



THE SIGNIFICANT EDGE

ACTION GUIDE TO WINNING IN BUSINESS AND LIFE

NAME: _____

DATE: _____

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Introduction

Move from living a life of success to living a life of significance...

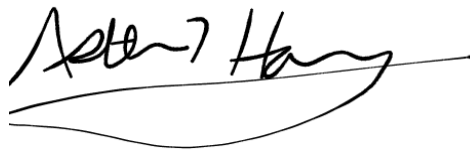
Six (6) years ago I found myself at 24 years old living at home with my parents, single, with \$59K of commercial debt (bad debt) and a failed business under my belt. I worked hard every day (hustling) and found myself more and more depressed because I saw others succeeding and I wasn't. I was so focused on the money, the cars, the lifestyle that I didn't see what was truly going to bring me closer to all those things. I decided to do extensive research into some of the world top successful individuals such as Oprah Winfrey, Tony Robins, Warren Buffet and Richard Branson and many others. Taking a step back I realized that these individuals were not "Successful" they were living in their legacy they were living a life of Significance.

Learning this simple concept, I was able in a span of 6 years marry the woman of my dreams, become 100% debt free by 26, started two companies by 28, generated over \$600K in new business sales, landed \$1.5MM contracts and traveled to over 5 different countries in the past 4 years alone. All because I refocused my mind to adding value to others and becoming significant over becoming successful. Its easy to say "Add value to others" it's a completely different story putting it into motion. That is the purpose of this workbook. I want to take you through the EXACT process to change your focused from making a dollar, to making a difference.

To this day I still utilize EVERYTHING I implemented and teach in this action guide to attract to me EVERYTHING I need to achieve my goals and dreams. I'm so excited to share with you my Significant Edge Program. I've shared this program with hundreds of other entrepreneurs, sales professionals, and leaders to help them increase their Income, Impact, and Influence! I look forward to hearing of your success, impact, and legacy you will create by finding your significant edge in life and business.

Until we meet again Be Kind, Be Bold, Be Significant!

Warmest Regards,



What is the Significant E.D.G.E program?

E: Exploration: This is probably the hardest part for anyone to truly embrace because it exposes you to who you truly are vs. who you think you are. Exploring who you are and what your environment looks like is the first step in achieving your ideal 7-Figure Lifestyle.

D: Design Your Life: After you have taken a in-depth inventory of your personal and professional life. Let's start to figure out where you want to go! Designing your life will help you set proper goals that align with your values and give you clarity about what you want to achieve that will bring you true fulfillment and success.

G: Develop a Giving Mindset/ Attitude: This portion of the workbook will help you develop the proper mindset to set you up for true success, unlimited fulfillment, and unending happiness in your life.

E: Execute: The gap between the "haves" and "have nots" of knowledge has been replaced with ACTION. Taking intentional action every day towards your goals will ultimately bring you success, and true SIGNIFICANCE, LEGACY, AND YOUR 7-FIGURE LIFESTYLE.

Examine Your Life

The truth will set you free, but it will punch you in the face first.

For this assessment I want you to be brutally honest with yourself. There are no wrong or right answers. The more honest you are with this assessment the bigger the edge you will have in life! Don't cheat yourself, be honest and truthful. Even when the truthful response is a little embarrassing or painful, remember that no one else need ever see it, and that you never succeed by deceiving yourself.

Rate the following on a scale of 1 to 5, 1 being LEAST True and 5 being MOST True

Family	
I spend at least 2 hours of intentional time with my family each day (14 hours/ week).	1 2 3 4 5
I know all my immediate family members love languages and try to meet them at least 4x a day	1 2 3 4 5
My dreams incorporate the wellbeing of my family, and not just myself	1 2 3 4 5
I am actively engaged in learning how to be a better spouse, parent, son and or daughter.	1 2 3 4 5
I eat dinner with my family regularly without technology present	1 2 3 4 5
I am typically the one that family comes to when they are struggling with an issue	1 2 3 4 5
When I make a decision, I make decisions together as a family	1 2 3 4 5
I am 100% honest with those in my family	1 2 3 4 5
I can trust my family and they can trust me	1 2 3 4 5
I bring a positive attitude and sense of peace to my family	1 2 3 4 5
TOTAL:	

Relationships	
I get together with my friends at least once a week.	1 2 3 4 5
I have at least 3 people who know me intimately	1 2 3 4 5
I have completely forgiven every person who hurt me in my past	1 2 3 4 5
I am actively engaged in learning how to be a better person for my friends.	1 2 3 4 5
I acutely look for ways to support and help advance the success of my family and friends.	1 2 3 4 5
I take full responsibility for all relationship conflicts when they arise.	1 2 3 4 5
I easily trust those I work with, and they trust me.	1 2 3 4 5
I am 100% honest with those I live and work with.	1 2 3 4 5
I inspire and embolden my friends to become better versions of themselves	1 2 3 4 5
I value and understand my friends personal viewpoints and personal boundaries	1 2 3 4 5
TOTAL:	

Physical	
I do strength training at least 3x a week	1 2 3 4 5
I do cardiovascular exercise at least 3x a week	1 2 3 4 5
I stretch or do yoga type exercises at least 3x a week	1 2 3 4 5
During a typical day I stand at least 50% of the day	1 2 3 4 5
I eat breakfast (more than just coffee) every day	1 2 3 4 5
I don't eat fast food ever	1 2 3 4 5
I spend time outside in nature at least 30 min a day, every day	1 2 3 4 5
I have undisturbed sleep for at least 8 hours a night	1 2 3 4 5
I don't drink more than 1 caffeinated drink per day	1 2 3 4 5
I drink at least 8 glasses of water a day	1 2 3 4 5
TOTAL:	

Business/ Work	
I plan my day out the day before with at least 2 revenue generating activities	1 2 3 4 5
My goals are written down and regularly reviewed daily	1 2 3 4 5
I love what I do and I enjoy every day getting up to do my job	1 2 3 4 5
I am continually filled with feelings of accomplishment and satisfaction from my work	1 2 3 4 5
A am consistently improving my professional skills strengths and weaknesses	1 2 3 4 5
I would continue to do my job even if they stopped paying me	1 2 3 4 5
I make it home to my family on time every day	1 2 3 4 5
I feel that I am compensated completely according to my worth	1 2 3 4 5
My current business/job has the realistic potential of accomplishing all my financial goals for the next 10 year	1 2 3 4 5
My current business/ job gives me the feeling of significance as it makes a positive difference in the lives of others	1 2 3 4 5
TOTAL:	

Financial	
I have a completely detailed budget and I stick to it	1 2 3 4 5
I have assets that generate 100% passive income	1 2 3 4 5
I save at least 10% of my income every month	1 2 3 4 5
I am debt-free of all commercial debts	1 2 3 4 5
I have a dedicated 6 month savings account completely funded and set aside	1 2 3 4 5
I give back or tithe 10% of my income to those in need	1 2 3 4 5
I have an updated and complete last will and testament along with estate planning	1 2 3 4 5
I have the needed insurance and financial plan in place to support my family for at least 5 years should something happen to me	1 2 3 4 5
I have a detailed freedom plan that will accommodate exactly what I need to live as I desire and for the rest of my life.	1 2 3 4 5
I live below my means and never spend money impulsively	1 2 3 4 5
TOTAL:	

Spiritual	
I consider myself a spiritual person	1 2 3 4 5
I take at least 20 min. each day to meditate and reflect on my life	1 2 3 4 5
Others who experience me would consider me a spiritual person	1 2 3 4 5
I have a personal relationship with my spiritual source	1 2 3 4 5
I study my spiritual beliefs daily	1 2 3 4 5
I practice my spiritual beliefs daily	1 2 3 4 5
I teach my spiritual beliefs weekly	1 2 3 4 5
I live completely in accordance to my spiritual beliefs	1 2 3 4 5
I use my spirituality to help resolve my problems	1 2 3 4 5
I consistently use my spirituality to help others	1 2 3 4 5
TOTAL:	

Mental	
I read something instructional or inspirational at least 30 min. each day	1 2 3 4 5
I listen to something instructional or inspirational for at least 30 min. each day podcast or recordings	1 2 3 4 5
I stay completely current with my industry news	1 2 3 4 5
I seek instructional information on my field every day	1 2 3 4 5
I have a mentor in my industry whom I trust	1 2 3 4 5
All my friends are positive influences in my life	1 2 3 4 5

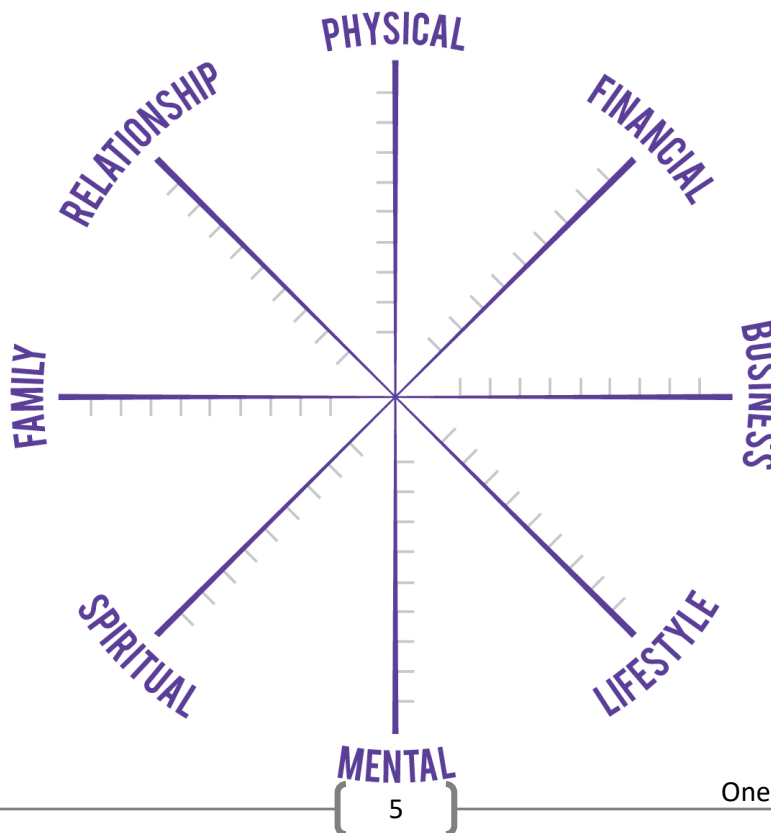
I never engage in gossip	1 2 3 4 5
I review my major goals every day	1 2 3 4 5
I review what I am grateful for every day	1 2 3 4 5
I always say no to request or obligations that don't fit into my core values or objectives.	1 2 3 4 5
TOTAL:	

Lifestyle	
I have hobbies outside of work that I enjoy and take part in at least 3x a week	1 2 3 4 5
I attend cultural events (eg. Opera, museums, theaters) at least 2x a month	1 2 3 4 5
I vacation at least once a year with no work communications	1 2 3 4 5
I spend as much time as I want with family	1 2 3 4 5
I spend as much time as I want with friends	1 2 3 4 5
I am consistently trying something new and engaging in diverse experiences	1 2 3 4 5
I feel like there is enough time in the day to do what I both need and want to do	1 2 3 4 5
I live life to the fullest every day	1 2 3 4 5
I take time to daydream every day	1 2 3 4 5
I am 100% completely present in every moment of the day	1 2 3 4 5
TOTAL:	

The Significant Edge Wheel Of Life

To determine your current balance sheet of your life, take your scores from the previous pages and plot them on the wheel below. Start from the center and use the key below to mark your current status. Then connect all the dots and you will see how balanced your life is or isn't. If it has serious deviations, flat spots, or the wheel does not look to big you now know why your life doesn't "roll" along as smoothly or isn't moving forward as fast as you would wish.

Key: Score of 5= 1 notch. Score of 6-10= 2 notches. Score of 11-15= 3 notches. Score of 16-20= 4 notches. Score 21-25= 5 notches. Score 26-30= 6 notches. Score 31-35= 7 notches. Score 36-40= 8 notches. Score 41-45=9 notches. Score of 46-50= 10 notches. *Use the same score for Family & Relationships line*



Examine Your Core Values

What are you non-negotiables?

Your core values are the filter in which help guide your decisions in life from the clothes you wear, to the people you decide to interact with. This worksheet is designed to help focus your attention and establish your Core Value System and help you truly understand what is most important to you! Answer the following questions honestly and thoughtfully, and by the end you will be able to choose 6 core values for your life!

Circle 10 Values that you think describe you from the list below

Accountability	Cheerfulness	Discipline	Generosity	Love	Prudence	Stability
Accuracy	Clarity	Discovery	Gentility	Loyalty	Punctuality	Status
Achievement	Cleanliness	Discretion	Giving	Make a difference	Purity	Stillness
Acknowledgement	Clear-mindedness	Diversity	Grace	Marriage	Rationality	Strength
Activeness	Cleverness	Dominance	Gratitude	Mastery	Realism	Structure
Adaptability	Closeness	Dreaming	Gregariousness	Maturity	Reason	Success
Adoration	Comfort	Drive	Growth	Meaning	Reasonableness	Support
Adroitness	Commitment	Duty	Guidance	Meekness	Recognition	Supremacy
Advancement	Community	Dynamism	Happiness	Mellowness	Recreation	Surprise
Adventure	Compassion	Eagerness	Harmony	Meticulousness	Refinement	Sympathy
Affection	Competence	Economy	Health	Mindfulness	Reflection	Synergy
Affluence	Competition	Education	Heart	Modesty	Relaxation	Teaching
Aggressiveness	Completion	Effectiveness	Helpfulness	Motivation	Reliability	Teamwork
Agility	Composure	Efficiency	Heroism	Mysteriousness	Relief	Temperance
Alertness	Concentration	Elegance	Holiness	Nature	Religiousness	Thankfulness
Altruism	Confidence	Empathy	Honesty	Neatness	Reputation	Thoroughness
Amazement	Conformity	Encouragement	Honor	Nerve	Resilience	Thoughtfulness
Ambition	Congruency	Endurance	Hopefulness	Non-conformity	Resolution	Thrift
Amusement	Connection	Energy	Hospitality	Obedience	Resolve	Tidiness
Anticipation	Consciousness	Enjoyment	Humility	Open-mindedness	Resourcefulness	Timeliness
Appreciation	Conservation	Entertainment	Humor	Openness	Respect	Traditionalism
Approachability	Consistency	Enthusiasm	Imagination	Optimism	Responsibility	Tranquility
Approval	Contentment	Environmentalism	Impact	Order	Restraint	Transcendence
Art	Continuity	Ethics	Impartiality	Organization	Reverence	Trust
Articulatory	Contribution	Excellence	Independence	Originality	Richness	Trustworthiness
Artistry	Control	Excitement	Individuality	Outdoors	Sacredness	Truth
Assertiveness	Conviction	Exhilaration	Industry	Outlandishness	Sacrifice	Understanding
Assurance	Conviviality	Expectancy	Influence	Outrageousness	Sanguinity	Unflappability
Attentiveness	Coolness	Expediency	Ingenuity	Partnership	Science	Uniqueness
Attractiveness	Cooperation	Experience	Inquisitiveness	Patience	Security	Unity
Audacity	Cordiality	Expertise	Insightfulness	Passion	Self-control	Usefulness
Availability	Correctness	Exploration	Inspiration	Peace	Selflessness	Utility
Awareness	Courage	Expressiveness	Integrity	Perceptiveness	Self-reliance	Valor
Balance	Courtesy	Extravagance	Intellect	Perfection	Self-respect	Variety
Beauty	Craftiness	Extroversion	Intensity	Perseverance	Sensitivity	Victory
Being the best	Creativity	Fairness	Intimacy	Persistence	Sensuality	Vigor
Belonging	Credibility	Faith	Introspection	Persuasiveness	Serenity	Virtue
Benevolence	Cunning	Fame	Introversion	Philanthropy	Service	Vision
Bliss	Curiosity	Family	Intuition	Playfulness	Sexiness	Vitality
Boldness	Daring	Fashion	Intuitiveness	Pleasantness	Sexuality	Vivacity
Bravery	Decisiveness	Fearlessness	Inventiveness	Pleasure	Sharing	Volunteering
Brilliance	Decorum	Ferocity	Investing	Poise	Significance	Warm-heartedness
Buoyancy	Deference	Fierceness	Involvement	Polish	Silence	Warmth
Calmness	Delight	Financial Ind.	Joy	Popularity	Silliness	Watchfulness
Camaraderie	Dependability	Firmness	Justice	Potency	Simplicity	Wealth
Candor	Depth	Fitness	Kindness	Power	Sincerity	Willfulness
Capability	Desire	Flexibility	Knowledge	Practicality	Skillfulness	Willfulness
Care	Determination	Focus	Leadership	Pragmatism	Solidarity	Winning
Carefulness	Devotion	Fortitude	Learning	Precision	Solitude	Wisdom
Celebrity	Devoutness	Freedom	Liberation	Preparedness	Sophistication	Wittiness
Certainty	Dexterity	Friendliness	Liberty	Presence	Soundness	Wonder
Challenge	Dignity	Friendship	Lightness	Pride	Spirit	Worthiness
Change	Diligence	Frugality	Liveliness	Privacy	Spirituality	Youthfulness
Charity	Direction	Fun	Logic	Professionalism	Spontaneity	Zeal
Chastity	Directness	Gallantry	Longevity	Prosperity	Spunk	

Questions:

If you could have more of any quality instantly, what would it be?

What are three things you absolutely hate? (Cruelty to Animals, Debt, Deforestation, ect.)

If you could describe yourself in the best way possible in three words, what would you say?

What three people do you admire, Why? What are their values?

What personality trait(s) do people compliment on you the most?

What are the three most important values you want to pass onto your children? Why?

What values to you see valid and useful 100 years from now?

What are the top 12 qualities of the ideal man or woman?

Evaluate Your Answers:

Now look at your answers above! Do you notice any re-occurring themes? Taking what you've observed in others, what others have observed about you, what you want for others, and things you would fight for or against, now compare your original top 10 that you circled and compare them to your answers above. Where you find any similarities write them down below!

If you have more than 6 listed above, let's reduce it down to the half-dozen most important to you. Put a star by the values you're sure about. Then take the ones you feel are important but aren't sure if they're top-six material and put them in pairs. Think about two of those values side by side, and ask yourself which of the two is more important, eliminating the other. Keep pitting the survivors against each other until you're down to six. If some of the values you listed are just two words describing the same idea, combine them.

TOP 6 VALUES

<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

Now prioritize your core values in order of importance, with the most important First. All are important, of course, but which are the most important? If you had to choose between two values, which would you fight for, or even die defending? Now which are your top three?

TOP 3 VALUES

Examine Your Association

Evaluating your current Relationships

This portion of the program is designed to focus more on who you are spending the majority of your TIME with outside of your immediate household (spouse and kids). And your strict work interactions (those in your office, unless you spend time with them outside of the office). Evaluate their level of success in each area of life below Rate each area of life from 1-10

Name	Physical	Financial	Business/ Profession	Mental/ Attitude	Spiritual/ Loving	Family	Relationship	Lifestyle	Average
1.									
2.									
3.									
4.									
5.									
Average:									

Now, this is what I can the “Relationship Audit”. I want you to organize your association into the following three categories: Disassociation, Limited Associations, and Expanded Associations.

Disassociation

Maybe you need to separate yourself from someone in the chart above, or anyone else who is involved in your life to any degree, who is pulling you down? Who constantly has a negative attitude? Who do you think is a negative influence on you- Mentally, Physically, Emotionally, or elsewhere. Remember these are the people that have a negative effect on what you talk about, what you eat, do, watch, and listen ect.

Name:
1.
2.
3.

Limited Association

Who do you spend/ invest a significant amount of TIME with that you might need to pull back from a bit? They are a good person, but they are not necessarily going where you want to go. They don't have the same ambition, drive and goals and you do in life. Too much time with them might keep you stagnant, or worse slowly drag you down a bit!

Name:
1.
2.
3.

Expanded Association

Based on our current goals and the person you want to become (this could change later), who do you need to be around more often? Who in your expanded sphere of influence can you find a way to spend/ invest more TIME with?

Name:
1.
2.
3.

Mentorship

In addition to our program we highly suggest finding mentors in other areas of life as well. Spiritually, Physically, and Professionally (within your line of work). Good mentorship will accelerate your growth rate! You can also find mentors in books, CD programs, seminars, and most certainly at One Minute Mentors! We encourage our clients to network beyond just our program and community.

Name:
1.
2.
3.

Design Your Life - Goal Setting

Guidelines:

“A journey of a thousand miles begins with... a plan”. Always remember that it’s the seemingly inconsequential and subtle adjustments that lead to long lasting change that turn dreams into results.

1. Don’t just think it. INK IT!

- Remember the weakest ink is stronger than the strongest mind. Unless you write down your goals, they are often lost in the shuffle and excitement of life’s problems. So eliminate outside interruptions and write your goals down.

2. Suspend Reality.

- Pretend like this process is only a game: play in a fantasy for a while as you write down your goals. If you had every skill, every resource, or ability in the world at your disposal to accomplish anything you every wanted:
 - i. what would you do?
 - ii. What would you set out to accomplish?
(NOTHING IS IMPOSSIBLE IN THIS MOMENT)

*Remember, don’t shoot yourself in the foot before you begin the race. Don’t prejudge your worthiness or ability, let your thoughts to paper just flow. You are not committing yourself to anything this is just a dreaming/ brainstorming. Literally have fun with this, if a genie were to pop up and grant you any 10 wishes in these areas of life. What would they be... roll with it!

3. Think BIG!

- This is your moment to give yourself permission to dream big, risk big. What would you do if you knew that success was guaranteed? If you could write your life story, and could be anything, and achieve anything. What role would you write for yourself? What have you always wanted to do, have, be, experience, but have been to afraid?

If you expect little, you will receive little

Suggested Quotes to Live by

“the greater danger for most of us is not that our aim is to high and we miss, but that our aim is to low, and we hit”- Michelangelo

“A ship in a harbor is safe, but that is not what its built for”- John A. Shedd

“Don’t set your goals too low. If you don’t need much, you won’t BECOME much”- Jim Rohn

4. State in the Positive

- Decide what you want to move towards, not away from.

Examples:

I am my ideal weight of X lbs. by X date. versus I want to lose X lbs.

Or

I have a positive net worth of X by date X. versus I want to get out of debt

5. State in the “I am” or “I have”

- State your goals in the present first person. **I am X**, versus I want X. the later only enforces the wanting instead of the having.
- If you write goals like “I want to be a millionaire” your creative energy will only produce more of exactly that outcome... the WANTING of being a millionaire. If you say “I am a millionaire December, 2020”, your creative power will go to work on producing what you have declared to be true.

6. Be Sure They Are YOUR Goals

- Make sure you write goals you truly want; not goals you think you should have because of others.

Life by Design- Goal Setting System

We are now going to list goals in each 8 areas of life. Again, you are not held accountable for what you write down below. We will filter later. Write everything that comes to mind. Don't just think through this, check your gut and listen to your heart. Whatever comes up, WRITE IT DOWN!

B- Business	
My Examples: revenue growth, profit, position in market, major projects, brand reputation, customer satisfaction, performance, team development, new skills, find a mentor, mentor someone.	
1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

\$- Financial	
My Examples:: income, savings, total net worth, start savings plan, begin investing, become debt free, eliminate credit cards, buy a home, retirement account, save for college account, charitable giving, complete estate/ trust setup.	
1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

P- Physical	
My Examples: ideal weight, run a marathon, become flexible, increase stamina, reduce cholesterol, improve BMI, start meditating, work with nutritionist, do makeover, schedule annual doctors exam, reduce sugar, caffeine, fatty foods, go to bed earlier, elevate energy.	
1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

M- Mental	
My Examples: read 30 min. a day, listen to instructional audio for 30 min. a day, take new college courses, go to seminars, hire a coach, join a support organization or mastermind, build new skills, incorporate more free time into my schedule, advance knowledge in special subjects.	
1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

F- Family

My Examples: spend more time with family , be home for dinner every night, being nightly reading rituals with children, date night with spouse, review/ discussion with spouse every Sunday night, visit parents twice a year, forgive relatives, plan special outings, attract Mr. or Mrs. Right, spend one-on-one time with children.

1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

S- Spiritual

My Examples: practice your religion more faithfully, volunteer at church, join a spiritual group, read books on spirituality, live as example of my religious beliefs, teach others, study deeper.

1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

L- Lifestyle

My Examples: travel, adventures, luxuries, languages, hobbies, instruments you want to learn, where you want to live, how you want to live, how you want your home, time freedoms, who you want to meet.

1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

R- Relationships

My Examples: time with friends, cultivate relationships with like minded achievers, send birthday cards to all friends, spend time together with at least one friend, new relationships you would like to build, organizations to expand your relationships, relationships to limit or eliminate.

1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

TOP TEN

From all the goals you wrote above, narrow them down to your top 10 overall goals. Define the categories (\$, P, R, F, S, M, L, B) in the box next to each goal and set a deadline to each goal.

TOP 10 GOALS		
Cat.	Goals	Deadline

SCRUBBING- S.M.A.R.T and BALANCED

Now that we have gotten the hard part out of the way, we need to make sure that what we decided on passes due diligence. First, are the goals listed above completely S.M.A.R.T. Lets check and adjust accordingly.

S- Specific. Specific means well defined, something that would be clear to someone else.

Ex. Cut up my credit cards and pay off \$25,000 bills and pay off \$33,000 student loans, vs. pay off debt

Adjust the above goal so that they are specific.

M- Measurable. This is where we quantify our objectives so that we can measure our achievements against them. When you measure your progress, you stay on track, reach your target dates, and experience the exhilaration of achievements that spurs you to continue your efforts to reach your goals. To determine if your goal is measurable as yourself these questions 1) How much? 2) How many? 3) How will I know when its accomplished?

Ex. Reach 180lbs, BMI of 20, Cholesterol of less than 200 mg/dL, able to run 5 miles regularly, vs. I want to get fit

Adjust the above goals so that they are measurable.

A- Attainable. This is where you pull your head out of the clouds, and put your feet back on the ground. The ground may be significantly elevated, but solid non the less. You cannot have the world peace tomorrow, solve world hunger in a month, or become a multimillionaire in a year if that is 20X your current net worth. Your goals need to stretch you, push you to go further, and faster than you every thought possible. At the same time you do not want them to debilitate you because you know if you heart of hearts its only a fantasy and not really possible. Even if you operated at your highest and best for the duration. Do not rely on any external stroke of “luck” having to happen to obtain your goal. What could you do and control the outcome to if you played at world class level?

Adjust the above goals so that they are attainable.

R- Relevant. This is one of the most important criteria to scrub your goals with. Are the goals you set above in alignment with the core values you outlined in the previous worksheets? Do they align with your mission and support vision you have for your life? You want to be sure the direction in which you focus your creative capacity is in the direction of what is truly most important to you, your life and the legacy you intend to leave. If not reconsider.

Adjust the above goals so that they are attainable.

T- Time Sensitive. You think, act and react with urgency and appropriate energy defined by the task. Just as your muscles prepare in one way when you stoop over and pick up the morning paper, versus when they prepare in a completely different way when you're about to lift 100 lbs. barbell. So, your mind prepares your body and your attitudes for responding appropriately to the deadlines you set for yourself.

Deadlines create challenges, and you respond to the challenges. In sports, the tension mounts as time runs out. The most exciting plays are often in the last few minutes, especially if it is a close game, because people respond in dramatic fashion to the challenge of deadlines.

Adjust the above goals so that they are time sensitive.

BALANCE

Now look back at your 10 goals listed above and be sure that that they represent each area of your LIFE WHEEL. The grand goal in life is whole-life success, by your definition, in every area of your life. Don't end up being that person in the gym with huge massive arms, but skinny legs. Or the person in the mansion with a garage full of cars, but no joy or anyone to share it with.

Adjust the above goals so that they are BALANCED

HABIT ASSESSMENT

There is no such thing as becoming “lucky”. Creating your Significant Edge Lifestyle come from becoming the person you need to be to attract the people or the results that you want in your life. Use the example below to the magic factor for achieving your goals. Example Below

GOAL: Earn an extra \$100,000 in income by 2020	
General description of WHO I NEED TO BECOME:	
<ul style="list-style-type: none"> - I am a disciplined master of my time - I focus solely on high-payoff and high-productivity actions - I wake up an hour earlier and review my priority objective each morning - I fuel my body properly, and exercise four days a week - I surround myself with peers and mentors who elevate my expectations, and push me to greater levels of achievement - I am a smart confident, and effective leader - I seek and cultivate the strength and greatness in everyone around me - I deliver excellence to my clients and continuously find ways to WOW them, encouraging repeat transactions and abundant referrals 	
New Habits, Disciplines, or Behaviors I need to START:	
<ul style="list-style-type: none"> - Get up at 5am, feed my mind with positive material (30 min. of reading, 30 min. of audio of something inspirational, motivational, or educational every day) - 30 min. of quiet time, thinking time - 30 min. of planning time, eating a healthy fiber and protein rich breakfast - Exercise for at least 30 min. 3 times a week - Call on 10 NEW major clients a week, checking in, servicing, and further developing 10 existing clients, per week, planning each day the night before, remembering birthdays, and anniversaries of employees and clients. 	
Existing Healthy Habits, Disciplines, or Behaviors I need to EXPAND:	
<ul style="list-style-type: none"> - Recognizing my team mates when they achieve - Delegate administrative task - Going into the office early - Being prompt - Following up with clients - Professional dress in all public settings 	
Poor Habits I need to STOP:	
<ul style="list-style-type: none"> - Watching two hours of T.V. at night and listening to news in the car - Attending unproductive meetings and saying yes to projects in conflict with my highest priorities - Gossiping with colleges, complaining about the economy, the market, team members, or clients - Taking personal calls or spending time on Facebook or other personal social media sites during the day - Eating after 7:30pm, more than one glass of wine at night, extended lunched without clients. 	
Top three modifications and how I will implement it into my daily routine:	
Habit, Behavior, or Discipline	Implementation Routine
Feed mind	Read 30 min first thing in the morning. Listen to audio on commute to and from the office
Call on 10 New clients per week	Tues. 2pm-5pm, Wed. 10am-12pm, Thurs. 1pm-4pm
Supportive Associations	Join and commit to bi-weekly mastermind forums

TOP 3 GOALS

GOAL NO. 1:	
General description of WHO I NEED TO BECOME:	
New Habits, Disciplines, or Behaviors I need to START:	
Existing Healthy Habits, Disciplines, or Behaviors I need to EXPAND:	
Poor Habits I need to STOP:	
Top three modifications and how I will implement it into my daily routine:	
Habit, Behavior, or Discipline	Implementation Routine

GOAL NO. 2:

General description of WHO I NEED TO BECOME:

--

New Habits, Disciplines, or Behaviors I need to START:

--

Existing Healthy Habits, Disciplines, or Behaviors I need to EXPAND:

--

Poor Habits I need to STOP:

--

Top three modifications and how I will implement it into my daily routine:

Habit, Behavior, or Discipline

Implementation Routine

Habit, Behavior, or Discipline	Implementation Routine

GOAL NO. 3:

General description of WHO I NEED TO BECOME:

--

New Habits, Disciplines, or Behaviors I need to START:

--

Existing Healthy Habits, Disciplines, or Behaviors I need to EXPAND:

--

Poor Habits I need to STOP:

--

Top three modifications and how I will implement it into my daily routine:

Habit, Behavior, or Discipline

Implementation Routine

Habit, Behavior, or Discipline	Implementation Routine

GRATITUDE ASSESSMENT

Three amazing people in my life are:

1. _____
2. _____
3. _____

Three great things about my physical body are:

1. _____
2. _____
3. _____

Three great things about my home or the place I live are:

1. _____
2. _____
3. _____

Three great things about where I work/ what I do for a living are:

1. _____
2. _____
3. _____

Three great gifts of unique talent and skill I have been given are:

1. _____
2. _____
3. _____

Three amazing experiences I have been given are:

1. _____
2. _____
3. _____

Three ways my life is wealthy, abundant, and prosperous are:

1. _____
2. _____
3. _____

Developing a Givers Mentality

Speak and Write Affirmations to Develop a Givers Attitude:

As redundant as affirmations seem on the front end, the reason why it never worked for you in the past, is because they only gave you half of the equation. Getting the whole equation right is the only way that you can truly influence your subconscious mind to bring you greater, and more focused results that's you want in the future. Below I want you to develop 10 "I" or "I AM" statements. Now to finish the equation I want to you ANCHORE that I am statement into something you did in your past that PROVES that I am statement correct and true.

Ex. I am confident (statement), because I have spoken in front of over 5000 people (anchor)

If you can incorporate your goals or add value to others such as "I am Kind" even better! Write your 10 "I" or "I AM" statements below.

I _____

I _____

I _____

I _____

I _____

I _____

I _____

I _____

I _____

I _____

These 10 "I" or "I AM" statements must be written down and repeated every day. **PUSH YOURSELF!** Start by trying to complete the process of writing down and verbally speaking these statement 30 times in a row for 30 days. If you're practicing these in front of the mirror, make sure you change "I Am" to "YOU ARE" because you're now speaking directly to your subconscious mind. **MAKE IT A HABIT!** If you miss a day! Start over! This will take some time, **NEVER FORGET** to celebrate the little wins. When you complete a day celebrate it, when you hit mini milestones celebrate. When you forget, learn from it, grow from it, and celebrate it.

Every Morning you should be journaling and asking yourself these questions to help you develop your Givers Mindset:

- 1. How can I add value to the people I work with today?**
- 2. How can I add value to my family? (wife/kids/immediate family)**
- 3. How can I become more productive at work or in my business?**
- 4. Who is ONE person in my sphere of influence that I can reach out to today that I can thank for being a positive influence in my life?**
- 5. Have I done anything recently worth remembering?**
- 6. How can I make someone smile TODAY?**
- 7. WHAT IS THE ONE THING I'D LIKE OTHERS TO REMEMEBER ABOUT ME AT THE END OF MY LIFE?**

Daily Journal Activity

I'm Thankful for: (after you write it down, speak it out loud)

- 1) _____
- 2) _____
- 3) _____

5 Things I NEED to get done today

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Power Statement: Find something that mean something to you, that you can hold onto and repeat to yourself every morning that will help you hold onto hope and build up your confidence.

My Personal Power Statement Examples:

“I’m going to have the best day of my life today, because I have complete control of my emotions. I choose to be happy today no matter what happens. I am defined by what I do today, not what happened to me in the past.”

“I deserve to laugh and enjoy the day today! I deserve to have the best day of my life, because I have the power to make it happen”

EXECUTE

People always ask me for my opinion of what they should do to get to the next level in their personal life or professional life. My answer is always the same TAKE ACTION. The issue is they normally never really know what the next step is. Well good thing we planned and designed your life in the earlier stages of this program. Here is where the rubber hits the road. The defining line between the people who will achieve significance in their lives and business vs. the ones that don't. This step is purely up to you. No matter how amazing this program or any program that you purchase is if you're not willing to take a risk, make the necessary changes, and implement the necessary habits you will never move forward, you will never become significant, you will always remain frustrated, and inevitably live a life of massive REGRET!

Have I scared you yet? GOOD! Seriously, though I don't want to scare you I want to urge you emphatically to take action today to move towards your goals and dreams. To help you get started I created a habit tracker sheet that you can use if you want that will help you track your progress over the coming years and months. It will be very difficult to keep these habits as life starts to get crazy, projects start to pile up, and commitments start to fill up your calendar. My hope is that you always make time for yourself every morning to make sure your daily priorities are set. Honestly, if the habit tacker that I provide does not help you FIND A SYSTEM THAT WORKS FOR YOU AND DO THAT EVERY SINGLE DAY.

WEEKLY HABIT TRACKER

1. Write down your habits in the left column.
2. Write your target goal attainment in in the far-right column.
3. Track your activity by placing an (X) on the days you accomplished your goal
4. Add up how many days you accomplished or did your task and put that number in the “Completed Actions” column.
5. Hang somewhere that you will have daily interaction (Planner, Refrigerator, Front Door, ect)

Habits/ Actions	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.	Sun.	Completed Actions	Goal

GOAL IS TO COMPLETE 4 OF THESE HABIT TRACKERS IN A ROW. HITTING ALL YOUR WEEKLY GOALS

BE KIND
BE BOLD
BE SIGNIFICANT