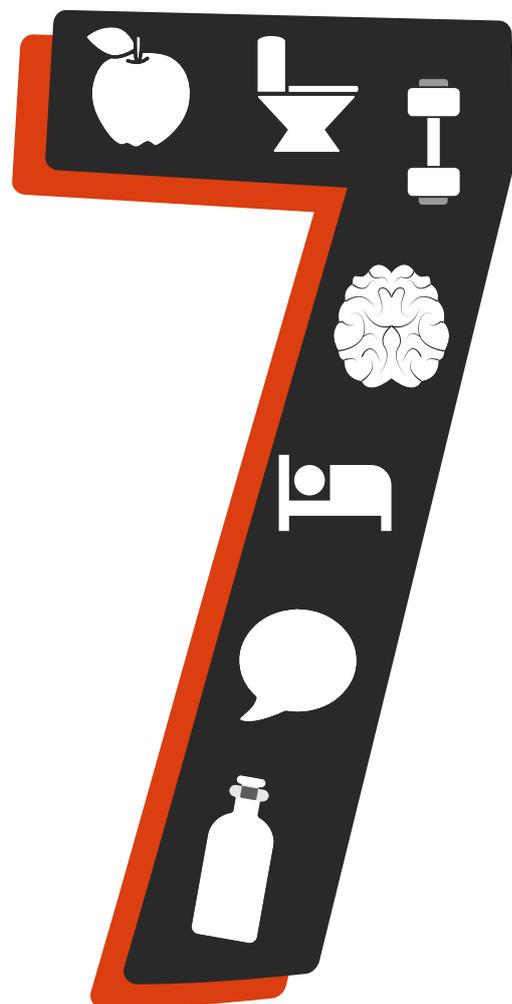
Magnificent 7 factsheet

What is it?

Whatever your goals are, a healthy body and a healthy mind are essential to carry them out. After all, what's the point of being a billionaire if you aren't around to enjoy it? Developed by Dr Robert Rakowski, the Magnificent Seven is a simple but effective way to live a life of health and wellbeing. This is not just about nutrition and exercise. It is a holistic view of the body as an interconnected system of mental, physical and chemical, all of which need to be in balance for optimum health and fitness.

The Magnificent 7 are:

- 1 **Eat** Right
- 2 **Drink** Right
- 3 **Think** Right
- 4 **Move** Right
- 5 **Sleep** Right
- 6 **Poo** Right
- 7 **Talk** Right



The intention with the Magnificent 7 is to create a system that is resistant to disease, able to self-repair and able to respond to the challenges we throw at it through everyday living.

1 Eat Right

Did you know that the top cause of death in the Western world is malnutrition? That surprises most people but many of our medical conditions are nutrition related. Heart disease, type II diabetes, food allergies and mental conditions are often linked to the quality of the food we eat. And the sad fact is that intensive farming in the Western world has impacted the whole food chain, which means that even fresh foods can be nutrient depleted or otherwise contaminated.

To maximise the nutritional content of your food you need to eat super clean and everything you eat 'counts' on this score — with nutrient dense foods whenever you can. The majority of your diet should be plant-based and at least 50% of these should be green, leafy vegetables. If you eat meat make sure it comes from healthy animals, ideally organic, locally sourced, and raised humanely and, free from stress. Fish is an excellent source of Omega 3 and 6 oils so two servings of fish (at least one of these oily fish such as tuna or salmon) a week is recommended. Again wild fish is best as farmed fish will be less healthy.

Cut down (or, better, out) your intake of sugar — especially added and highly processed sugars. Sugar has no nutritional value at all and, in the case of the processed sugars, can actually inhibit the correct functioning of the body and the brain. Check the ingredient lists of anything you are eating so you know exactly what is included. If you can't recognise what's on the label, do you really want it inside your body? And you'll be amazed where you find sugar! Also, reduce your intake of processed foods as far as you can — the lower the 'human interference factor' the better.

Supplementing to replace those nutrients farmed out of food is also recommended. In particular, a good quality multi-vitamin and mineral supplement, Omega 3 and super greens are suggested.

Eat slowly, sitting at a table, breathe between mouthfuls and chew food thoroughly. This will ensure you digest food properly and gives your body time to give you a 'full signal' sooner. It also allows you to enjoy the food you are eating. So often we eat on the run or while watching TV or reading and don't even know what food tastes like. You deserve to enjoy your food, so give it your full attention.

You are what you eat!



2 Drink Right

The human body is 2/3 water - it is the most fundamental and essential component in our system.

It is essential for the effective functioning of just about every part of your body from brain function to detoxification. Without food, you die within about 40 days. Without water you die within days!

So drink plenty of fluids. Ideally, 2L of that should be plain water which your body can put to instant use. If you drink tap water, filter it first and stand it for a couple of hours to let the chlorine used in the cleaning process disperse. If you use bottled water, keep the bottles out of sunlight and heat and avoid storing them near household chemicals as the plastics can leach into the water. Then you can add to that good quality teas and coffees, herbal teas and infusions. Avoid soft drinks which are packed with sugar and drink fruit juices in moderation as, while they are natural, they are very concentrated compared to the fruit they have been extracted from.

If you are fit and exercising regularly, you should drink more fluids — partly because exercise makes you sweat and you are losing more fluid as a result and partly because lean tissue contains more water than the body average, so the leaner and fitter you are, the more water your body uses.

Without water
you die
within days



3 Think Right

Everything in life comes down to the choices you make. So, when it comes to health, you need to think healthy. Our thoughts precede our actions and our actions lead to results. So, if you change your thinking this will provoke different actions and as a result, will lead you to the results you want to have. One of the best ways to view our thoughts is to remember:

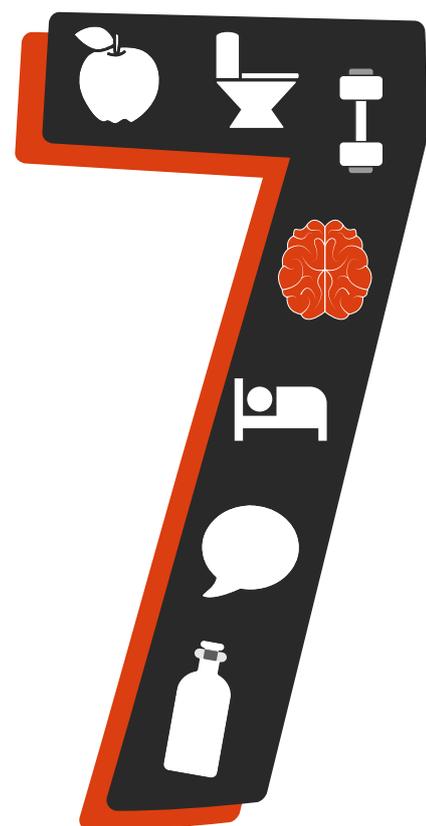
Happiness is an inside job!

Our thoughts affect our body and our body affects our thoughts. Most people know that certain foods can change our moods, for example, but did you know you can also change your mood just by making physical changes? Try this: sit in a chair and slump — round your shoulders, drop your head, slide low in the chair. How do you feel? Now, sit up, relax your shoulders, elevate your head, and create a long, elegant line from the tip of your tailbone, out through the crown, with your head floating softly on top of your shoulders. Now how do you feel? The posture you adopt affects your mood.

Smiling has the same effect — so, when you are feeling down or frustrated, try smiling or laughing. It sounds crazy but it really works. As does gratitude. Studies have shown that, if you spend five minutes a day identifying things to be grateful for (and say out loud “I am grateful that...”) your mood improves.

One of the challenges for thinking right is that moods are infectious (doesn't it make you want to giggle when you see a small child laughing?) and we live in a world where the media and many people actively relish the negative. Name the last TV soap where everyone had a happy Christmas?! So avoid the negative thoughts and attitudes of others — don't subscribe to the world full of catastrophe and doom. Seek out the joy in the world and celebrate that which is good in your life.

Happiness is an inside job!



4 Move Right

Life is motion and another of the most common causes of death in the western world is inactivity.

The human body is designed to do just one thing — and that's to move. All those joints and muscles, ligaments and tendons, so elegantly interconnected and put together, did not evolve so you could spend all day at a desk or driving a car.

Over the course of the last 100 years we seem to have designed activity out of our lives so it is up to you to put it back in.

Any kind of movement is good — so if the gym doesn't float your boat, go dancing, take up yoga, ride a bike or just walk. If you need an incentive, you could participate in one of the many charity events that are available designed for all levels of fitness and all tastes.

If, however, you haven't exercised in a long while, take care as you build up your fitness. I'd recommended spending at least a few sessions with a qualified personal trainer to help you develop a regime that suits you and will minimise the risk of injury. They may also give you advice on nutrition as you move to a healthier lifestyle.

Life is motion



5 Sleep Right

Before the invention of the lightbulb, it was estimated that the average person slept for up to ten hours a night.

These days most people don't get anything like that amount. Current advice is that we should all get eight hours a night — and an alarming number of us don't even manage that. The fact is, if you are not recharging your body every day, you are running on stress hormones (adrenalin and cortisol) which, while useful to the body in case of emergency, are harmful if they are generated for prolonged periods.

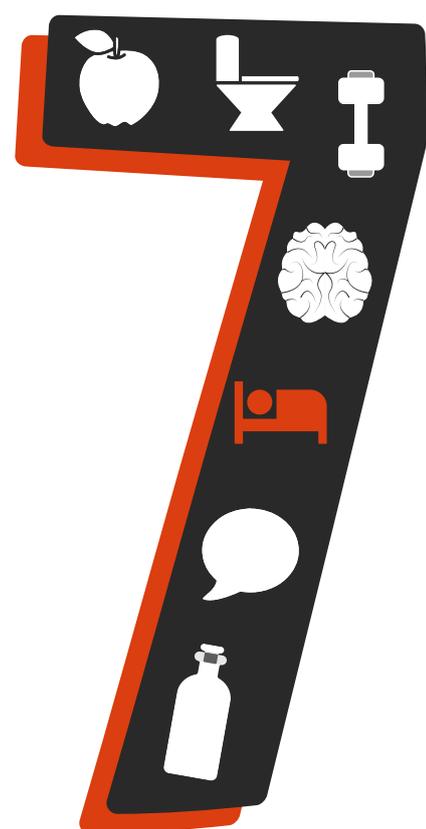
Sleep is when we recharge and when the body repairs itself. It gives the mind time to organise itself too and refresh for the day ahead. So, give yourself the best chance of a good night's sleep. Invest time in preparing properly for bed. Turn off all the distracting electrical devices in advance (many phones have an automatic 'off' function these days), relax, read and maybe meditate.

That way you'll go to bed in a good frame of mind, sleep well and wake refreshed and ready for the day ahead.

For more tips and tricks to improve yourself read my blog: [How to improve your sleep](http://www.markpersonaltraining.com/blog/how-to-improve-your-sleep)

<http://www.markpersonaltraining.com/blog/how-to-improve-your-sleep>

Sleep is when we recharge



6 Poo Right

Poo right? Really? Yes really — but not just the obvious. Elimination is a vital process of the body — the way it detoxifies and expels waste that the body doesn't need. There are a number of ways we do this and each of them is essential to health. The first of these is the elimination of the biggest waste product of them all — Carbon Dioxide!

All day, every day we breathe in air, use the Oxygen to fuel the brain and organs and expel CO₂ which the body doesn't need. Try holding your breath and see how quickly you feel uncomfortable. Efficient breathing has a range of benefits — it reduces stress, aids weight-loss, improves digestion and, of course, keeps us alive. So it is worth giving it a bit of attention from time to time.

Now we come to Poo (or Poop if you are in the US). It is one of those topics we don't really like to talk about. It is an automatic process and perfectly natural and yet...

What it also is, is an extremely good indicator of how healthy you are. Your stools (poo) should be firm and well-formed and you should be able to pass them easily and regularly.

There should NEVER be any blood so check with a doctor if there is. Everyone is a bit different although food should pass through a healthy system in roughly 18 hours. Because we are all a bit embarrassed about it as a topic, many people don't raise concerns or ask questions or even take action to correct minor problems. Become aware of changes in how you poo, and take action if things change when you can't explain it. As your diet improves so should your bowel habits — and if you make significant changes you may be a little unsettled for a day or two as your body adjusts.

The third detoxification process is sweating — as waste chemicals are passed out through the skin. So, if you want to clean the system, nothing beats a bit of exercise. Anything that makes you sweat will help to clean the system. Do be aware that you also lose fluids so drink plenty of water so your system remains in balance.

The biggest waste product of them all is Carbon Dioxide



7 Talk Right

Communication is key - we all know that - and it is just as much the case inside the body as elsewhere. Cells need to communicate — to pass nutrients, to transmit signals, to store memories, to fuel the system. So, the more you work to create a healthy system, the better your body can function. In a well-balanced, fit and healthy body that is well rested, cells communicate well but also respect one another's boundaries — the ultimate in good neighbours.

It is all about creating the right environment — one which allows you to function, to self-repair and to fight off infection. And if the environment isn't right? Well, that opens the doors to all kinds of other things that aren't at all friendly in the way they communicate. Cancer, in particular, is no respecter of the boundaries of other cells. It moves in, takes over and generally invades the space of all the cells around it.

So, as well as using the other six of the Magnificent 7 to maximise the cell communications, what else can you do? Well, that's the fascinating thing — your internal communication is directly affected by the way you communicate externally. Experiments have shown cells changing their behaviour in response to singing, meditation and exercise. So, the way you relate to the world will aid the healthy functioning of your body.

A few minutes of meditation every day is a good place to start. Find the time (five to ten minutes is enough) when you won't be interrupted to be still and silent and focus on your breathing.

It is also worth thinking about the way you talk to yourself. The inner self-talk that we all have can inspire and motivate us or it can be like a duck, quacking constantly in our heads. So Shut the Duck Up, and work to talk in a supportive and generous way to yourself. It should also flow through to the way you speak to others. If someone asks how you are, how do you reply? Okay? Not Bad? Mustn't Grumble? Those are the usual responses. For the next week, try something. When asked that question, reply with something like Fantastic, Great, Amazing and see how you feel as a result. You might get a few surprised looks (and probably some really positive feedback and smiles from those who asked) but that doesn't matter. The people who care about you will be delighted to see you so happy (and those who don't care about you aren't important so who cares what they think?)

Finally, as Dr Rakowski says on the Magnificent 7: "You get happy, by giving happy," so also work on the communications you have with other people. Nothing is more satisfying for most people than to help someone else. So, look at ways you can make someone else's day a little better. Hold a door open to help (not just out of habit) and smile as you do it. Does that bewildered looking tourist need a friendly local to show them where they are? What can you do to help other people today? Even the smallest things can make you feel great!

Communication is key

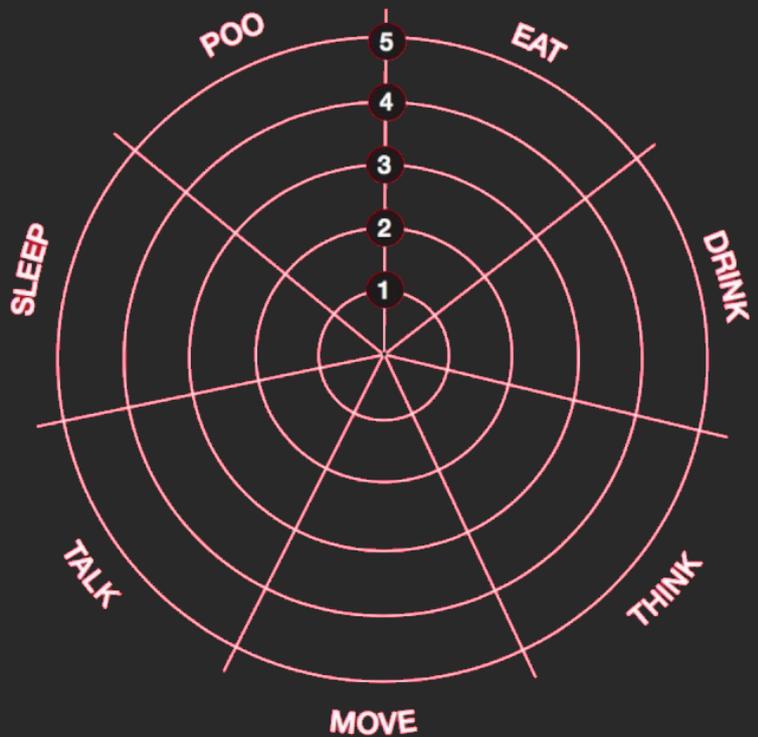


How to use the Magnificent 7

So, now you understand the magnificent 7, what is the next step?

First and foremost spend a few minutes deciding what 'good' would look like for each of the seven. For example, 'eating right' may be about the amount of greens you eat, or how slowly you eat, or cutting out sugar or maybe a combination of the three. Only you know what you need to do and what is most important to tackle first. This would be a good thing to work on with your personal trainer or coach. Make them realistic and achievable — but a bit of a stretch, so it moves you in a positive direction. Refresh them at least every three months (or whenever you are routinely hitting all your daily Magnificent 7 targets) so you continue to improve your health.

Then track how well you observe each of the Magnificent 7 (score them on a scale of 1 to 5). Start looking for patterns, both in how one affects the other (If you sleep right, do you then think right and talk right?) and in how the Magnificent 7 affects other areas of your life. How motivated are you, how much willpower do you have, what is your mood like? It is really helpful to make the connection between your daily life and what you've been doing to your body and mind. That way, you'll know which of these has the biggest impact and therefore which areas to prioritise to influence your actions and meet your health and fitness goals.



Want further help?



Check out my blog regularly to find tips and tricks on all things related to health & fitness:
<http://www.markpersonaltraining.com/blog>

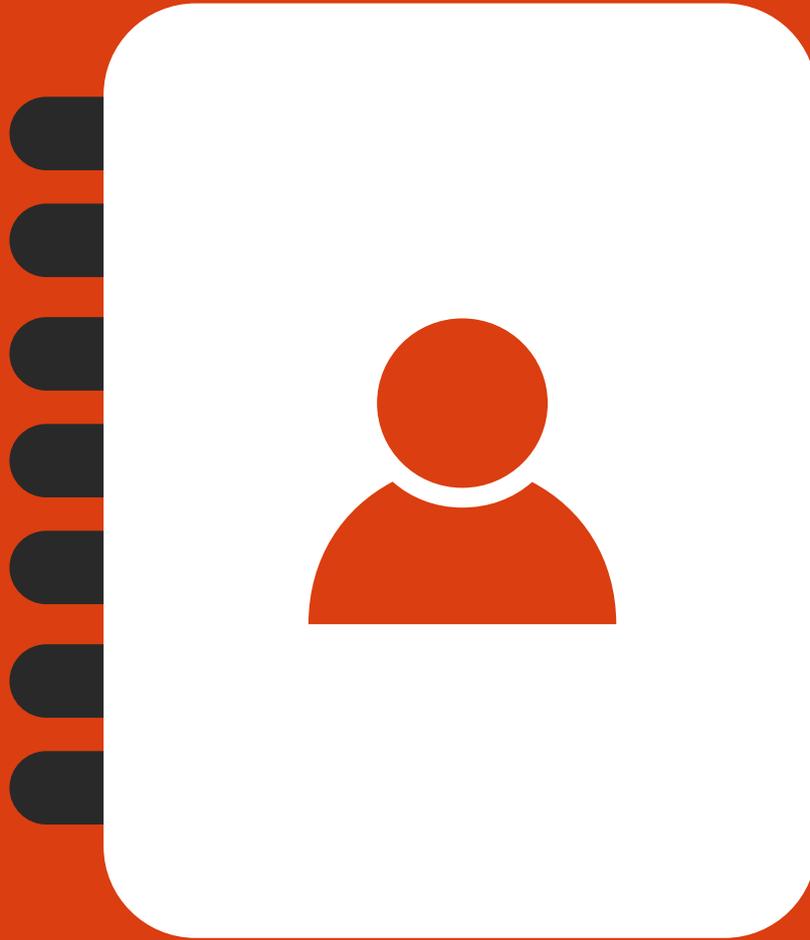


Email me. I always respond personally. That's a promise!



Schedule a FREE consultation with me and see how you could benefit by being one of my coaching clients.

The Ultimate Guide on Diary Keeping



**A LIFE WORTH LIVING
IS WORTH RECORDING**

Diary Keeping Factsheet

"The Keeping of a journal is an education. Let everyone try their hand at it...a life worth living is worth recording."

Louisa May Alcott,
Little Women



Why use a diary?

The keeping of a diary or journal is nothing new. History is packed with diarists and chroniclers of all kinds, making observations on the life and events that were going on about them. From Pliny, in Roman times, to Samuel Pepys, to Winston Churchill, there have been personal records kept.

A diary serves as a record of what has passed and allows you to see how things have changed. Change is a gradual process and it can be easy to forget how today's small steps can add up to significant differences in your life. You are amazing! By writing it down, you can remind yourself of that whenever you need to.

The process of keeping a diary is also important. By writing things down, you are making a commitment to them and also helping to remember them.

You can use any blank notebook, as long as there are enough pages to cover at least three months of diary entries plus room for additional notes and weekly reviews (at least 250 pages, I'd suggest). This factsheet will guide you in the diary keeping technique that I recommend.

Getting ready to keep a diary

Set your goals. I strongly recommend that you prepare for diary keeping by completing the goal setting lesson. Having completed this, write your goals in the front of your diary, including your 'why.' The why needs to be as compelling as possible - write it from the heart.

Then, for each goal, use the information from the WOOP process in the Goal Lesson section to bring it to life. Below is a quick refresher:



Wish

What is it you wish for? Make it personal, positive and in the present tense. For example: I am slimmer, fitter and healthier.

Outcome

Get specific here. What will it be like when your wish is fulfilled? For example: "I weigh 30lbs less; I can run upstairs without getting breathless; I eat 5 portions of fresh vegetables each day; when I try on clothes, I have to ask the assistant for a smaller size."

Obstacle

This is really important and where so many goal-setting tools fall down. Spend a bit of time thinking about what might come along to get in the way of you meeting those outcomes. For example: "Everyone at work always brings cakes and biscuits in; I never seem to find time to exercise; I go shopping with good intentions but I'm tempted by pizza."

Plan

Now you know what might get in your way, you can plan to be ready for them or make changes which will reduce their impact. For example, to overcome the cakes and biscuits at work, you could decide to raise money for charity by quitting sugar for six weeks or just ask that the cakes aren't put near your desk.

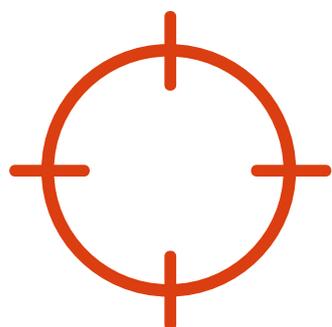
Organise your time

Many of us spend so much time giving ourselves to other people, we forget to give to ourselves. You deserve to take care of you - and if you check with your family and friends, you'll find they agree with that. So, clear time in your day to focus on yourself. For diary keeping, I suggest you need about 15 minutes in the morning and 15 minutes in the evening. Set that time aside and do whatever it is you need to protect it.

What do I write in my diary?

I have designed a diary keeping approach to support anyone that wants a structured approach. My approach is organised into three sections:

Goal setting page at the front



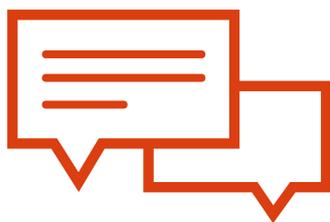
When you start a new diary, spend time on your goals. Don't assume goals will not change, so avoid simply copying them from diary to diary. Maybe the goals have stayed the same but, as you grow and develop, your goals will grow and develop with you.

Daily diary pages divided into the morning page and evening page



I strongly recommend you write in your diary first thing in the morning and last thing at night. Set some time aside when you will not be disturbed and take time for yourself. Then work your way through each heading. I've suggested ways to use them but everyone is different and you might like to use them differently.

The weekly review pages

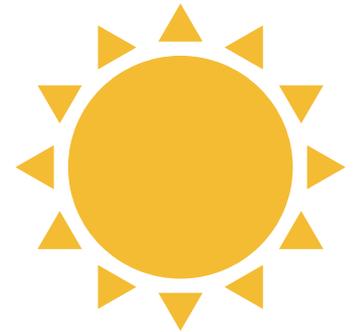


At the end of each week, take a few moments to look back over everything you've recorded during the week and make notes on your victories: what you've learned and what has most amazed you about the week. Look particularly at how your feelings have changed over the week and how daily events have influenced this. Look at the Magnificent 7 webs as well. Are there patterns? If you move well on one day, do you sleep well the next? If you sleep well, does it influence how well you eat (or vice versa)?

Then spend some time thinking about the week ahead. What actions do you want to take based on your learnings? What outcomes would you like to have? Where might you need some extra help and who could you reach out to? Make your own notes here as well - whatever else you want to say about the week.

In the morning

Today I am grateful for... Think about the wonderful things in your life, big and small, and write them down. Remind yourself of what there is to be grateful for and what gives you joy in your life. There is some interesting research on how tapping into gratitude actually dispels depression so noting what you appreciate is the best way to start every day.



My outcomes today will be... What do you want to achieve today that will take you closer to your goals? These do not need to be huge. Set these outcomes with the knowledge of the day ahead. If you are in meetings all day at work and ferrying the children around all evening, don't set an outcome to also do a three hour gym session - maybe today, a ten minute yoga session is all you can fit in. So be realistic — but do challenge yourself too.

Today will be great when... Project yourself forward in time to the end of the day. When you are writing your diary tonight what would make you feel that today was a success? This can be related to a specific outcome for the day, or it might be more about your attitude or behaviour as you move through the day. Try to tap into your emotions to identify it - how you want to feel at the end of the day. Picture it — imagine yourself at the end of the day having achieved that greatness. Then write it down in one sentence - think of it as your 'message for the day.'

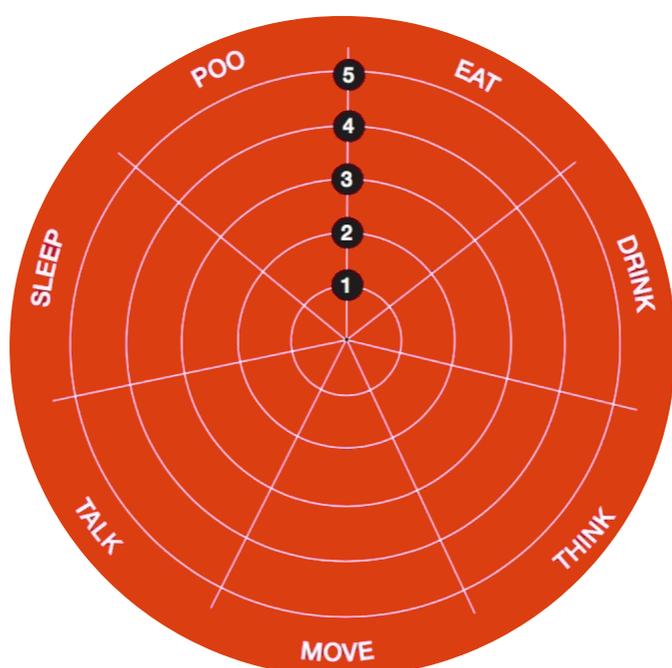
How do I feel? Now, without thinking about it — write one word that describes how you're feeling right now! Don't dwell on this and don't judge how you are feeling. Maybe today you feel depressed or discouraged. That's okay — just notice it.

Having written your morning diary, you might want to find a way to keep a note of the key points you've made. You could take a photo of your morning page, so you can look at it as a reminder or maybe you can take the diary with you during the day.

In the evening

Evening is your time to reflect on the day.

The Magnificent Seven Web - Rate yourself against each of the seven fundamentals. This should be based on what you decided was right for you. A 5 score in 'Talk' could be about the self-talk going on in your head, or it could just as easily be about the language you use with other people or even just how you answer when asked, "How are you today?"



***Victories today...** When writing this, you might like to make notes about the outcomes you set in the morning. You could even tick them off in a pen of a different colour and jot down what happened with them. But also note down other achievements for the day. Celebrate your victories - you are brilliant for having done so well today.*

***These 3 amazing things happened to me...** Even if today didn't go entirely to plan (and, by the way, nobody's day ever goes entirely to plan) there would have been amazing things that have happened. Something that made you laugh, or touched you; someone you met who amazed or inspired you; somewhere you went that was beautiful or uplifting. Note them down.*

***Note:** At first you may find it hard to think of amazing things. One reason I have this section is to help you to start looking for them as you move through the day. Can you make it a habit to see what is amazing for you?*

***How do I feel?** Once again, in one word, note down how you feel. Maybe it is the same as this morning. Maybe it is different. Don't overthink it or analyse it. Just record it.*

***What have I learned?** Looking at everything that has happened today, note down anything you have discovered about yourself, about other people, about the world around you - and what action you are now going to take as a result of that. Perhaps that action will be an outcome for tomorrow or translate into a new goal or perhaps it is simply something to be aware of for another time.*

You may also like to add additional notes as you keep your diary to record other thoughts. Perhaps this is where you want to record what you've agreed with your personal trainer or your aim for your next workout sessions or even use it as an alternative to your gym record. Any of these things or something different - it is up to you!

When you finish your last diary page

Before you break open a new diary, spend some time looking at what you have recorded in this one. Change is gradual and looking back over a longer period of time shows the differences far more clearly. Make a note of the biggest differences between the start and end of this journal and be amazed. There may be things you've achieved which have surprised you, so celebrate these.

Now look at the goals you set yourself at the start of the diary. Using the observations you've just made, think about how that affects these goals. Maybe some have been achieved, while others have changed. Consider what progress you have made and the obstacles you have overcome in your journey. It is really important that you do this before you start up your new diary as this will influence how you revise your goals and reframe your WOOP.

A few final notes

Everyone is different and journaling, like any other tool, needs time to allow you to learn what works best for you. So don't be afraid to try things, adapt them and change how you are keeping a diary as time goes on. The most important thing is that you stick at it for at least three months — changing and adapting your diary keeping as you go — to see the real benefits. Because, while noting things down daily and reviewing weekly is a good discipline, the biggest benefit is in the changes you see over longer periods of time. All those small adjustments you've been making every day as you keep a diary add up to big differences over three months — and all the time you are recording this and learning and seeing yourself transform into a better version of yourself.



Lesson 2: Habits



**QUALITY IS NOT AN ACT,
IT IS A HABIT**

How to use this lesson

You can use it as often as you wish.

It is recommended that, having read through it all once, you devote a minimum of one day to each of the seven steps — in other words this lesson should take at least a week to complete.

As soon as you have completed the first step, start taking action!

Don't wait for all the steps to be in place — don't wait for anything!

For some steps, you will need to complete all of it before that 'a—ha' moment which makes the shift for you, for others the lights will come on earlier — maybe even in the first hour of the first day.

I have made this into digital format which is printable, deliberately — none of these steps should be a one-time event and you may like to print them out to work on.

Do the exercises, make changes, maybe do some other lessons in this training, and then, come back to this one.

Repeat the Lesson, without referring back to previous times you did it and then compare the two.

How far have you come?

What still needs work?

What has surprised you?

What have you learned?

Each exercise uses

'Seven steps to lasting success'

1 FACE UP TO REALITY

2 MAKE DECISIONS

3 CHALLENGE YOUR BELIEFS

4 OVERCOME OBSTACLES

5 MAKE A PLAN

6 SET YOUR FOUNDATION

7 FIND SUPPORT

About Habits

What is a habit? Looking it up in a dictionary will give you a definition similar to this one:

Habit

noun.

A settled or regular tendency or practice, especially one that is hard to give up.

"We are what we repeatedly do. Excellence, then, is not an act, but a habit"

Aristotle

Habits are the brain's way of making life easy for us. 80% of what we do is habit — how we breathe, looking both ways as we cross the street, the side of the bed we sleep on... The brain develops these habits so that we are not constantly required to make decisions about these things. In our evolutionary past, habits protected us and kept us safe (that's why we jump at loud noises and flinch when something comes towards us). We can forget about them and focus on the important stuff — while, in the background, our habits keep the show on the road.

The downside of this amazing feature is that our brain is not a discerning creature. It can't tell the difference between habits that help and habits that hinder. It simply does what you've practised.

This lesson helps you unpack your habits and understand the impact they have on your life. By identifying them you can see which ones are in your way and what new habits, if formed, will set you on the path to a new, improved you.

So let's get started.

It's time to handle your habits!

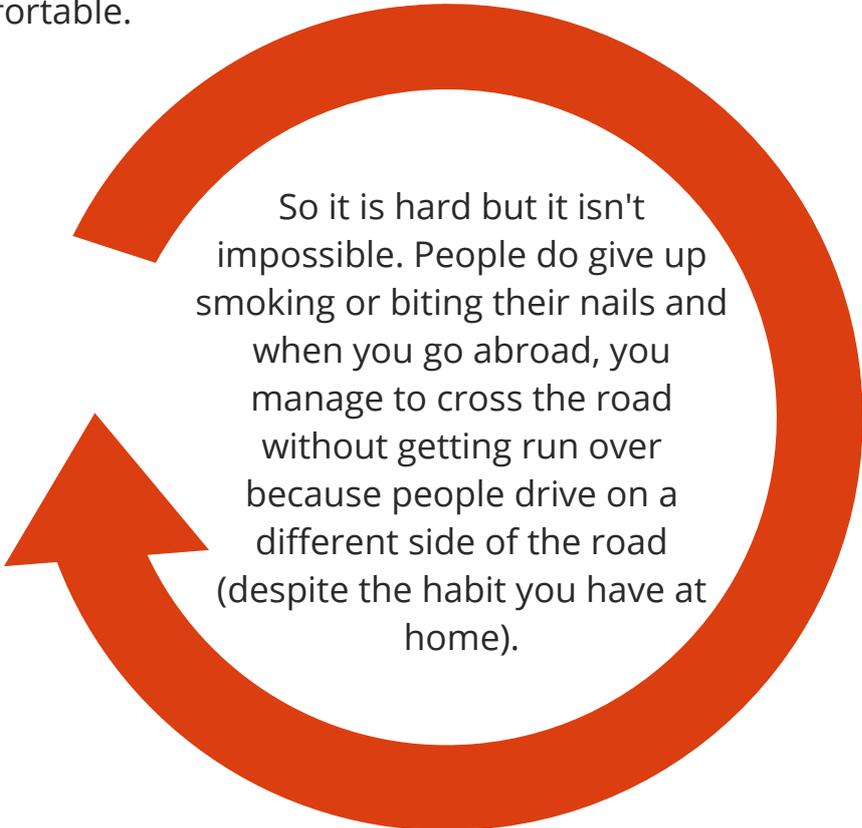


1 Face up to Reality

Breaking habits is hard. Anyone who has tried to give up smoking or stop biting their nails will know that. That's because the brain resists change. If you try to break out of your routine it says "Hmm — this is different. This isn't the habit we've practised. Habits keep us safe. ALARM!!! Message to the rest of the body... go back to safety!" And we feel pain — sometimes physical, sometimes emotional. Anything out of our normal routine is going to feel uncomfortable.

"Ten days unbearable,
ten days uncomfortable,
ten days unstoppable."

Hal Elrond,
(on changing habits)



So it is hard but it isn't impossible. People do give up smoking or biting their nails and when you go abroad, you manage to cross the road without getting run over because people drive on a different side of the road (despite the habit you have at home).

What habits do you have?

For the next few days start to become aware of your habits and note them down here. Do not judge them. Habits are not good or bad - they are just habits. So record them all — doing yoga when you feel stressed is just as worthy of noting as reaching for a chocolate bar. Our emotions, our states, moods and traits are also habits. Make sure you are noticing those as well as the more tangible habits you have. The good news is, if emotions are habits, it means you can change them!

1

Becoming aware

The consequences of your habits

Habits are not good or bad but they do have consequences. Some are short term ("smoking makes me feel relaxed") some are longer term ("smoking could kill me before my kids are old enough to remember me"). So what are the consequences of your habits? In particular, how do they help or hinder you in your goals for life? Note those consequences down here.

Looking at the habits that are getting in your way can be pretty uncomfortable — so don't judge yourself or give yourself a hard time This is only the first step and remember that habits can be changed.

1

Make associations

For the habits you've listed where the consequences are not helping you reach your goals, start to see if you can notice associations that lead to habits and record these in the form **IF...THEN...** For example:

If I go to the cinema **then** I always buy a bag of popcorn and a box of chocolate covered peanuts.

If	Then

2 Make Decisions

How would you like to be superhuman by habit?

If you ask most people about establishing a habit they will say that it is about "practising until you get it right." Exceptional people, however, know that a habit is about practising until you can't get it wrong.



**SUPERHUMAN
BY HABIT**

You've spent the last few days identifying your habits and considering the consequences of them. In doing this, you are building motivation to making the changes to your habits that will make a difference. So, of all the habits you have listed which one, if you break it, will make the biggest difference to your ability to reach your goals?

And which new habit - the one that will propel you forward the farthest and fastest - do you want to create?

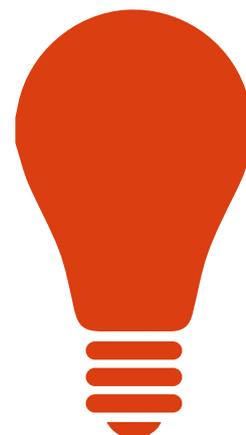
IT'S TIME

**FOR SOMETHING
DIFFERENT**

GAME ON !

2

"Choose the life that is most useful, and habit will make it the most agreeable."



Francis Bacon

Just imagine...

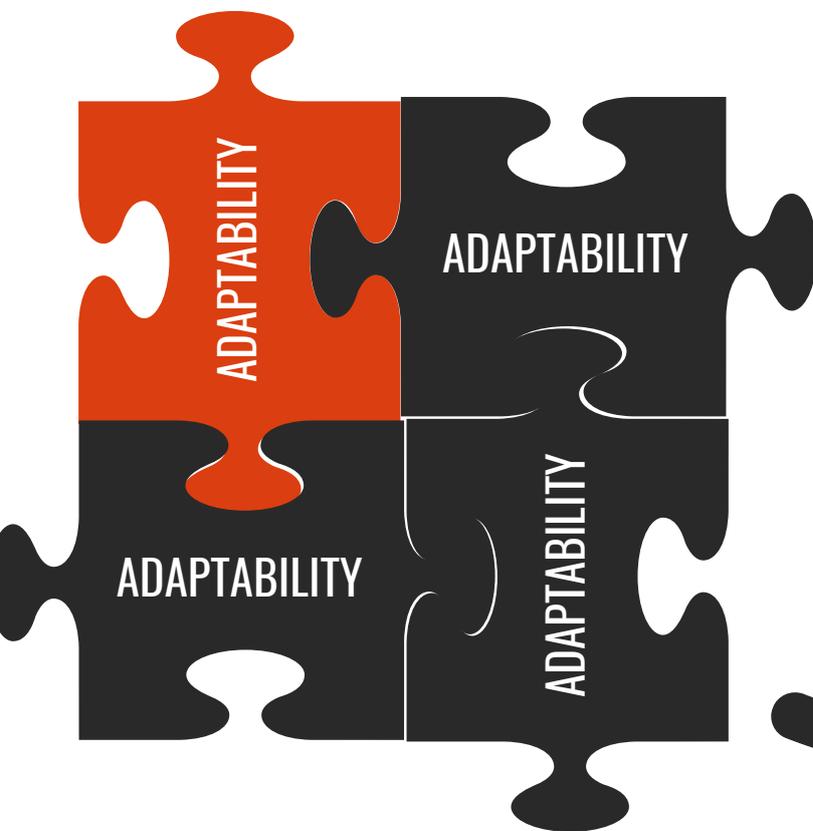
...what your life will be like when you have broken all those unhelpful habits and replaced them with ones that help you. How will it feel? Will you look different? Be in a different place in your life? Have different people around you? Write a description of that future you.

3 Challenge your beliefs

What do you believe about your habits? Are your habits "just the way I am...? And when you struggle to break a habit do you believe yourself a failure because it is difficult?

Today I want to give you some new beliefs to work with when it comes to your habits. Beliefs that will change your life.

Failure is not the opposite of success. It is part of success.



THE GIFT

We have a gift and it is a truly amazing thing. That gift is Adaptability. We can change. You can change. It may be difficult and it may take time but it can be done.



Teach

To adapt your habits, you do first need to understand them. This tool is very effective for becoming aware of just what is driving a habit and observe it as if from the outside. Start by choosing one habit that you want to change.

I've mentioned before that you need to practice things until you can't get them wrong and, when it comes to this habit, you've done exactly that. No one can do it better than you. You've practiced it, and worked at it and mastered it. You are, in fact, the world expert at this habit. Congratulations! You are such an expert, in fact, that a group of visiting aliens have parked their spaceship outside your house and knocked on your door. Where they come from, this habit isn't one they are familiar with and they want you to teach them how you do it.

Spend a bit of time thinking about your habit — make notes on when it happens, what thought processes you go through, what you believe about it and what circumstances need to be right for it to happen. Make notes on the next page on how you are going to explain to the visitors how they too can learn to master your habit.

What will I teach the visitors?

Make notes on the past that you are projecting on to your present. Where are you telling yourself "I've failed before, so I'll fail again."

And, in starting to understand your habits, how are your beliefs shifting to help you change those habits. Are you acting out of habit because of 'faulty evidence' or past experiences that are no longer relevant?

4 Overcome Obstacles

Remember the if...then....you did on day 1 for the habits that aren't helpful? It's time to come back to them - these are your opponents when it comes to habits. In the table below you'll notice a third column 'In that case'.

This is to allow you to create strategies for those circumstances. Using the example from day 1:

If I go to the cinema then I always buy a bag of popcorn and a box of chocolate covered peanuts. In that case I'll pre-book my ticket online, take a bag of nuts and seeds with me and leave my purse at home, so I can't buy anything else.

Now repeat that process for your own unhelpful habits.

If	Then	In that case

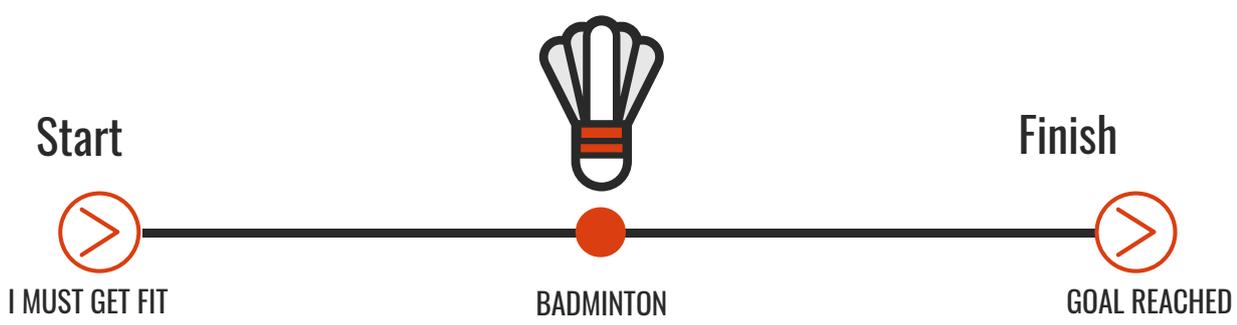
4

Success consists of going from failure to failure without loss of enthusiasm

Winston Churchill

Enjoying the journey

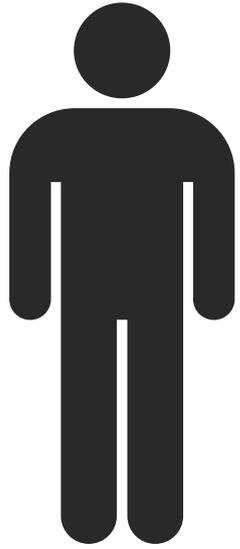
So far we've been focussing on the long term goals and giving you a reason to change your habits. Many people have found that, as well as having a focus on long term gain, the short term gain needs to be positive as well. To illustrate this, let's look at Jane. Jane is determined: "I must get fit!" and she knows exactly why she wants to do that. Determined to get fit and strongly motivated to her 'why', Jane has gone out running and pounded the pavements. But running isn't for Jane — she's never enjoyed it — and nothing has changed today. In fact she's hated every moment despite her determination. So she never goes again and her motivation to reach her goal falls by the wayside. Sound familiar? And get, Jane loves badminton. She played at school and was pretty good, only stopping when she went to college. What a pity she didn't decide to get fit by joining the local badminton club — then she'd have had a great time.



Making it fun

If you are making changes, if you want to break old habits and stick to new ones, you've got to enjoy the process. Think of ways to turn your habit-busting practices into a game or otherwise give you pleasure - what will make you enjoy them?

5 Make a Plan



There is a term in biology called homeostasis. It is the way the body keeps everything in the same state - your body temperature, the level of oxygen reaching the brain, and so on. All day, every day, your body is making minute adjustments to keep you functioning at the same level. But it can be changed. Someone who goes to the gym for the first time may well have a resting heart rate of 75 but, in getting fit, their resting heart rate will drop. It doesn't happen overnight - it is a gradual process — but it does happen.

Today we are going to make a plan to bring about that gradual change - making and breaking habits one step at a time.

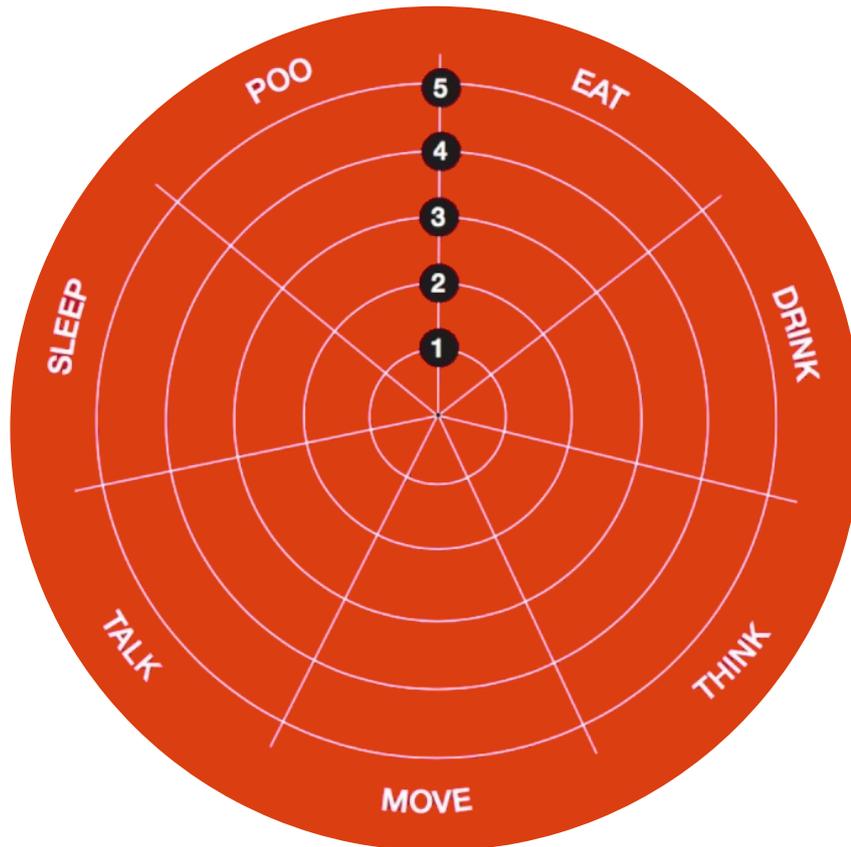
Bet you weren't expecting a lesson in Japanese this morning! With habits, it is critical you take small steps to build momentum and to allow the brain time to adapt. The Japanese call this 'kaizen' (literally 'improvement') — making small adjustments to continually improve. That way, the levels of discomfort that the brain generates from the change will be less — making the change possible. So, rather than trying to make huge leaps, break your habits down into small parts and make a tiny change to either improve or break it. For example, if you have a habit of always wanting something sweet at the end of a meal, can you resist that temptation for just one meal in the day? Once you have made that small step, take the next, and the next and the next...



List one habit you are going to tackle in this way - what are the small steps to aim for?

The Magnificent 7 - the habits everyone needs

These are the essential habits of health and, without health, any other goal is impossible to achieve. I want you to start tracking these seven habits daily - scoring on a scale of one to five. That process starts by defining what '5' looks like for you so you can score it consistently each day.



6 Set Your Foundation

We are what we repeatedly do. That's what habits are all about. 80% of our life is habit and, since we can control our habits, that means that 80% of our life is within our own control. Your current habits are who you are. But here's the important thing to remember — your new habits are what you do. That means you can build a better life by design — one habit at a time.

"Just a perfect day,
Problems all left
alone, weekenders on
our own, it's such fun"

Lou Reed

Bring it all together

Before you move on to the last step of this lesson, it's worth going back over the rest of this lesson and consolidate the process in your mind. Add to the work you've already done.

Habits by design

Did you know that achieving any goal happens twice. How?

Suppose you wanted to build yourself a house. First you would imagine it — your dream home, with ocean views and big picture windows. You can see it in your mind's eye as clear as day. So you sit down with an architect and draw up plans — blueprints and paint samples and schedules. You've made an idea a reality.

Then the builders get to work and turn that 2 dimensional plan into an actuality. It's the same with goals — first in the imagination and in the plan and then in actuality.

You've spent the last few days of this workout turning your dreams into a plan — now it's time to start building.

And the first thing to build is the foundations - what I call

Your Perfect Day

Your Perfect Days

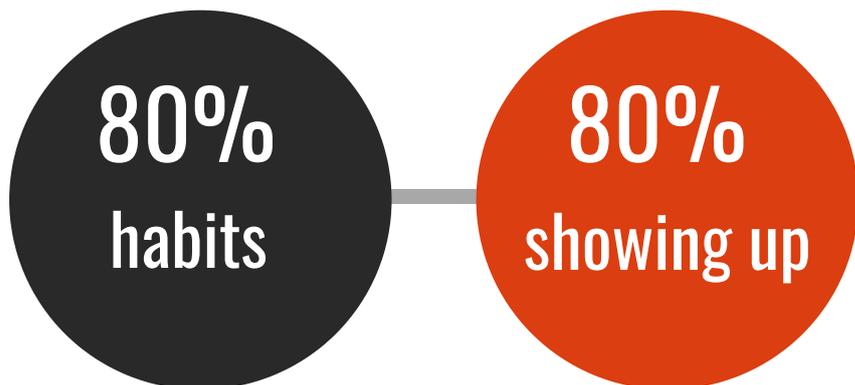
Nothing in life is perfect — everybody knows that — and we are not seeking a perfect day where nothing goes wrong and everyone walks about with a happy smile on their faces. A perfect day is one which describes your daily habits as you want them to be — this is about having your eyes on the prize (your goal) but also your eyes on the process.

Describe your perfect day here:

7 Find Support

80% of our life is habits but there is also another 80% to consider.

80% of success is showing up. So if you want success over your habits — to take control of your life — then you need to connect to others and let them help you.



"Until you have formed the habit of looking for the good instead of the bad there is in others, you will be neither successful nor happy"

Napoleon Hill

If you post videos and share your journey with others, they are able to help, support and hold you to account to make changes.

Practise, Practise, Practise

How do you get to Carnegie Hall? Practise, practise, practise (goes the old joke). But it is true. It has been said that it takes 10,000 hours of practise to master something, though you'll be pleased to know changing habits can be quicker than that. So let's take a look at how you should go about practising to make and break habits.

How do you practise? - There are three types of practise:

1

Naive practise

is simple repetition — doing something over and over again. This is all about skill building — but on its own it doesn't have much purpose.

If you kick a ball up against a wall, practising hard, eventually you'll be able to do it fast and accurately - but so what?

How does it help? You need a reason - which leads up to...

2

Purposeful practise

is practise towards a goal. We are teleological beings which means that we are target-driven. If we have a goal in mind we will work towards it. Combine a goal (playing in the local football team and naive practice towards that goal (practising ball control) and the new skill takes us towards victory. And when that isn't enough...

3

Dedicated practise

is practise supported by a coach or a group. They encourage, guide, question and challenge. So a football coach will give pointers on technique, run fitness training sessions and encourage the player — and the rest of the team will work with the budding footballer to help them develop their skills to become their star striker.

7

Thinking about the habits you want to make or break, consider: What is the goal?

Who can I look to for support and coaching?

What do I need to repeatedly practise to meet my goal?

Exercise Day 7 - reading list

To take your work on habits forward, I would recommend the following books:



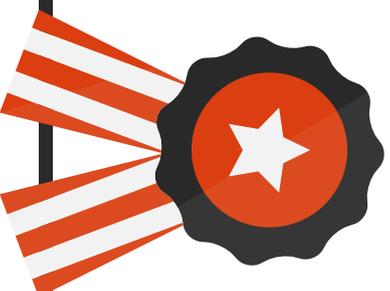
- **Habit Busting** - Pete Cohen. A much more in-depth look at this topic with practical tools and help
- **The Miracle Morning** - Hal Elrod. A practical way to establish habits of self-improvement
- **The Seven Habits of Highly Effective People** - Stephen R Covey. A comprehensive guide to self-improvement

Well Done

YOU HAVE COMPLETED

Lesson 2: Habits

This is a topic that most people find challenging and it takes a lot of work. As you work to establish new habits and discard those that no longer serve you, it won't always go to plan. You will have set-backs, but there is an important principle to remember here. There is only one failure - when you give up. Anything else isn't a failure - it's just not yet! Make your work on your habits a habit in itself.



Mark de Amoriba Smith
SIGNATURE

Lesson 3: Willpower

I CAN



AND I WILL

How to use this lesson

You can use it as often as you wish.

It is recommended that, having read through it all once, you devote a minimum of one day to each of the seven steps — in other words this lesson should take at least a week to complete.

As soon as you have completed the first step, start taking action!

Don't wait for all the steps to be in place — don't wait for anything!

For some steps, you will need to complete all of it before that 'a—ha' moment which makes the shift for you, for others the lights will come on earlier — maybe even in the first hour of the first day.

I have made this into digital format which is printable, deliberately — none of these steps should be a one-time event and you may like to print them out to work on.

Do the exercises, make changes, maybe do some other lessons in this training, and then, come back to this one.

Repeat the Lesson, without referring back to previous times you did it and then compare the two.

How far have you come?

What still needs work?

What has surprised you?

What have you learned?

Each exercise uses

Seven steps:

1 FACE UP TO REALITY

2 MAKE DECISIONS

3 CHALLENGE YOUR BELIEFS

4 OVERCOME OBSTACLES

5 MAKE A PLAN

6 SET YOUR FOUNDATION

7 FIND SUPPORT

About Willpower

A dictionary definition of willpower is:

Willpower

noun.

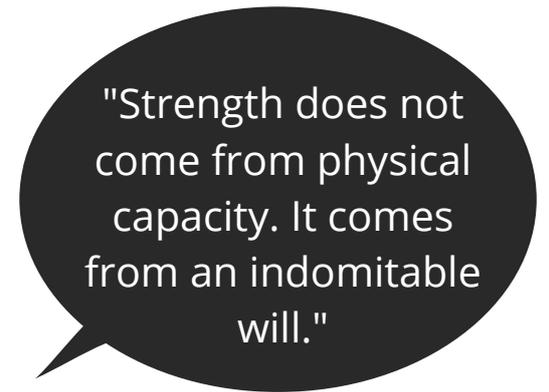
the ability to control oneself and determine one's actions

My definition is slightly different. To me it is

Willpower

noun.

*the ability to do what you need to do **whether you feel like it or not***



"Strength does not come from physical capacity. It comes from an indomitable will."

Mahatma Gandhi

Whatever the definition, willpower is the 'secret sauce' of success — in fact there are studies which show that willpower significantly outperforms IQ when predicting academic performance.

The most famous of the experiments that show this was the 'Marshmallow experiment' of the 1970s. Pre-school children were sat in a room with a marshmallow and told, "If you don't eat the marshmallow, when I come back in 15 minutes, you can have two." The children in the experiment were then tracked throughout their life and those who waited had better school results, lower incidences of substance abuse, better social skills and better results in a range of life measures.

So willpower — or self-control — is the ability to delay gratification and focus on the future outcome rather than the current pleasure, and it is a critical component in reaching life goals. If you want to get fitter, you need the willpower to work out regularly. If you want to be slimmer, you need the willpower to say "no thanks" to the chocolate cake, and if you want to be healthier you need the willpower to pick up a bottle of water instead of a soft drink when you buy your lunch.

The challenge, however, is that willpower is finite. Every decision, every choice, every challenge we face during the day drains our willpower. Yet, while willpower is finite, you can increase it. This lesson will explore how you can recharge your willpower throughout the day, avoid things that drain it and help you build your 'willpower muscle.'

So let's get started.

It's time to improve your willpower!

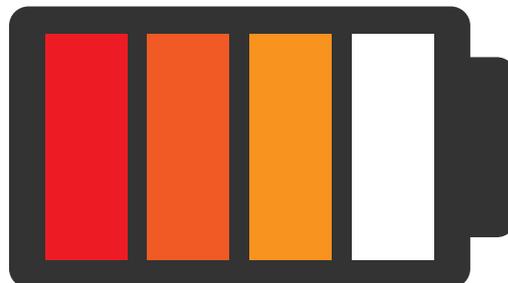


1 Face up to Reality

"The man who goes farthest is generally the one who is willing to do and dare. The sure-thing boat never gets far from shore."

Dale Carnegie

Willpower is finite — think of it as being like the battery on your phone. As you use it, it drains away and then you need to recharge it.



In Germany, one experiment into willpower involved putting pagers on subjects which went off seven times throughout the day at random intervals. When the pager went off, the subject had to write down what they were thinking, feeling and doing. The vast quantity of data gathered from this showed how much of our time we spend struggling not to take actions that we feel we ought not to take. And that's just daily life! If you are also trying to make or break habits then there are even more drains on your willpower. No wonder you can wake up in the morning determined to eat well all day and yet, by the evening, all you want to do is eat crisps and chocolate in front of the TV.

Willpower is influenced by a number of factors but how much these factors affect you will be different from others around you. So today is all about observing and understanding and, from that, identifying strategies that will help you recharge your willpower throughout the day and increase your capacity for self-control in the long term.

Watch your willpower

For the next few days keep an eye on your willpower - your own version of the 'pager' experiment. When are you called upon to exercise self-control? When do you give in to temptation? When are you impulsive and when are you controlled? Become aware and note down under what circumstances these ups and downs in your willpower occur. What time of day is it? What else is going on? What have you been eating? The aim of this exercise is to see where there might be patterns. Note down what you observe here:

1

The Marshmallow experiment

Go online and read some of the articles about the Marshmallow Experiment and the follow up studies that were done. Then, think back to when you were a child. If you had been a subject of the experiment, what would you have done? Would you have waited or eaten the marshmallow?

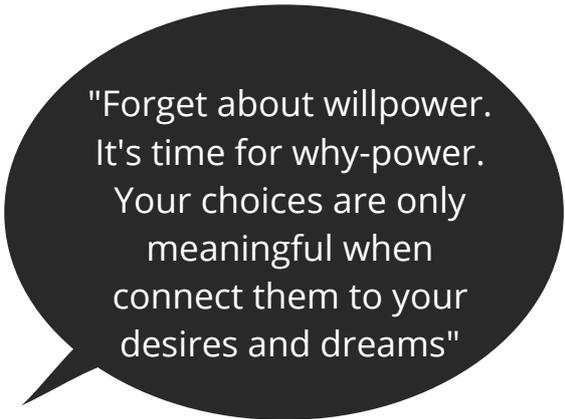
Now consider how willpower has played a part in your life so far. How much has self-control been a contributory factor to the progress, or lack there of, you've made towards goals over the years?

2 Make Decisions

Supposing willpower wasn't finite. What would that be like?

I've asked you to observe your willpower and see the patterns and hopefully you are starting to see when you need more willpower and some of the factors that influence it.

Today I'm asking you to use those observations and your imagination to build the foundations for more willpower to achieve all your goals.



"Forget about willpower. It's time for why-power. Your choices are only meaningful when connect them to your desires and dreams"

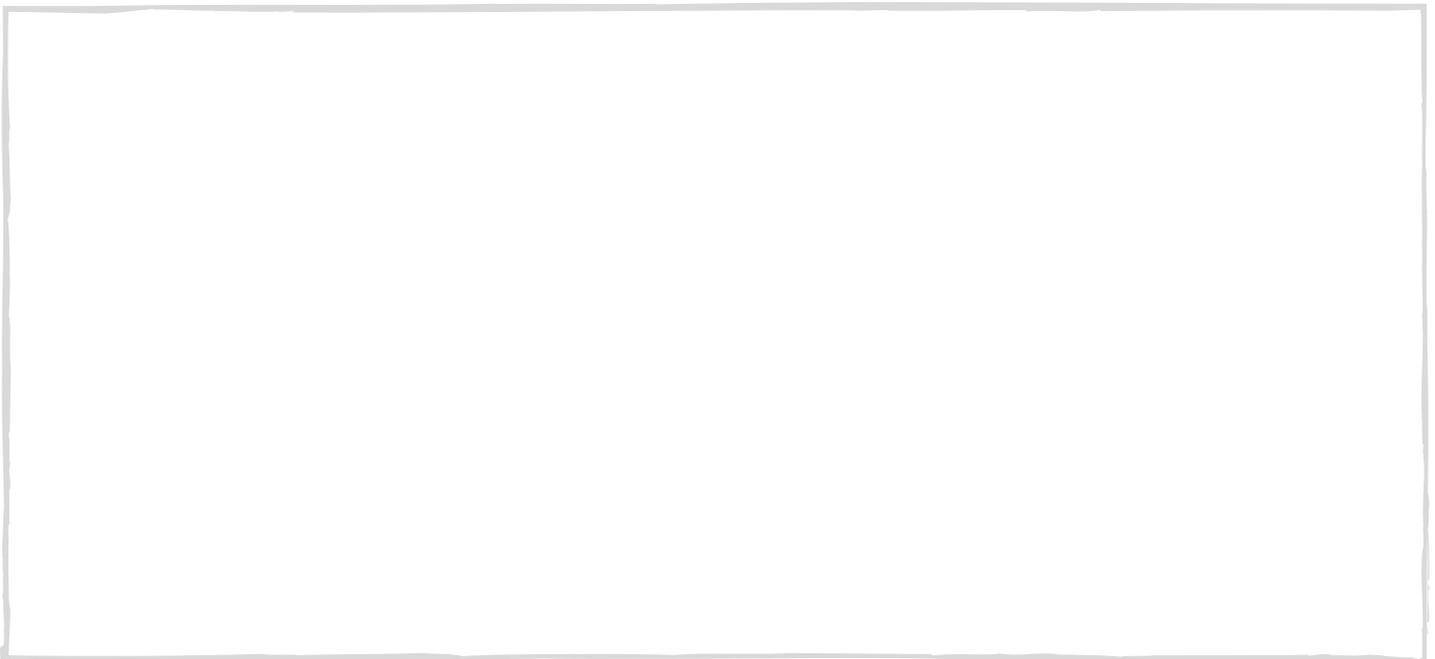
Darren Hardy

Factors that affect willpower

- Doing things you don't enjoy doing
- Beating yourself up mentally - The way you think and what you say to yourself
- Surrounding yourself around people that don't inspire you
- Lack of sleep
- What you eat, especially sugar

WHYpower

Make some notes about the factors that impact willpower the most, which factors are the ones you need to pay more attention to based on your observations on your own willpower.

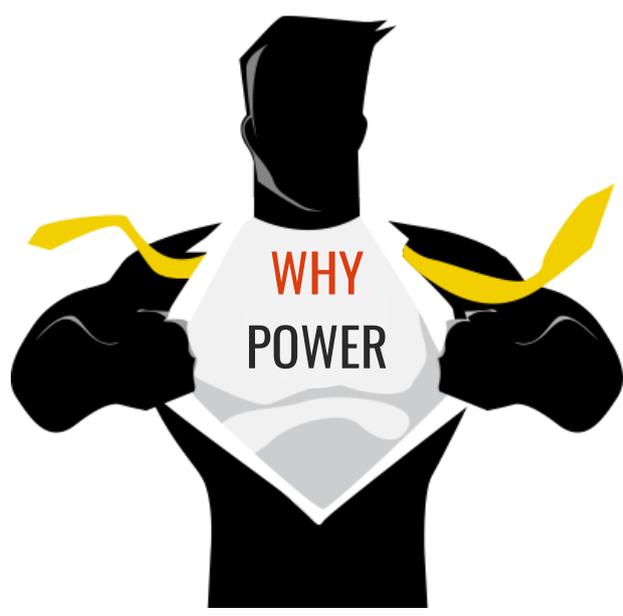


2

Just imagine...

What if you had more willpower?
 What would your life be like?

It is worth investing time in making this future you as vivid and real as possible. In another experiment, subjects were scanned using an FMRI (which scans the activity of the brain based on blood-flow). While being scanned they were asked to think about themselves — and a particular section of the brain became active. Then they were asked to think about a stranger — showing a different part of the brain becoming active. Finally they were asked to think about themselves ten years in the future. For some, the 'stranger' part of the brain activated and for others, it was the 'self' part of the brain. In other words, some people cannot associate themselves with their own future.



I want you to really identify yourself in the future. So, as you do this exercise, bring it to life. How would you feel? What would you be able to achieve? How would your life be different from today? This is your whypower! Use this as you make decisions throughout the day.

And what will it mean if you don't reach those goals? What if you carry on as you were before? What does that mean for your future?

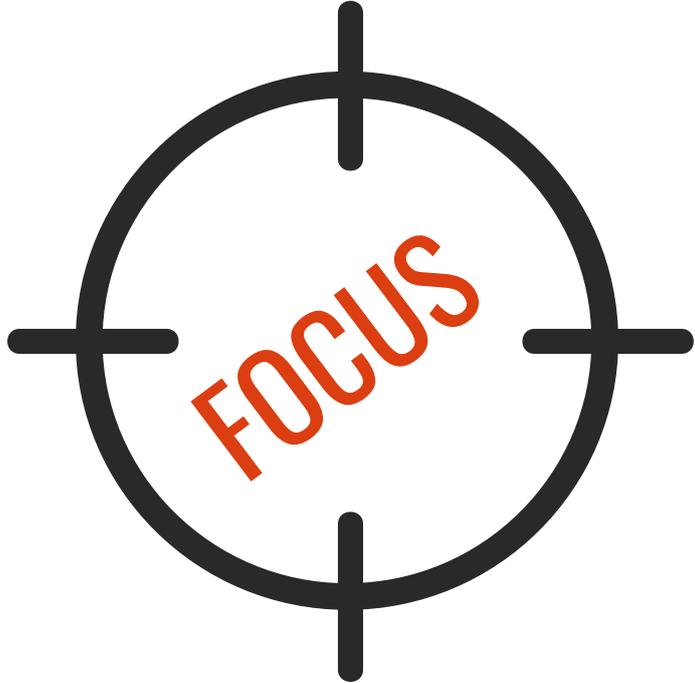
This can be a very uncomfortable experience as you realise the consequences of not making the necessary changes in your life. For some people, the long term consequences of say, an unhealthy lifestyle are very dramatic and really facing that is frightening. But this is a fear you need to face. You need to really appreciate the consequences of not making changes.

3 Challenge your beliefs

What do you believe about your willpower? What do you believe about yourself in relation to willpower? There is an unproductive (but very common) tendency in people to compare their own willpower with others and see that as the cause of all their ills. "I'm overweight because I can't resist the cake at a party. I wish I was like Susan, who can have one slice and then stop." Susan, in the meantime, is feeling just the same about your ability to focus at work and is sure she'd be more successful if she could be more like you.

With but few exceptions, it is always the underdog who wins through sheer willpower.

Johnny Weissmuller



THE AIM

of today is to focus you in on the things that give you the unlimited willpower that you need to achieve your goals in life.



Think of a time...

...in your life when you had unlimited willpower — when nothing could stop you and, for every obstacle that came along, you found a way to overcome it and keep going. Note down what that was and what it was that gave you the willpower you now feel you lack. How strong was the why? What was it that moved you into the right frame of mind? What did you believe at the time? How did you approach the obstacles?

Most of us believe that willpower is about not doing things — depriving ourselves, resisting temptation, saying “No.” When you look at that past experience, however, is that what really drove your decisions? It is far more likely that the biggest drivers were about what would take you forwards and being fixed on some future outcome. In other words, acting for gain rather than shame. How can you put that same energy and motivation to use for the goals you have now?

Today I'd like you to read another article, which you will find on the American Psychological Association at <http://www.apa.org/helpcenter/willpower.aspx>. This describes further experiments into willpower and its benefits. Make notes on the key points that will be useful to you later.

4 Overcome Obstacles

So **will** relates to **why** - they go hand in hand.
Do you have a big enough 'why' yet?

What you are probably already aware of is that willpower also involves pain. I don't mean physical pain - I mean the disturbance between wanting something now and wanting the goal later.

Willpower is the ability to avoid being distracted and to delay gratification and today we cover the challenges you face in doing that.

"When people have a willpower failure, it's because they haven't anticipated a situation that's going to come along."

Charles Duhigg

Things that help and hinder

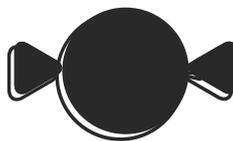
On day 1 I asked you to start observing your willpower and noting any patterns that emerge, so you should now have several days worth of data. There are some fundamental things that can impact willpower significantly.



Sleep



Exercise



Sugar



Meditation



Self-talk

Now review your observations on your willpower and consider these factors to identify those areas which are draining your willpower. Categorise them as internal (e.g. you don't get enough sleep), intimate (e.g. peer pressure from work colleagues to eat cake) or external (e.g. when the trains are overcrowded you have to stand all the way home and end up exhausted). Note them here:

5 Make a Plan

In 1519 Hernan Cortez planned to march on the Aztec Empire to capture their gold. When some of his army were planning to retreat back to Cuba he ordered that the ships were scuttled (deliberately sunk) to prevent it happening. It is quite an extreme example but it gave his men the burning desire they needed to advance.

Victory wasn't immediate - it happened in stages and there were plenty of setbacks but he cut himself off from all other possibilities.

Are you ready to do the same?

Plan your campaign!

Some useful tools

The aim with this plan is to focus on things to improve your willpower — either by tackling opponents or by addressing the willpower-improving factors. Willpower increases with practice. Here are a couple of things to consider:

THE 5 MINUTE RULE

Feeling really unmotivated to do something you know will take you towards your goals? The idea of an hour-long run far less appealing than an hour on social media? This tool is for you. Instead of running for an hour, just do five minutes. That's it! You can do five minutes, right? Of course you can! So just do that.

Of course, once you get going, you may feel like carrying on...

NEUROTRANSMITTER

Are you susceptible to impulsive 'I deserve it' decisions which aren't necessarily helpful for your long term aims (most of us are)? The boost you are seeking comes from a neurotransmitter called Dopamine — but it is short-term and once the Dopamine levels drop, the brain sends you looking for more. So how can you regulate the dopamine in the brain?

With a different neurotransmitter called serotonin. The brain releases serotonin when it is stimulated in the right way and it makes us feel great (in fact, one of the main common causes of depression is serotonin deficiency). Serotonin also improves our decision-making and our ability to stick to plans (think of it as the willpower molecule). There are a whole range of things that release serotonin — exercise, dancing, music, gardening, singing, sunlight, massage and recalling happy events. So, can you do any of these things to boost your serotonin levels?

5

'ONE THING RULE'

What it is, is simply choosing one thing, it could be something with your exercise, nutrition, or lifestyle that you need to work on. Work on that one thing, solidly for a week and see how it goes. If it's gone well then you can introduce something else. Add another step. What else can you do that's going to help you towards your goal? This is the 'One Thing Rule'. It's taking baby steps and this is something some people need to do.

Building your plan

What actions are going to build your willpower to take you towards your goals? Pick only a few things and aim to do one at a time (one thing rule) - multitasking often does not work, so be patient and set realistic aims.

6 Set Your Foundation

Everyday we are tempted. Most of the time, as we struggle with those temptations it can feel like that old cartoon idea of there being an angel and a devil - one on each shoulder, with the devil seeking the immediate pleasure of the indulgence and the angel wanting you to hold out so that you hit your future goals. With such an inner conflict going on, what can you do to make good decisions?



Your future

I want you to picture yourself 10 years in the future - a version of yourself who has had unlimited willpower and met all your goals. You might like to refer back to the notes you made on day one when I asked you about having more willpower. What would that future be like?

Now write out all the benefits of your future life. What will reaching those goals do for you? Write as many benefits as you can think of and make them as specific as possible.

I'm asking you to imagine your future - to dare to be different - and having done that, to use the picture of 'Your Future' to give you willpower.

Now, whenever you are faced with a temptation and your 'good' and 'bad' sides are battling it out, just ask yourself "What would the future me do?"



7 Find Support

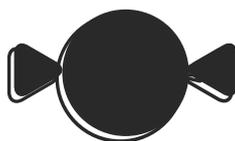
80% of our life is habits but there is also another 80% to consider. 80% of success is showing up. So if you want success over your willpower — to have the self-control you need to reach your goals — then you need to look at some basic habits and reach out to others for help. I've mentioned on day 4 of this lesson that there are five things that can have a dramatic impact on your willpower:



Sleep



Exercise



Sugar



Meditation



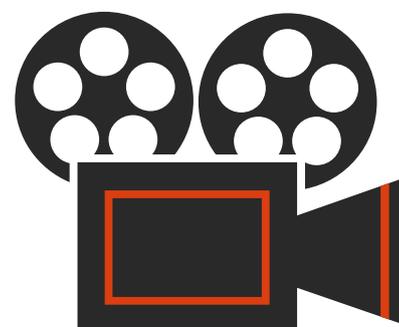
Self-talk

For anyone who has done the Habits lesson you'll see some similarities with a tool I recommend routinely — the Magnificent 7. Developed by Dr. Robert Rakowski as the fundamentals for a healthy life, they are: Eat Right, Drink Right, Think Right, Move Right, Talk Right, Sleep Right, Poo Right. Check out the separate factsheet on the Magnificent 7 to get yourself familiar with these seven fundamental areas.

For the next two weeks (at least) I'd like you to track how well you observe each of the Magnificent 7 (score them on a scale of 1 to 5) and also your willpower during the day. It is really important that you make the connection between fluctuations in your willpower and what you've been doing to your body and mind. That way, you'll know which of these has the biggest impact and therefore which areas to prioritise in order to give yourself the boost you need.

Watch

Have you ever seen The Truman Show? If you haven't, I highly recommend the film. The main character, Truman (Jim Carrey), lives in a TV show and is constantly being watched. Every decision he makes is debated and discussed by thousands of avid fans. Imagine that was you. If someone was watching you and the decisions you made, what would you do differently?



If you want to take this a step further, especially if you have willpower challenges during the working day (office cakes, constant browsing, eating food at your desk, for example), invest in a mirror. A mirror? Yes. One of the studies into willpower was measuring behaviour around being watched and discovered that if someone has a mirror on their desk they are more likely to exert willpower — because they are watching themselves. Weird right? But trust me, it works!

Reading list

To learn more about willpower, I would recommend the following books:



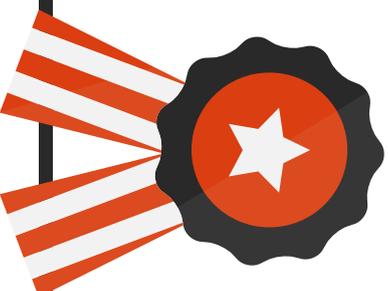
- **The Marshmallow Test** - Walter Mischel. Learning self-control and how to master it
- **Willpower** - Roy F Baumeister & John Tierney. Rediscovering our greatest strength

Well Done

YOU HAVE COMPLETED

Lesson 3: Willpower

It takes willpower to keep working on yourself to complete a Lesson so you should be pleased with yourself at what you've achieved. Willpower is the secret sauce of becoming a better you, and something you can influence for yourself. Hopefully you now feel better able to make the decisions you need to make, even when you don't want to, all to take you in the direction of your goals.



Mark de Amoriba Smith

SIGNATURE

Lesson 4: Self-Belief

I CAN

'T

**Dream It
Believe It
Achieve It**

How to use this lesson

You can use it as often as you wish.

It is recommended that, having read through it all once, you devote a minimum of one day to each of the seven steps — in other words this lesson should take at least a week to complete.

As soon as you have completed the first step, start taking action!

Don't wait for all the steps to be in place — don't wait for anything!

For some steps, you will need to complete all of it before that 'a—ha' moment which makes the shift for you, for others the lights will come on earlier — maybe even in the first hour of the first day.

I have made this into digital format which is printable, deliberately — none of these steps should be a one-time event and you may like to print them out to work on.

Do the exercises, make changes, maybe do some other lessons in this training, and then, come back to this one.

Repeat the Lesson, without referring back to previous times you did it and then compare the two.

How far have you come?

What still needs work?

What has surprised you?

What have you learned?

Each exercise uses

'Seven steps to lasting success'

1 FACE UP TO REALITY

2 MAKE DECISIONS

3 CHALLENGE YOUR BELIEFS

4 OVERCOME OBSTACLES

5 MAKE A PLAN

6 SET YOUR FOUNDATION

7 FIND SUPPORT

About Self-Belief

Belief, if you look it up in the dictionary, is defined as confidence in the truth or existence of something not immediately susceptible to rigorous proof. So self-belief is those things we consider to be correct about ourselves, even if we can't immediately prove them.

"Whether you believe you can do a thing or not, you are right."

Henry Ford

Belief

noun.

An acceptance that something exists or is true, especially one without proof

Our beliefs are what drive us forward or what hold us back. They control our behaviours and influence our judgement. They can lead to conflict (both internal and external) and they determine how we perceive ourselves and through that, how we perceive the world around us.

Renowned psychologist Albert Bandura worked extensively in this area and showed that those who believe that they can achieve what they set out to do (which he calls self-efficacy) are healthier, more effective and generally more successful than those with low self-efficacy levels. Beliefs have a massive impact on our lives.

Throughout the course of this lesson I intend to unpack the topic of self-belief and help you understand the beliefs you need to have to attain your goals.

So let's get started.

It's time to boost your self-belief!



1 Face up to Reality

Doubt
kills more dreams
than failure
ever will

Right now, without thinking too much about it, rate how much you believe in yourself, out of one hundred:

/ 100

Was it 100?

Probably not. The majority of us believe that we aren't good enough — that there is something wrong with us in some way — and this has a huge impact on our lives.

In fact, for many of the beliefs we have, if we'd known the impact they would have on our lives when they were first presented to us, we would never have accepted them. So mediocrity is something we have inflicted on ourselves...

But beliefs can be changed. In 1953 it was generally believed that men would never run a mile in under four minutes — some people even claimed that the brain would be damaged by such speeds. Then, in 1954, Roger Bannister was the first man to run the 4-minute mile and, within a year, 17 other people had done the same. As soon as the belief was changed, so did the levels of achievement — and these days a sub-4-minute mile is considered common place for runners.

Today is about understanding where you are today. Every time I have covered this topic in the past, it has provoked some strong reactions. Facing what we believe is deeply uncomfortable, especially as we start to understand how that has influenced our lives, so don't feel you are alone if that happens for you too.

What do you believe about yourself?

That probably isn't a question you get asked all that often but it is the critical first step in this lesson. So over the next few days, start to notice what you believe about yourself and note it below. Do not judge your beliefs - they aren't 'good' or 'bad' as such — they simply are. As you notice your self-beliefs, also observe the emotions that sit behind them and how that belief affects the decisions you are making — especially if you are lacking willpower or motivation. If you can, try and step outside yourself and watch yourself as if you are on a TV show — see how you move through the world. This exercise is all about observation and understanding of where you are now. Watch and be curious.

1

Your self-worth

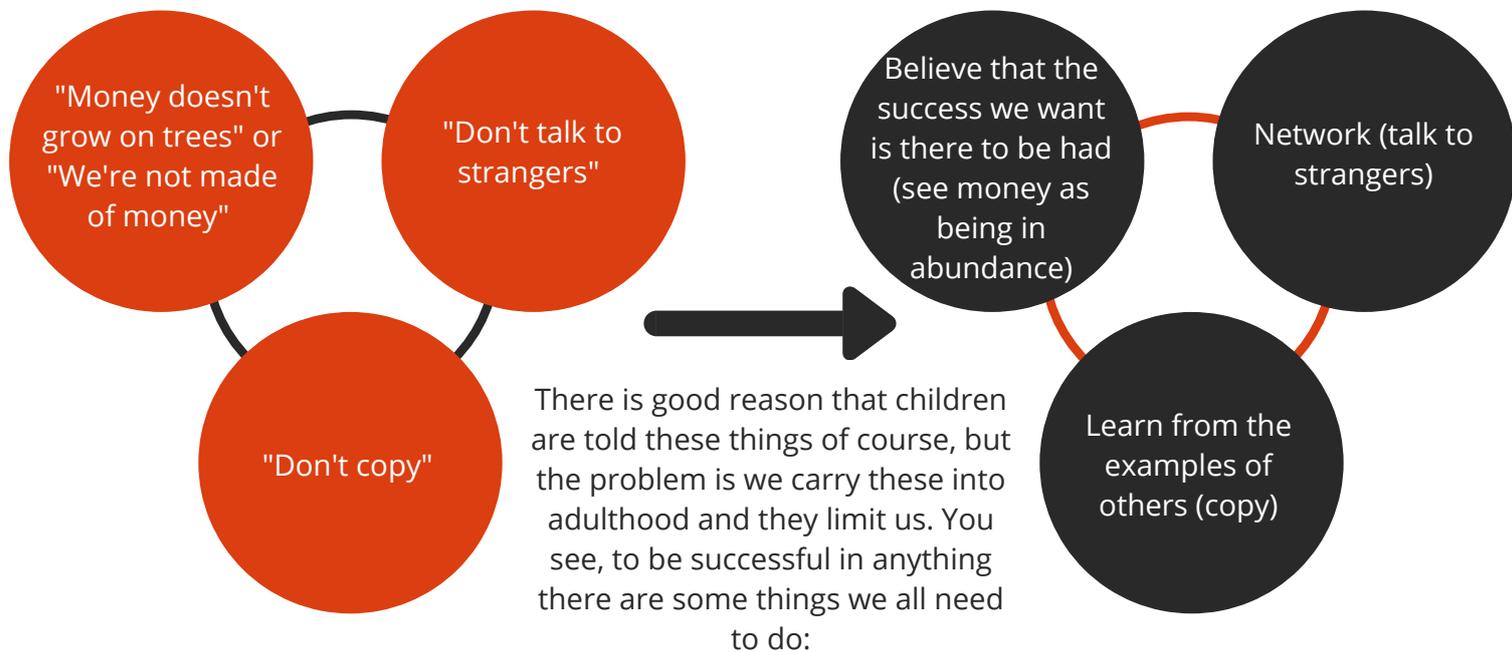
The consequences of your habits

Take a look at this short presentation by Pete Cohen 'Your Self Worth' - <https://goo.gl/j4211N>

Your self-worth does not change, regardless of the circumstances. One of the challenges we all face, however, is that the beliefs we have about ourselves cloud our perception of ourselves and what we are worth. So now you've seen the video, write down as many of the amazing things you've achieved in your life - either for yourself or in how you've helped other people. **THIS** is what you're worth!

2 Make Decisions

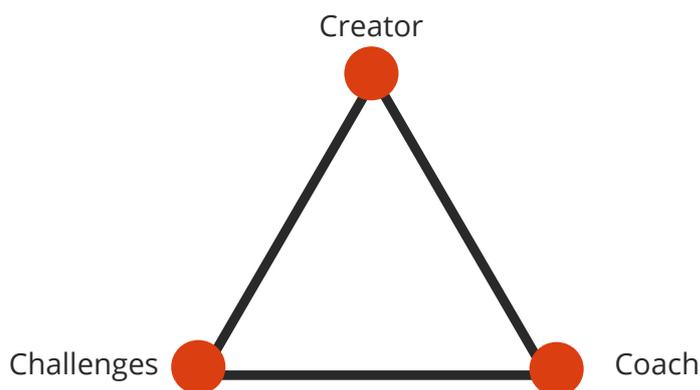
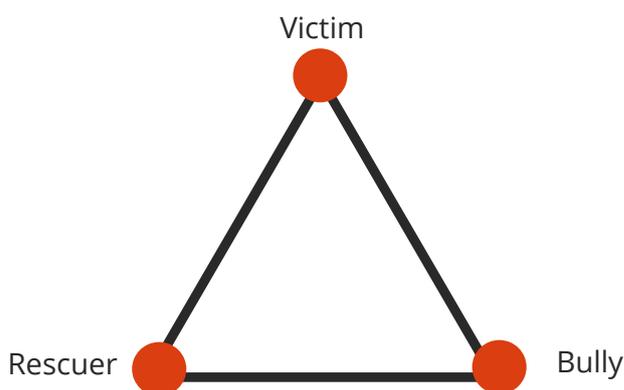
When we are children there are some things that we were all told repeatedly which have become beliefs:



So if you want to be successful you need to change - let go of the BS and develop a new kind of BS - a belief system

Hero or victim

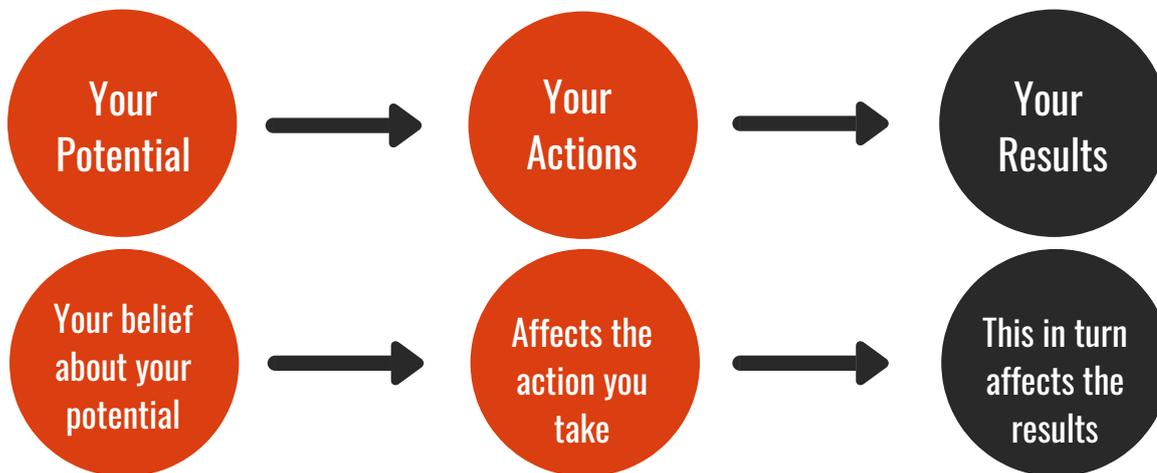
In essence, you have a choice - to be a victim, bullied by others and by your own beliefs, waiting for someone or something to come and rescue you, OR you can be a creator, looking for ways to help and coach others and taking control of your own life. It is your choice.



2

Is your potential limitless?

So the main ingredient of success is self-belief. It leads to what is known as applied faith - the way we take what we believe and use that to take us forward.



What do you believe about your potential?

From the beliefs you've been writing down about yourself, list here the ones you need to let go of in order to reach your full potential and get the results you want.

And what beliefs are really important to you that take you forward in the right direction?

Watch your language

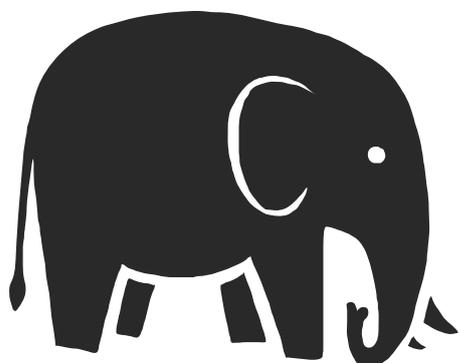
Words are very powerful. They lead to an electrochemical impulse in the brain, which generates an internal picture, which in turn creates a feeling and that leads to an action. Try it now. Say out loud, over and over: "I can do it!" Believe it (or act like you believe it) and see how you feel.

So as you move through the world, speak like the most successful person you can be. If someone asks how you are, don't say "ok", say "Great", and if asked to do something don't "try", say "I will". Speak as if you already believe and you will be amazed at the results.

3 Challenge your beliefs

What do you believe about your self-belief? Do you think you are stuck with who you are? Do you look at other people and feel you don't measure up because they seem so much more in control than you are? Do you feel a failure every time you have a negative thought?

Elephant keepers in India have an interesting way of keeping their elephants from running away. They tie them to a wooden peg with a rope.



It doesn't make sense on the surface, since a rope like that has no hope of holding a grown elephant. But ask any elephant keeper and he will chuckle and explain:

When a baby elephant is born, the herder ties it to a peg with a rope. At this point, the rope is strong enough to hold the elephant.

The baby elephant quickly learns that trying to escape the rope is futile.

And he keeps that learning with him, even as he grows up and the rope becomes far too weak to hold him.

And like that rope, we often form beliefs that might be useful at first, but then hold us back in life, long after the original reasons are gone.

Beliefs are the map to our future. With the right beliefs, the impossible is possible.

You have to believe in yourself when no one else does - that makes you a winner right there

Venus Williams

REACHING YOUR GOALS

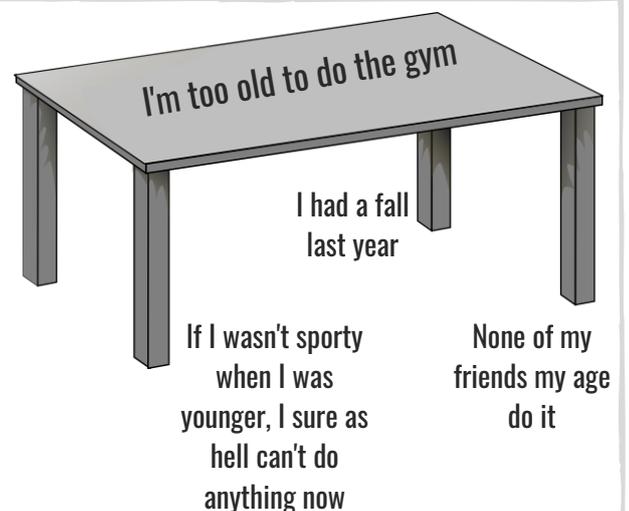
If you've already done my goal-setting lesson you will be familiar with what I'm asking you to do next, but please don't skip this section. Every time you do something like this, you discover something new

Think about the goals you've set yourself. Do you want a healthier life, to be fitter, to take part in a specific challenge?

Write down here what you need to believe to help you make the changes in your life to reach that goal.

Beliefs are supported by evidence and energy

Think of a belief as a tabletop. The legs are the supporting evidence. And sometimes the legs are even superglued to the floor of your mind with emotions. So what evidence do you need?



Have you ever subscribed to something? A magazine? A TV service? Most of us have — and most of us have also stopped needing that subscription and yet carried on with it because we haven't got around to dealing with it. We pay the price for something that doesn't help us. Beliefs are the same. We subscribe to beliefs that no longer serve us or limit our ability to reach our goals. And we pay the price for that. In research carried out, the top 10 limiting beliefs were identified. I've listed them here and I'd like you to rate — on a scale of 1 to 10 — how much you subscribe to each one.

- I must be approved of and loved by everyone
- I have to be responsible for other people
- My happiness depends on people and/or things outside of myself
- I must be the best at everything I do
- I can avoid dealing with pain or problems
- Inconveniences are always catastrophes
- I must be in control at all times
- If people knew the real me, they wouldn't like me
- It is wrong to enjoy myself
- I can't change because I have always been this way

Now, for each of the three beliefs you scored highest, note down here the impact that has had on your life. As an example, if you subscribe to the belief that you have to be approved of and loved by everyone, it might mean you don't say what you really feel, or won't take risks, or don't follow your own dreams in case you are criticised. So note down how these beliefs have limited you and the goals you want to achieve:

Belief	How this has affected your life

This exercise is worth revisiting from time to time. Just by being aware of the affect beliefs have, allows you to let go of them or push through them. Eventually the limiting belief will no longer be in your way and it will mean you can address some other limiting belief. Coming back to this exercise will allow you to continue to move forward and build a positive sense of self-belief.

4 Overcome Obstacles

Looking at the top ten limiting beliefs can be quite challenging for most people - we are starting to face those things deep within us that we seldom bring into the light. And yet, the most important lesson from that exercise often passes people by - that these are the top ten beliefs that people believe. In other words, lots of people feel this way and you are not abnormal, alone or 'wrong' in some way because you subscribe to them too.

The biggest problem most people have is that they believe they shouldn't have problems

Tony Robbins

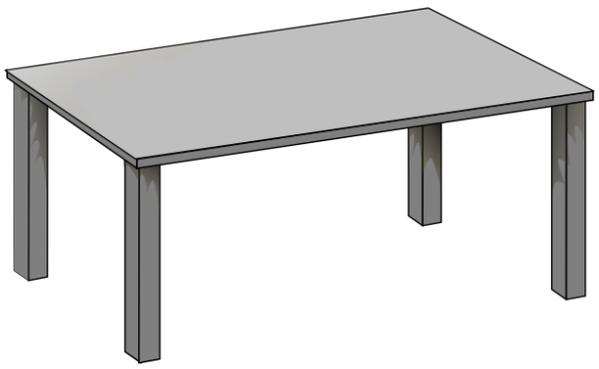
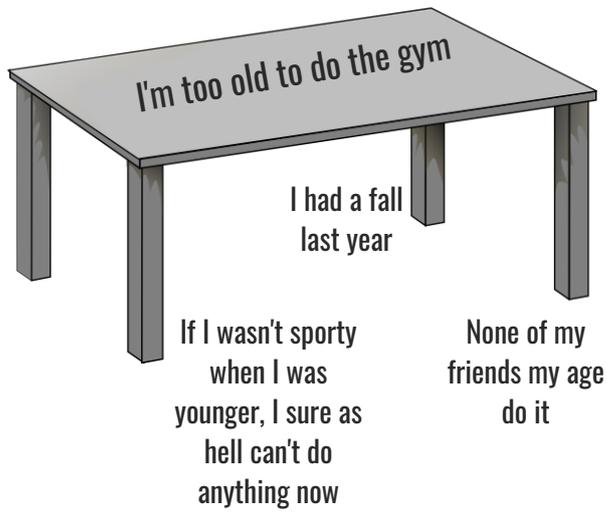
That doesn't mean you have to continue to subscribe to these limiting beliefs so, having identified and understood them, now is the time to unpack them further.

Our self-belief is fuelled and supported by our self-talk - they are intrinsically linked.

When it comes to our beliefs, we have a choice. By noticing what we say to ourselves and making the decision to change that internal voice, we can change what we believe. So, any time you make (or choose not to make) a decision based on your beliefs, stop and ask yourself "How true is this? Is this who I really am? Is it who I want to be?"

Be a detective

Where have your beliefs come from? You weren't born with beliefs, so you must create them from the evidence of the world around you. Think of a belief as the top of a table, supported by three or four legs of evidence. Take a few moments to think about beliefs you hold that might be holding you back. It can be in the form "I am..." or just about the world in general. As long as you think it might be holding you back, that will work. Remember, there is no true or false with beliefs. Only useful and detrimental. Don't worry about "truth", and instead decide if it's useful to you, or if a different belief would be more useful. For each limiting belief, create a table top for it.



Choose a belief you would like to have instead

This will become important later (when we dislodge the evidence for your old, limiting belief and replace it with evidence for the new one). I think this step is pretty self-explanatory, so I'll just give you two examples:

old: "I am unattractive."

new: "I can attract just the right partner for me."

old: "I will never lose 10kg of weight."

new: "I can lose as much weight as I want."

Get rid of the emotional superglue

Very often, beliefs have an emotional charge attached to them. Once you've identified your limiting belief, think about the emotional payoff it gives you. For example, thinking you are too old to go to the gym might give you:

- *More time to spend with your friends who also don't exercise.*
- *More money to spend on travelling which is your passion in life.*
- *No fear in the back of your head of falling over or hurting yourself.*
- *and many others...*

The emotional payoff you get is unique to you. Once you've figured out what it gives you, it's time for the all-important question: Is the emotional payoff worth holding on to this belief? Take a good few moments to answer this. Because you know what? Sometimes the answer is "yes". In which case you can stop right there, because no technique (except advanced psychotherapy) will help you change something you don't want to change. But let's say you decide the emotional payoff isn't really worth the limitation. You decide you want to change! At this point, you've already begun dissolving the emotional superglue. There's still some left, but every time you remind yourself that you really want to change, it gets weaker.

5 Make a Plan

Can you let go of the things that drive your limiting beliefs? I've said it before and I'll say it again: You have a choice. So you can choose what you believe and apply that to your goals. Your beliefs are like a river - where do you want that river to take you?

Re-frame the evidence

Remember how a belief is just the best available explanation for the evidence?

Well, you decide what is the "best" explanation for the evidence! You can easily choose an alternate explanation that doesn't limit you. And once you do, this new way of thinking about the evidence often makes more sense than the old one! Let's go with the tabletop, and re-frame the evidence so it no longer supports "I'm too old to do the gym":

Evidence 1: None of my friends that are my age do it.

Alternate explanation: There are people in the world older than me that exercise regularly.

Evidence 2: I had a fall last year.

Alternate explanation: I wasn't looking where I was going

or

People of all ages have accidents and can trip and fall

or

I am much more aware of my surroundings now and I haven't fallen since.

Evidence 3: If I wasn't sporty when I was younger, I sure as hell can't do anything now.

Alternate explanation: My friend Robert never played an instrument when he was younger, but then when he retired he learnt to play the violin. Clearly you can learn new things at any age.

Notice how the evidence no longer supports "I'm too old to do the gym"? Some evidence might take a bit of skill to re-frame. But with a bit of practice, you can easily dislodge most evidence for your negative beliefs quickly. Take a moment now to re-frame the evidence for you own limiting belief. Also, sometimes you will find it hard, or even impossible to reframe all of the evidence. That's ok. As long as you take away as many supporting legs as possible, you will be able to shift the belief with the next step.

6 Set Your Foundation

Find evidence for your new belief

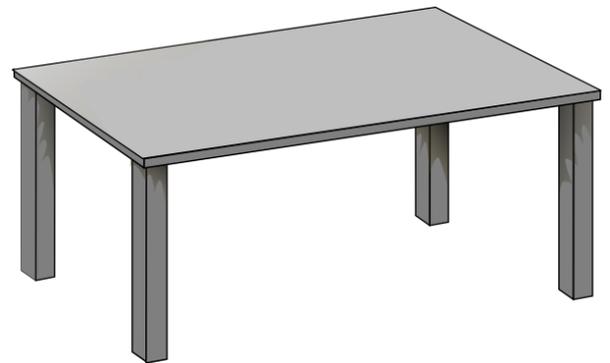
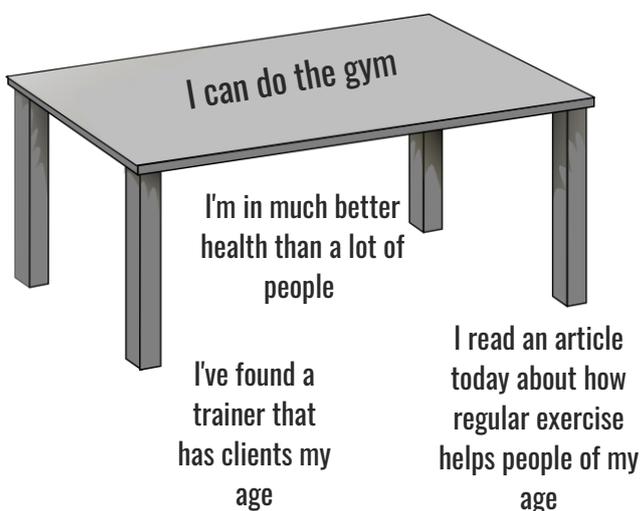
Beliefs have a funny way of operating. They focus your mind on certain things... so you completely miss things that are inconsistent with those beliefs.

If you believe you're unattractive, you will notice all the snide remarks and dirty looks – yet completely miss the smiles, greetings and compliments, or just discount them as irrelevant.

Because of this, beliefs automatically snowball. Once a belief gains certain weight, it will start to tack on more and more legs of evidence, and ignore any contrary evidence.

So deep-seated beliefs might take several sessions like this, over several days, to get rid of. But the process still works.

In this step, you will actively find all the evidence you can think of to support your new belief! Think back to all the things that happened in your life, no matter how small or irrelevant they seem, that support it. The goal here is to establish as many legs as possible. If you get enough evidence, this new belief will blow the old one right out. And once the new belief becomes entrenched in your mind, it will start to accumulate even more evidence for itself! Suddenly, the snowballing effect works in your favour! So take a few moments to remember all the evidence from your life that supports your new belief.



Now, the next time one of your limiting beliefs comes into your head, making you hesitate or procrastinate, look at this list. This is the evidence to disprove those beliefs - to show that you are amazing and can do anything you choose to do.

7 Find Support

You've spent the last week understanding your beliefs about yourself and identifying the beliefs you need to have to achieve your goals. Now I want you to really connect to the beliefs you need and to seek out people who will support you on your journey.

One word of warning — you are changing your beliefs but those around you have not. You cannot change anyone else's beliefs (and trying to do so has led to plenty of wars in the past). Allow them to have whatever beliefs they have — but allow yourself to have yours.

It's the repetition of affirmations that leads to belief. And once that belief becomes a deep conviction, things begin to happen.

Muhammad Ali

Declare yourself

Don't worry — I'm not asking you to go public (although it isn't a bad idea if you are up for it). What I'd like you to do is to create a declaration of your burning desire and what you believe about it. See how below.

1 *Start with a statement of your goal — make it positive, present and personal. And make it specific — with a date by when you will achieve it.*

I am slimmer, fitter and healthier. By December 2019 I will be 40lbs lighter and able to cycle 10 miles without stopping.



2 *State exactly what you are going to do to reach that target.*

To achieve this I will do 3 gym training sessions a week and eat a healthy diet. I will increase my intake of water to 2L a day and reduce the amount of alcohol and sweets I have by 50%



3 *State what you believe about that goal, why it is important and what will help you reach it.*

I believe that I can do this and I will never give up. I know that when I reach this goal I will be happier, more confident and will enjoy my time with my children even more.

Write your affirmation here:

Now, read that out loud every morning and evening, every day. As you read it, believe it. Work every day on building your self-belief in your burning desire and your ability to achieve it.

Who are you with?

Jim Rohn said that "you are the average of the five people you spend most time with" So, when it comes to your fitness and health goals, who are you spending time with? It may be that, as a result of the work you are doing on yourself, you are becoming the "smartest person in the room." If that is the case, it's time to move to another room. I'm not advocating that you cast out all your friends, divorce your spouse and abandon the kids — just that you do what you can to surround yourself with people who will support you and believe in you as you embark on your health and fitness journey. That way, if there are people around you who tend to be negative or make you doubt yourself, they are diluted by those who will boost your confidence, encourage you and celebrate victories with you.

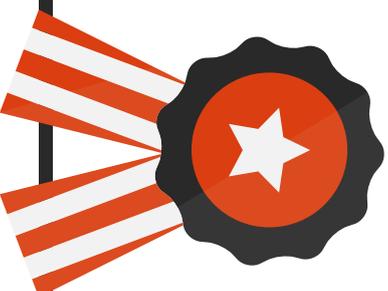


Well Done

YOU HAVE COMPLETED

Lesson 4: Self-Belief

Congratulations, you've completed the lesson. You've needed to believe in yourself to keep going with the lesson and facing your limiting beliefs which can be very challenging. Keep working on your beliefs and keep repeating the affirmation, that will help it grow. Step by step, your belief in yourself will grow and you will become unstoppable.



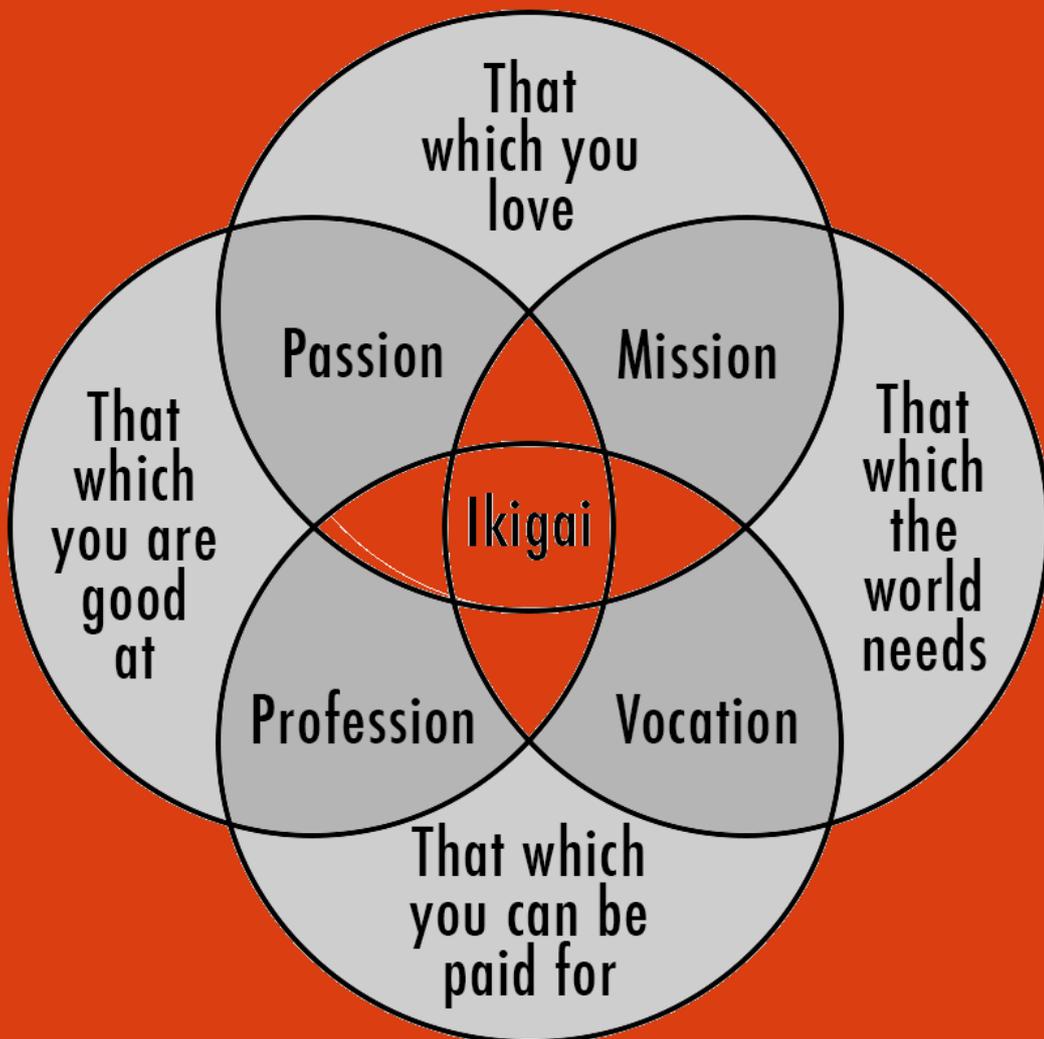
Mark de Amoriba Smith

SIGNATURE

Lesson 5: Motivation

生き甲斐

IKIGAI



How to use this lesson

You can use it as often as you wish.

It is recommended that, having read through it all once, you devote a minimum of one day to each of the seven steps — in other words this lesson should take at least a week to complete.

As soon as you have completed the first step, start taking action!

Don't wait for all the steps to be in place — don't wait for anything!

For some steps, you will need to complete all of it before that 'a—ha' moment which makes the shift for you, for others the lights will come on earlier — maybe even in the first hour of the first day.

I have made this into digital format which is printable, deliberately — none of these steps should be a one-time event and you may like to print them out to work on.

Do the exercises, make changes, maybe do some other lessons in this training, and then, come back to this one.

Repeat the Lesson, without referring back to previous times you did it and then compare the two.

How far have you come?

What still needs work?

What has surprised you?

What have you learned?

Each exercise uses

'Seven steps to lasting success'

1 FACE UP TO REALITY

2 MAKE DECISIONS

3 CHALLENGE YOUR BELIEFS

4 OVERCOME OBSTACLES

5 MAKE A PLAN

6 SET YOUR FOUNDATION

7 FIND SUPPORT

About Motivation

Motivation, if you look it up in the dictionary is defined as:

Motivation

noun.

Internal and external factors that stimulate desire and energy in people to be continually interested and committed to a job, role or subject, or make an effort to attain a goal

A river cuts through a rock, not because of its power, but because of its persistence

The word motivation has its origins in Latin, from the verb 'to move'. So motivation is all about taking action - a compulsion to move without having to make a conscious effort. We all need it, we all feel we need more of it and we all have times when we struggle to find it. There are three components to motivation - you need to be motivated AWAY from something, TOWARDS something and to ENJOY the journey.

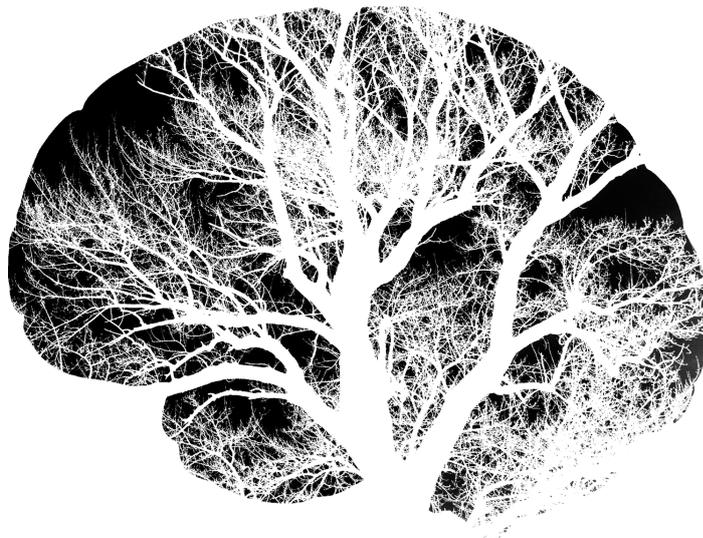
This lesson will introduce you to a number of different ways to think about motivation and, in doing so, help you find the energy and drive you need to meet your fitness goals.

So let's get started.
It's time to get motivated!



1 Face up to Reality

The people who get on in this world are the people who get up and look for the circumstances they want, and, if they can't find them, make them



The human brain is an amazing thing. It makes thousands of decisions every day, most of them without us even noticing. It governs our body, keeping us breathing and moving and alert to the world around us; and it governs our mind, the conscious part of us that judges circumstances and makes the decisions that are beyond the programming of the brain.

Amazing — yes? But primitive. It has one purpose — to keep us safe. As far as the brain is concerned, safety lies in the familiar. Anything unfamiliar (or learned from previous experience to be dangerous), it discourages us from by reminding us of pain. Sometimes that is physical pain (for example, when thinking of doing some weight-training it reminds you of the 'burn' from your last session) and sometimes it is emotional pain (anxiety, fear of failure, self-doubt).

**The average person wants to avoid pain.
The question you have to ask yourself is:
Do you want to be the average person?**

What motivates you?

As you move through your day, start to observe how motivated you are to do things. What is it that motivates you? Find what turns you off? And, in particular, how is your motivation when it comes to your health and fitness goals. What I'd like you to do, over the next few days, is become more aware of your motivation and what is going on for you when you are very motivated and, just as importantly, what is going on when you are NOT motivated. As you note them down, also become aware of which type of motivation it is. Is it AWAY, TOWARDS, or ENJOYMENT. As an example of what I mean, suppose your goal is to reach a healthy weight and someone offers you a slice of chocolate cake at work. When you are motivated to refuse, is it because you don't want to be the size and weight you are now? Or because you have a picture of yourself looking fabulous in a bikini one day? Or because you love how great you feel when you aren't full of junk food? It might be all three.

Notes on my motivation (task, how I felt about it, what happened etc)	TOWARDS / AWAY / ENJOY

There is no right or wrong in the way you are motivated - so don't be critical of yourself. Instead, just be curious. Which of the three types of motivation is most dominant for you? And what would help you build up the other kinds of motivation?

1

What if

On a scale of 1 to 10 how much do you desire to achieve your health & fitness goals (where 10 is really up for it and completely focused?)

Your desire is probably quite high. You want it! But how motivated are you? Chances are, your motivation is probably lower than your desire - and this is why so many people battle to be slimmer, fitter and healthier.

I want to do an exercise with you now that should help to build your motivation. It is in two parts and the first part may be uncomfortable, as I invite you to look at the consequences of you continuing your current lifestyle, and that might not be something you've considered before.

Just imagine yourself in six months' time, if you do nothing towards the goals you have set yourself. You carry on your life as before — with the same eating habits and levels of movement. What will you look like? Feel like? What will your daily life be like? Have you lost weight? Or gained it? Are you fitter? Or less fit?

Now imagine seeing one year into the future — still continuing with your current habits. How do you look now? Have you lost weight? Or put weight on? Are you fitter? Or less fit? What's your health like? How do you feel about that?

Now imagine yourself five years into the future. You've continued to eat just as you do now and moved as you do now. How is your health now? And how do you look when you stand in front of a mirror. And how do you feel now? The chances are, you are now feeling that you don't want this future, so, be thankful that none of this has come to pass and you have the opportunity to change your future. But it could — so, are you now motivated to move away from this future?

Now, imagine what your future would be like if you did take action. For the next six months, you adopt a healthy lifestyle, exercise more, work with a personal trainer, work on yourself... What will you look like? Feel like? What will your daily life be like? Have you lost weight? Or gained it? Are you fitter? Or less fit?

And what about in a year's time? How will you look? How will you feel? What will your muscle tone be like? Your complexion? Your energy? Your health?

How about in five years' time — you've been working on yourself consistently so that now, your healthy habits are second nature to you. You know how to deal with negative feelings and you are in control of yourself. How do you look and feel now? Do you like what you see when you look in the mirror? Are you motivated to move towards this vision of a fitter, healthier you?

Overall, how motivated are you now on a scale of 1 to 10?

This is a powerful exercise and very effective - so feel free to repeat it any time you like, to boost motivation.

2 Make Decisions

Do you ever wonder what drives you to make the decisions you make? Why do you reach for the slice of pizza instead of the salad? Why work in a job that is fun and sociable with low pay instead of the high-pressure cut-throat job in the city that pays a fortune? The answer to both of these is that you are making decisions to satisfy a need. In 1943 Abraham Maslow developed a hierarchy for looking at how we satisfy needs.

The most basic needs are at the bottom and, so the theory goes, you are not motivated to satisfy the needs of the next level up until you have addressed the needs in the lower layer. Just to explain each layer a little (since the language is a little old):



Physiological needs are the absolute basics of survival — air, food, water, warmth and so on. The things you need for your body to function and for the continuation of humanity (so sex is a basic need, as is the need to protect our families).

Safety as the name suggests is the need to feel secure and protected. Things like a home, avoidance of danger and threatening environments, job security and so on.

Love / belonging comes next. Once you are able to survive and stay safe, the motivation is to seek out company, build relationships and feel included.

Then, we seek **esteem**. The need to feel good about ourselves. To be recognised, appreciated and rewarded for what we do and who we are.

Finally, having addressed these needs, we seek out **self-actualisation** — fulfilling our burning desire to be the best we can be, in whatever walk of life we consider to be our purpose. A lot of people don't make it to this point.

This is, of course, a very high level explanation of the theory. Because the brain is so complex, you can be making decisions based on needs at different levels based on circumstances, perceptions and the particular aspect of your life you are looking at. There is plenty of information on the Hierarchy of Needs online and in books if you want to learn more. But start to become aware, as you make a decision, what needs you are seeking to fulfil.

Scrooge or Harry?

Watch a film version of A Christmas Carol. When Scrooge saw his future, it changed his life forever. That was why I took you through the exercises you did yesterday. Some of the characters are interesting as well. Bob Cratchitt is scraping by, in a job that gives him nothing but pittance. Harry, Scrooge's nephew, is poor but loves life and is endlessly optimistic. How does this relate to your goals?



3 Challenge your beliefs



This was expressed nicely by Beckhard and Harris in 1982 in the form of an equation

$$C \text{ if } (A \times B \times D > X)$$

Motivation to change (C) happens if the combination of dissatisfaction with the status quo (A), desirability of the proposed end state (B) and practicality of the change (D) are greater than X, the cost (personal, emotional, financial) of changing. What they particularly stress (and one of the reasons that this a multiplication rather than an addition) is that you have to believe all three to be motivated.

Mini-goal	By when	Actions to take
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4 Overcome Obstacles

The brain is an amazing thing, but it's primitive. It operates at the lowest levels in Maslow's hierarchy - keeping you safe. Anything that is different, the brain translates as dangerous, and makes us feel uncomfortable or tries to distract us. So, you need to be aware of this and take the decision to take steps to grow instead of go back to safety.

Insanity - doing the same thing over and over again and expecting different results

Albert Einstein

More maths!

For the non-mathematical people I apologise but, for some reason, representing motivation theory as formulas seems to be popular. Piers Steele developed this equation (actually called the procrastination equation) from earlier work on motivation.

$$\text{Motivation} = \frac{\text{Expectation} \times \text{Value}}{\text{Impulsiveness} \times \text{Delay}}$$

In simple terms we are motivated if:

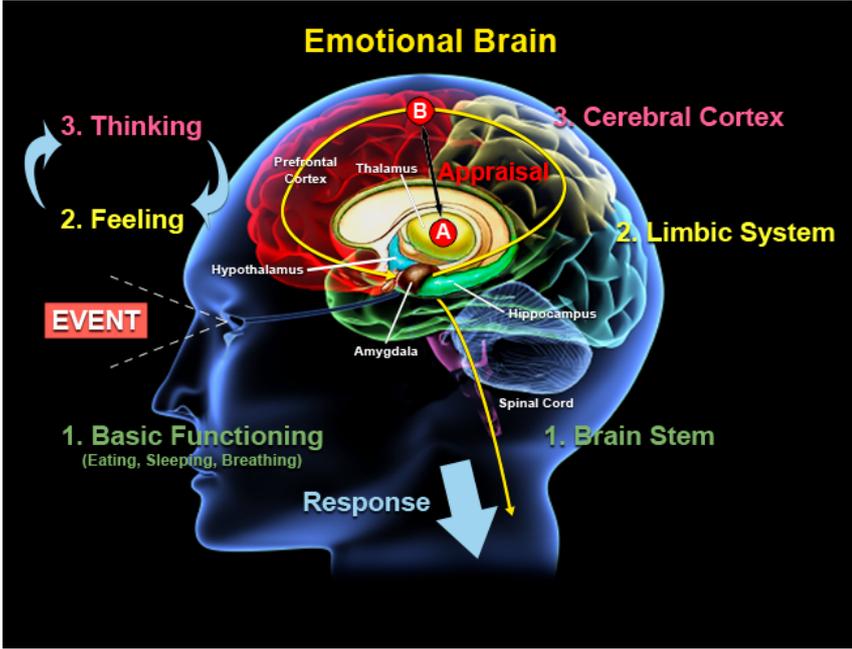
- ✓ *We expect to succeed and expect to be rewarded*
- ✓ *We get value by enjoying the task and enjoying the outcome*
- ✓ *If our impulsiveness is high then we are likely to be distracted*
- ✓ *The length of time it takes us to reach the goal is the delay. The more delay there is in reaching the goal the less we will be motivated.*

Look back at your notes from day 1 when you listed the things that you were motivated to do (or not). See if you can assess which of these four factors was most prominent in each of the cases and think about how you might minimise impulsiveness and delay, whilst maximizing expectation and value:

Action or task from day 1	Which factors	What could I do next time?

4

As our brain tries to keep us safe and protected, it uses a range of methods to make change hard and, in one way or another, it becomes apparent as pain. It may be remembered pain, perhaps of last time you did a tough session at the gym; it might be the pain of fear, like the way you feel at the idea of doing your first ever personal training session; it may be emotional pain, like the messages of "I can't do this," "I'm not good enough" that are familiar to many of us. It might be all three. It is important not to feel too badly about yourself for this. You aren't a bad person if you meet this kind of resistance — just a human who is governed by the primitive brain that learns from past experience and replays that to keep us in line. But it is possible to train the brain differently and also to overcome these negative patterns. How? By thinking differently.



Try this

You are about to take action in the area of your health and fitness regime that you are least motivated towards (that might be exercise, eating more vegetables, giving up sweets or something else.) When you think about it, what comes into your mind?

Now, think about what that action will do for you. Will you feel better afterwards? Will you have a sense of achievement for having done it? Will it take you one step closer to your goal? And how does it help you reach your next mini and long-term goal? Everytime you are faced with pain, use this exercise to find the motivation.

5 Make a Plan

What motivates people has changed over the years. From early man, right through to the mid-19th century, people were motivated by family and survival. No one enjoyed work or expected to enjoy work — you did what your parents did and were thankful to survive into your thirties. Then, as the industrial revolution reached its height and social structures changed, motivation was about ‘carrot or stick.’ We started to recognise the value of praise and to employ various means of enforcement to get the behaviours we wanted. Now, in the 21st century, with an ever more sophisticated society, what motivates us is also becoming more sophisticated. To feel motivated, we are all seeking **autonomy, mastery and purpose**.

'In the Pink'

I'd like you to watch a video - it's about 10 minutes and it is a fascinating presentation by Dan Pink on the topic of motivation. It is primarily business focused, however everything in it is still relevant to health and fitness. You can find the video here: <https://goo.gl/g56wKo> (Drive: The surprising truth about what motivates us).

In simple terms:

- ✓ *Autonomy - The freedom to choose - What do you CHOOSE to do?*
- ✓ *Mastery - Task, Time, Technique & Team - Are you looking at these to take you in the right direction?*
- ✓ *Purpose - We are teleological beings - So what are you doing this for (burning desire)?*

I'll come to purpose in the a moment, but make some notes here about what you choose to do to reach your health and fitness goals.

I choose...

and the things that will take me in the right direction are...

5

生き甲斐 (Ikigai)

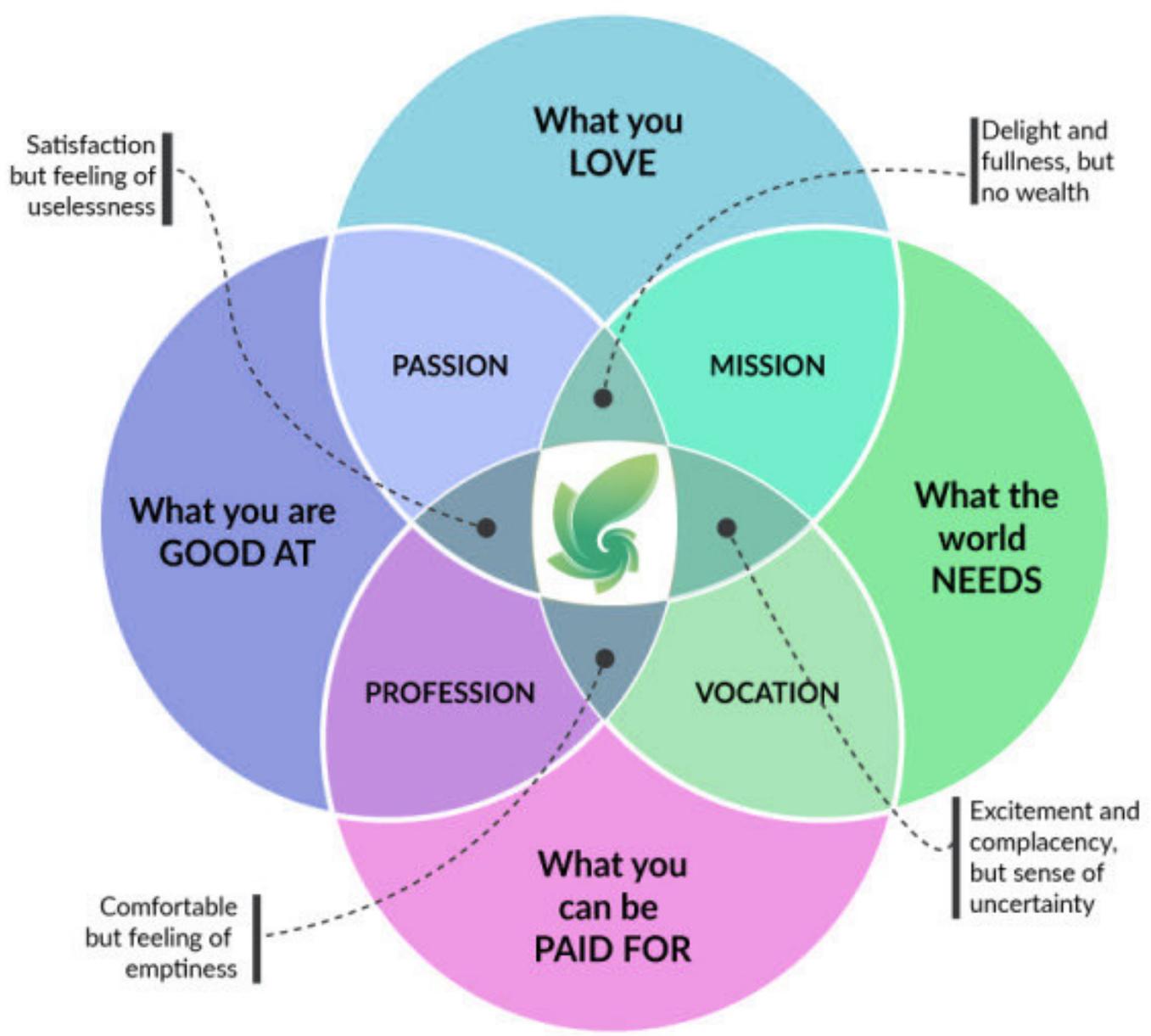
This isn't the first time I've used the Japanese term in these lessons. Ikigai (eek-ee-guy) is your reason for being, your purpose, your burning desire. It is the reason you get out of bed in the morning. When you know your ikigai (according to the Japanese philosophy, everyone has one) you will have satisfaction and meaning in your life. It is your motivation for everything.

Listen to Pete Cohen's podcast on **purpose**

(Podcast 16 in the Mi365 podcast library on iTunes.) Make some notes below.

Finding your ikigai

You may already know what your ikigai is but if you don't, please don't panic. Most people when faced with the question "What are you here for?" feel really unsettled if they don't know the answer - and the majority of us have no idea of our true purpose. Even the Japanese say that understanding your ikigai takes time and reflection. The diagram below shows how the ikigai (centre point) is arrived at. In simple terms your Ikigai is something that you love, that you're good at, other people need and that you can earn a living from. Keep working at this - it should lead you to your ikigai.



Score

This is a useful tool which may help you. At the start of the day, set 4-6 routine outcomes (the small actions you want to take which are in the direction of your goal.) When you complete one of them, give yourself a point. Each time you skip one of them, you lose a point. Here is an example:

Go to the gym ✓

Walk to the supermarket instead of taking the car ✗ *It rained and didn't want to get wet*

Ate 5 portions of fruit/veg ✓ *Making a smoothie in the morning with spinach and fruit helps*

Drunk 2L of water ✓ *Helps having a 2L bottle to keep track*

Total = 2

There is no 'right' score for this. The aim is to beat your score from the day, week, month before. If you find you are getting top marks consistently, then you should increase the challenge of your outcomes. If on the other hand you struggle to score highly, analyse why. Perhaps you need to start with an easier challenge?

Draft some ideas for the daily challenges you could set yourself that will help you towards your health and fitness goal.

6 Set Your Foundation

This is a crucial step in building motivation because being motivated is generally short-term. We get excited about something, feel highly motivated, work hard at it for a few weeks and then the motivation begins to slip away. We are driven by our burning desire and by the need to make changes (the towards and away forms of motivation) but it is the enjoyment that will ultimately keep us going.

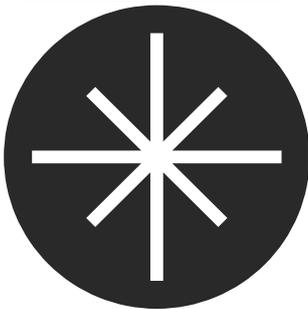
People often say that motivation doesn't last. Well, neither does bathing - that's why we recommend it daily.

In setting a foundation, the most important thing is to 'keep showing up' — by which I mean, revisit the exercises in this lesson frequently. In particular, keep a check on your motivation (see Day 1) and how it is changing as time goes on. Motivation is closely linked to Willpower (if you don't have motivation, willpower is what will keep you going even when you don't feel like it), so you may like to do the Willpower lesson as well which provides you more tools you can use to keep you moving forwards.

Spark, Sustain, Amplify

When it comes to building motivation, there are three steps to consider:

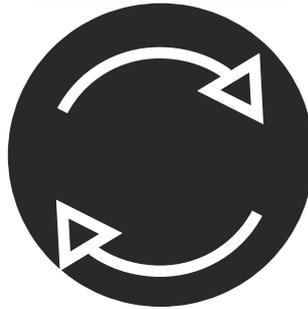
STEP 1



SPARK

What are you motivated to do and what do you WANT to be motivated to do? This lesson is all about you finding that spark. It is all about helping you think about the outcome and the fun of becoming healthy and fit, instead of focussing on the pain of doing it.

STEP 2



SUSTAIN

Reminding yourself of why you are doing this - the three types of motivation (towards, away, enjoyment). Establishing routines is essential to sustain your motivation. These should include building your gym sessions into your routine (rather than just hoping you'll find time), keeping a journal to note your progress, and repeating some of the tools in this lesson on a regular basis.

STEP 3



AMPLIFY

Motivation builds through the support of others — your personal trainer, for example, is there to help amplify your motivation. It is all about having the right environment, setting your attitude to be one of forward momentum, celebrating your victories (big and small) and, most importantly, speaking up when it gets tough so you can get help.

Make notes on what you are doing and what you can do to spark, sustain and amplify your motivation:

SPARK

SUSTAIN

AMPLIFY

7 Find Support

I mentioned yesterday about the three steps to motivation: spark, sustain and amplify. The last six days of this lesson have focussed on the ways for you to get that spark and to sustain it. Finding support is all about helping you to amplify that motivation. A personal trainer can be a key factor in amplification so work with them regularly to help you enjoy what you are doing and don't get too comfortable in your exercise routines — boredom is the nemesis of motivation!

Accountability is the glue that ties commitment to the result



Accountability partner

One tool I recommend for helping your motivation is an Accountability Partner. Have you ever agreed to go to the gym with a friend? Then, as the time came, even though you didn't really feel like it, you still went because they would be waiting for you and expecting you. That's the role an accountability partner plays. They can be one of three types:

- 1 Real - an actual friend who you agree to meet at the gym or to get healthier together.
- 2 Professional - the obvious example here is a personal trainer. Book sessions with your PT at the time you are most likely to want to skip exercise. Or work with them to set goals for the week you'll be expected to report back on.
- 3 Virtual - if neither of the above is right for you, there are plenty of closed Facebook groups (I have one called 'The weight loss tips that really work') where you can post a message saying you are looking for an accountability partner. Explain the area you want to focus on and someone will step up and help keep you on track.

Reading list

To learn more about motivation, I would recommend the following books:



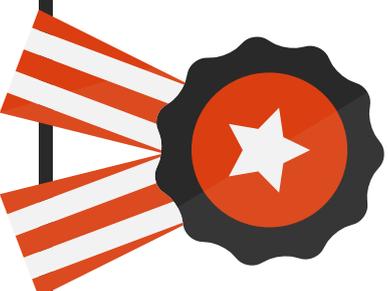
- **Jonathan Livingstone Seagull** - Richard Bach
- **Awaken The Giant Within** - Tony Robbins

Well Done

YOU HAVE COMPLETED

Lesson 5: Motivation

Congratulations, you've completed the lesson. Well done for being motivated or at least having the willpower to work your way through this. Motivation is a fleeting thing, so keep revisiting this lesson as often as you need to refresh yourself on the tools and to remind yourself of why you are taking action to become slimmer, fitter and healthier.



Mark de Amoriba Smith

SIGNATURE

Thank You

Thank you once again for purchasing this eBook.

I hope you have found it useful and that it allows you to move towards your goals.

My aim with this book was to cut out the fluff and give you the valuable info in a step-by-step guide.

If you have any questions, feedback or are interested in becoming one of my personal training clients, don't hesitate to contact me:



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