

MODULE 1

HOW SUCCESSFUL PEOPLE ACT



In This Lesson

The one ability all successful people have in common.

The 4 traits you need to develop this one ability.

How to easily learn these 4 traits.

Feedback.



“There are a million ways to make a million dollars.”



How Successful People Act

No matter how you choose to make a million dollars, there is one skill that you must have. Without it, none of the one million ways work.

This is a skill some people are born with and some, unfortunately, are not. But it is also a skill that anyone can learn and it's actually very easy to do if you know the right techniques.

This skill is the ability to...

Get stuff done.



The 4 Traits You Need To Get Stuff Done



The 4 Traits You Need To Get Stuff Done



Routine



Habits



Discipline



Focus



Routine

A consistent sequence of actions that are followed daily.

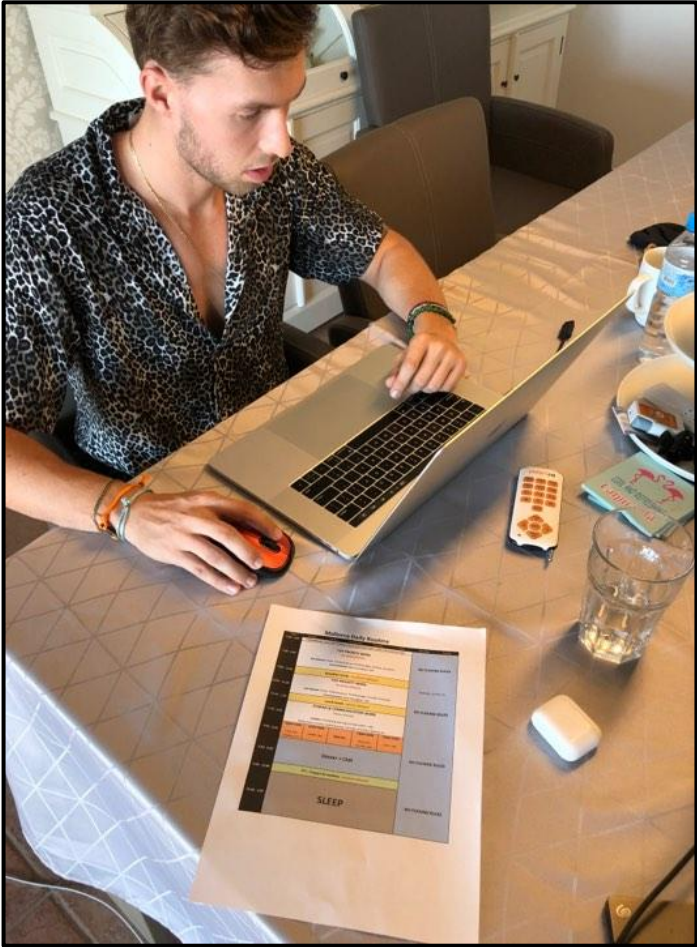


Routine

A routine enables you to squeeze out as many productive hours in a day as possible. Without one, you waste multiple hours every day making decisions about what to do next.



Time	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
5:00 - 5:30	5 AM wake-up: Chug 500ml of water, dive in pool, brush teeth, coffee, planning work tasks					NO RULES	
5:30 - 9:00	<p>TOP PRIORITY WORK No phone allowed</p> <p>Not Allowed: Emails, Facebook group, FB Messenger, Youtube comments Communication: Slack messaging + calls</p>						
9:00 - 10:00	Breakfast break - no phone allowed						
10:00 - 12:30	<p>TOP PRIORITY WORK No phone allowed</p> <p>Not Allowed: Emails, Facebook group, FB Messenger, Youtube comments Communication: Slack messaging + calls</p>						Groceries, Laundry, etc.
12:30 - 1:30	Lunch break - phone allowed						NO RULES
1:30 - 4:00	<p>FILMING & COMMUNICATION WORK Phone allowed</p> <p>Includes: Filming and planning YouTube videos + ads. Responding to emails, Facebook group, YouTube comments, Mehedy etc.</p>						
4:00 - 6:00	Upper body Chest, back, shoulders, arms	Lower body Deadlift + legs	Rest day	Upper body Back, chest, shoulders, arms	Lower body Squat + legs		
6:00 - 9:00	Dinner + Chill						NO RULES
9:00 - 10:00	PTT + Prepare for bedtime - no phone allowed						
10:00 - 5:00	SLEEP						NO RULES



How To Create Your Routine

Download the “AIA Daily Routine” template down below and fill it out following these steps:

Work backwards to create your perfect routine.

1. Input your off days. Minimum 1, maximum 2 days off per week.
 - 1 rule = No rules! Catch up on sleep if you need to, do chores etc.
2. Input your wake-up time. Start early!
 - Same time every single day, no exceptions. Consistency is key.
 - Have a morning routine that energizes you, sharpens your focus and gets you in good mood.
 - Take 15-60 minutes every morning.
3. Input your bedtime.
 - Subtract 7 or 8 hours to get your daily bedtime. Sleep is incredibly important. Get an Oura ring to track your sleep <https://ouraring.com/>



How To Create Your Routine

4. Input your fixed activities that can't be negotiated. Work, school, kids dance class, etc.
5. Input time dedicated to working towards your biggest goal.
 - For work, input anywhere between [as much time as you can] and 9 hours.
6. Input time for your secondary goals, exercise and other activities you need.
 - Gym, basketball, running, acting class, etc.
7. Input 2-3 breaks for meals. Break up work sessions to 4 hours or less.
 - 30 to 60 minutes.
8. Input 1-2 hours to wind down before bed
 - PTT (Plan tomorrow today) and bedtime routine.



How To Create Your Routine

A routine has to be strict on time. You need a start time and an end time for every task.

We like to do our top priority tasks first thing in the morning.

Any more than 9 hours per day of focused work is not sustainable in the long run.

People plan around YOUR schedule.

If you live a digital nomadic lifestyle, a routine is not easy to implement. Hence why traveling as a lifestyle is unproductive and recommended to do in phases.

Download and fill out the AIA Daily Routine template below!



Habits

A recurring and often unconscious pattern of behavior



Habits

Your identity is the collection of all your habits.



The Best Productivity Generating Habits



Lock Your Phone Away When Working

THERE ARE ABSOLUTELY NO EXCEPTIONS.

Implement just this and nothing else and your productivity will double.

The only reason you want your phone when you work is so you can procrastinate actually working.

Most of the time when people “work”, they are actually just sitting at a desk wasting time.



Lock Your Phone Away When Working

CLOSE ALL TABS THAT ISN'T YOUR WORK

- No Facebook
- No Instagram
- No Youtube
- No Messenger
- No Emails (unless you need to)
- No ANYTHING that isn't working towards your goals



The AIA Wake Up Strategy

Do not use your phone as alarm. Lock phone away overnight and use an actual alarm clock.

Put your alarm clock across the room and when you get out of bed to turn it off, do not go back to bed. Then start your morning routine right away.

Instead of using willpower to resist your temptations, just remove them instead.



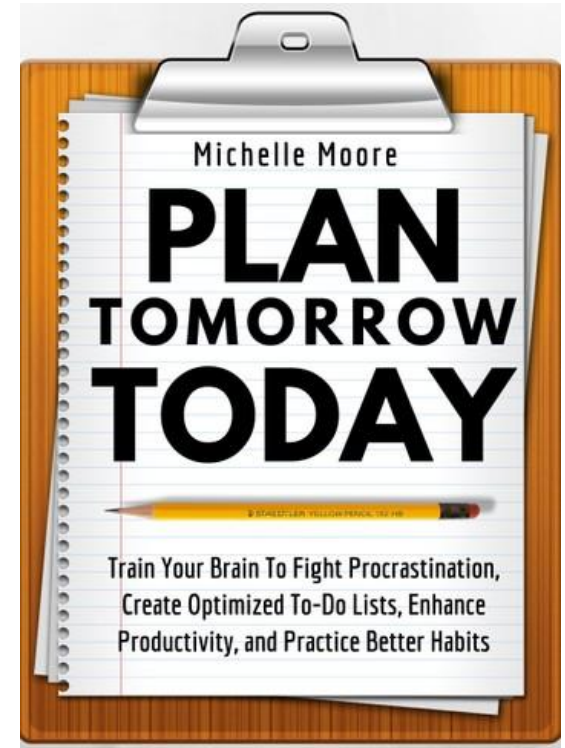
PTT - Plan Tomorrow Today

Every evening, write out what work you will be doing tomorrow.

The task that will drive your business forward goes first and you don't move on until the task is done.

ONLY DO IPAs (Income Producing Activities).

Your IPAs are producing books and publishing them.
That's it.



Discipline

The ability to control yourself, even in difficult situations.



Discipline

Most people need motivation to get things done. But once the motivation fades, so does their action. Yet their goals have not changed.

Motivation cannot be trained or controlled, but discipline can. If you're truly here to achieve your life goals, you need to rely on discipline, not motivation.



How Do You Develop & Train Discipline?



How Do You Train Discipline?

The key to building discipline is understanding and seeking delayed gratification.

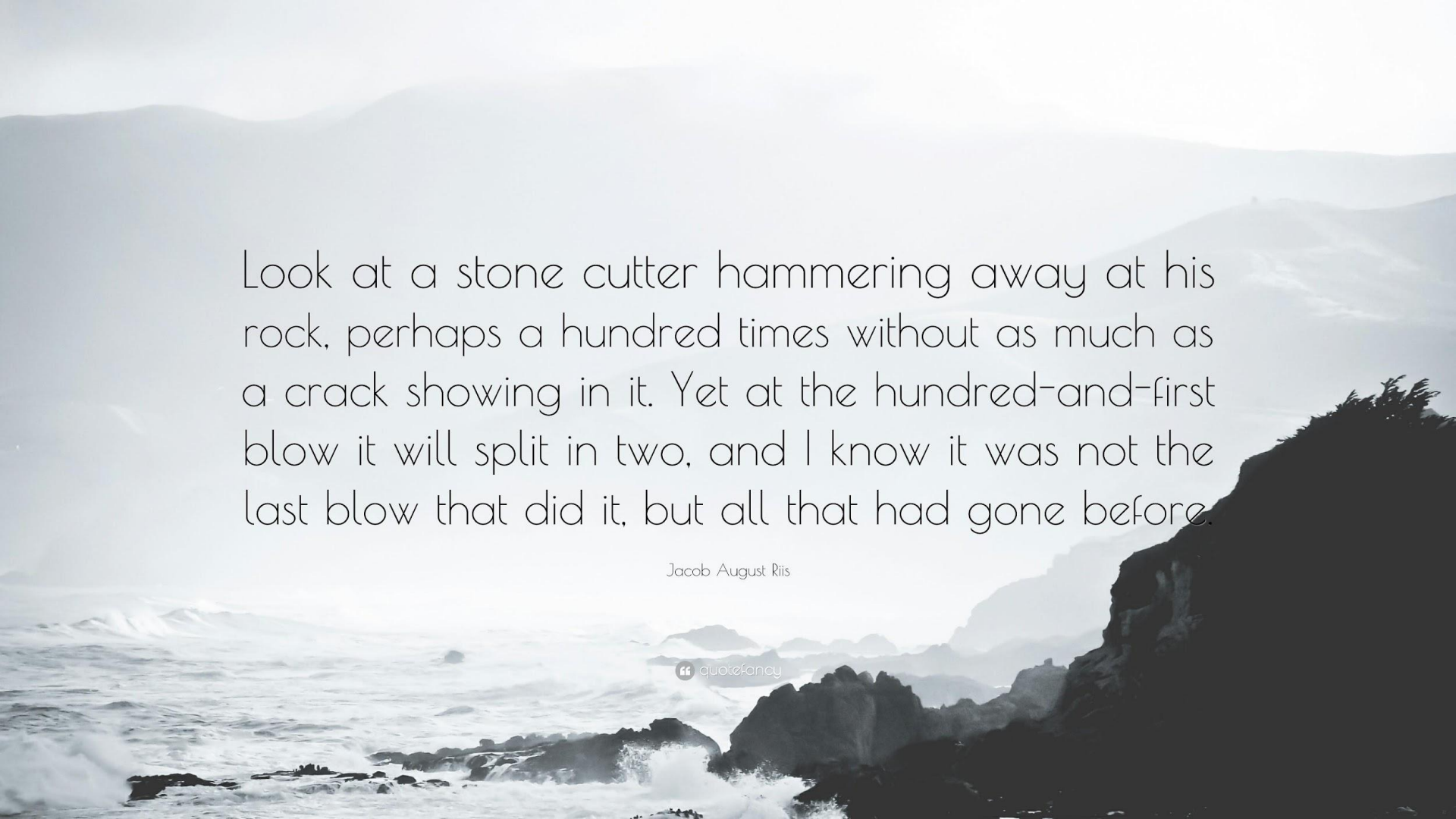
Instant gratification is the desire to feel pleasure without delay. Why do we sleep in, procrastinate, eat junk food, smoke, watch TV, play video games, etc.?

Instant gratification is the killer of all life goals. It does not serve your future, it pulls you further and further away every time you give in.

When you choose to wake up early, eat healthy food, proofread a book, remember why you're doing it.

The effect of saying no to instant gratification again and again will stack on itself over time and produce a feeling of fulfillment and euphoria so great, that it is impossible for the average person to even comprehend.



A black and white photograph of a rocky coastline. In the foreground, waves are crashing against dark, jagged rocks. The middle ground shows a steep, rocky cliffside on the right. In the background, there are hazy, rolling mountains under a bright, overcast sky. The overall mood is serene and powerful.

Look at a stone cutter hammering away at his rock, perhaps a hundred times without as much as a crack showing in it. Yet at the hundred-and-first blow it will split in two, and I know it was not the last blow that did it, but all that had gone before.

Jacob August Riis

“ quote fancy

How Do You Achieve A Body Like This?



How Do You Train Discipline?

You have to think, make decisions and live in accordance with your long term goals.



How Do You Train Discipline?

If you have a strict routine, you don't even have to sacrifice much. Save all the pointless stuff for the weekends. Sleep in, watch Netflix and play video games. Go crazy.

But be so disciplined, productive and focused on your life goals during the week that you don't even need to work on weekends. Anything extra is just a bonus.

But you haven't earned your weekend unless your workweek was insane. This also makes your weekends and "instant gratifications" so much more rewarding. Win win ;)



Focus

The ability to put complete attention and concentration on one task.



How Do You Improve Focus?



Eliminate All Distractions

Giving in to distractions is tempting. Resisting temptations takes willpower and we only have a limited amount of willpower every day. Instead of continually saying “no” to distractions, remove the temptations completely.

Work alone in a quiet room with the door locked and nothing to distract you. Put on a white noise soundtrack if necessary.

Log out of Facebook and Gmail when you're working.

Close all tabs and windows that are not your primary task.

Even if it takes you just 10 seconds to check something, everytime you switch your focus on to anything other than your primary task, it takes the brain 15 minutes to get back into the same state of concentration as before.



Eliminate All Distractions

Create such an environment where there is literally nothing to do besides work.



The 4 Traits You Need To Get Stuff Done



Routine



Habits



Discipline



Focus



Feedback Is Good



Feedback

Information about reactions to a person's performance of a task, etc. which is used as a basis for improvement.



How do small children know they're not supposed to run on wet pavement?



Failure Is Feedback

Before kids have ever run on wet pavement, they have no idea what will happen. So they do it. And they fall and scrape their knee. And it's painful but it's feedback. Now they've learned to never run on wet pavement again. But the only way they will ever learn is by experiencing it themselves.

This applies to every single area in life. Feedback is a good thing but do you know what we call feedback when we become adults? We call it failure. Failure is something everyone is afraid of. It's something we all say is bad. But feedback is a good thing. It makes no sense. So how do successful people act? They view failure as feedback.



A photograph of a paved road with double yellow lines winding through a desert landscape. The road is flanked by sand dunes and sparse desert vegetation. In the distance, there are mountains under a clear sky. The overall tone is warm and serene.

You never fail until
you stop trying.

Albert Einstein