

"High Performance Habits"

How Extraordinary People Become that Way (Part 1)

March 2, 2020

- Updated "The Ultimate Gig Economy Opportunity" is in the Mannatech Library
- Next TNL, 10th at Mannatech Corp offices or www.allaboutmannatech.com
- New website to share: www.thetruthaboutmannatech.com
- 2020 Tax Class March 17th – Click here to register: <https://www.mannatrain.net/tax.html>
- Mannatech 3 Lap Mini Incentive - Where are you in the incentive for the first lap?
- Mannafest 2020 is coming, are you registered?! You don't want to miss the breakouts and trainings: <https://events.mannatech.com/event/north-america-mannafest/>

Book by Brendon Burchard

This will be a 3 Part Series

Intro: Brendon was a failure and then chose to study Success; now a multi-millionaire, brilliant business coach and author. ***"If you ever wanted a science-backed, heart-centered plan to living a better quality of life, it's in your hands."***

3 Weeks to cover 3 Major Subsets of the book and at the end: *"I finally know exactly how to be consistently at my best. I'm confident in my ability to figure things out, and fully capable of overcoming adversity on my path to success."*

PART 1: Personal Habits

1. What's not working
 - a. Old Formula: Work hard, Be passionate, Focus on your strengths, Practice a lot, Stick to it, Be grateful...

These are great but are they working? Are they adequate? It will get you somewhere BUT not sustainable success, long-term, and empower others to do the same.
 - b. What changed Brendon's life? Car accident at 80 miles per hour and he survived...gave him "mortality motivation." He knew he did not survive to not make a difference!
2. Brendon committed to answering "Why do some individuals and teams succeed more quickly than others and sustain that success over the long term?" First Subset for us to cover.
3. Habits that have been tested and proved in both personal and professional contexts.
 - a. With the right habits, anyone can dramatically increase results and become a high performer in almost any field of endeavor.
 - b. Not all habits are created equal.
 - c. Achievement is not your problem - alignment is.
 - d. Certainty is the enemy of growth and high performance.

Technology won't save us.
4. Definition of High Performance and What we Know about High Performers
 - a. Definition: is not about getting ahead at all costs but about performing habits that help you both excel in and enrich the full spectrum of your life.
 - b. What we know of High Performers:
 - 1) More successful than their peers but less stressed.
 - 2) Love challenges and are more confident that they will achieve their goals despite adversity.
 - 3) Healthier than their peers.

- 4) Happy, admired and reach higher levels in all walks of life
- 5) Assertive, work passionately regardless of traditional rewards, and see and serve beyond their strengths.
- 6) Uniquely productive, mastering prolific quality output
- 7) Adaptive servant leaders
 - They don't just develop skills they develop people.
- c. The Habits of High Performers (call these 6 the "HP6": 3 today and 3 next week)
 - 1) They have to do with clarity, energy, necessity, productivity, influence, and courage.
 - 2) When you knock on the door of opportunity, do not be surprised that it is WORK that responds
 - 3) To succeed always remember that the main thing is to keep the main thing the main thing.
- d. Quest for High Performance
 - 1) *"Don't bother just to be better than your contemporaries or predecessors. Try to be better than yourself."* William Faulkner
 - 2) Factors he found determine success levels:
 - (a) the mindset you choose to adopt
 - (b) the focus you give to your passions, and the persistence you pursue them with
 - (c) the amount of practice you dedicate yourself to
 - (d) the way you understand and treat others
 - (e) the discipline and constancy with which you strive for your goals
 - (f) the way you bounce back from losses
 - (g) the amount of physical exercise you do to keep your brain and body fit and your overall health being cared for.
 - 3) *"Motivation is what gets you started. Habit is what keeps you going."* Jim Rohn
 - 4) Strengths alone are never enough. But know that no one innately lacks the 6 Personal Habits necessary for unlimited success.

5. Critical Personal Habit One: **Seek Clarity**

"If you don't have clarity of ideas, you're just communicating sheer sound." Yo-Yo Ma

a. "Is all the complexity I've created in my life even worth it?"

Am I really good enough to play at the next level?

Why am I starting to feel so distracted?

Why am I not feeling confident at this stage of my life?

Lack clarity!

b. Clarity basics: how to find it, how you think about tomorrow and what you do to stay connected with what matters today.

c. Top performers have more clarity:

- 1) On who they are...it supports your self-esteem
- 2) What they want (Unambiguous and challenging goals)
- 3) How to get it (what is my plan/deadlines)
- 4) What they find meaningful and fulfilling
- 5) "Next level" clarity about what they will need at the next level

d. Habits to help create this next level clarity

1) Envision the Future Four:

- (a) Self
- (b) Social
- (c) Skills

(d) Service. When people become disconnected with the future and their contribution to it, they underperform.

2) Determine the feeling you are after

"Don't ask what the world needs. Ask what makes you come alive and go do it!

Because what the world needs is people who have come alive." Howard Thurman

- (a) My automatic emotions don't have to be in charge. My feelings are my own. Feelings are mental portrayal of an emotion.
- (b) Learn how to choose to create the feelings you want from your emotions. Example: Fear is emotion. Choose the feeling...energized by it.

3) Define what's meaningful

"Unhappiness is not knowing what we want and killing ourselves to get it."

Don Herold

- (a) Our striving for something meaningful is one of the main factors to psychological well-being.
- (b) Meaning: 4 factors...enthusiasm, connection, satisfaction, coherence (life makes sense)
- (c) If you were going to add more activities to bring more meaning to your life, what would that look like?

6. Critical Personal Habit Two: **Generate Energy**

"The world belongs to the energetic." Ralph Waldo Emerson

a. Top performers have mastered energy...holistic kind including positive and enduring *mental, physical, and emotional* vibrancy.

- 1) The lower your rank on energy, the lower your happiness, confidence, enthusiasm, influence, etc.
- 2) Energy is totally tied to productivity.
- 3) You don't have to wait for joy, motivation, love, etc., you can generate it anytime you want through the power of habit.

b. Three practices for top performers to maintain their edge and their energy.

1) Release tension and set Intention

"Human excellence is a state of mind." Socrates

Easiest way to increase energy is to master "transitions"...when you stop one task and move on to another, stop work to take a call, work ends, go to gym, etc. Our days are full of transitions...and in this space is your greatest restorer and amplifier of energy.

- (a) Do you ever carry over any negative energy from one activity to the next?
- (b) Do you ever feel depleted but still plow into your next activity?
- (c) Are you losing a sense of presence and appreciation for life and others the further you go into your day?

New approach toward every transition:

- (a) Close your eyes for the next minute or two

- (b) Repeat the word release in your mind over and over...focus on the tension in your upper body, lower body, etc. Just a few minutes.
- (c) Set intention on what you want to feel and achieve, accomplish in the next step. "What energy to bring, how do I accomplish excellence?"

2) Bring the joy

"Most folks are about as happy as they make up their minds to be." Abraham Lincoln

- (a) Positive emotion is critical for high performance. High performers will themselves into positive states.
- (b) 6 habits daily:
 - (1) prime the emotions you want to experience.
 - (2) anticipate positive results from the actions you take.
 - (3) imagine possible stressful situations and how you will gracefully approach them.
 - (4) seek to insert appreciation, surprise, wonder and challenge into your day.
 - (5) steer social interactions towards positive emotions and experiences.
 - (6) reflect regularly on all that you are grateful for.

"Gratitude is the golden frame through which we see the meaning of life."

3) Optimize health

- (a) Exercise, nutrition and sleep.
Discipline in these three areas is absolutely a requirement for success... at least if you want it long term to be a high performer.
- (b) Exercise seems to be the first thing we compromise when life gets busy...really?
We recognize if we are going to work this hard something has to go. NOT.
- (c) Some executives say they have adjusted to 5 hours of sleep a night. Query how much better off would they be with 7? If top performance is your goal give your body the ability to show another level!
- (d) "I will focus on that in another 90 days." Procrastination will never end. You may not have another 90 days. Prioritize your health for maximum performance.
- (e) Where to start? A lot easier to change diet first. Lose some weight and the have more energy to work out. Get advisors for your specific health and build a plan. Failure to plan is plan to fail. Top performers honor their bodies.

"Energy is eternal delight." William Blake

7. Critical Personal Habit Three: **Raise Necessity**

"Only one who devotes himself to a cause with his whole strength and soul can be a true master. For this reason mastery demands all of a person." Albert Einstein

- a. You don't "have to" do anything. Some people feel they do out of a driver called "performance necessity." I have to get out of bed. Must decide for yourself "is

performance necessary?" Want is a whole other level...take on necessary! Necessity demands you take action.

b. No choice around necessity.

Top performers when asked why they work so hard, say "It's just who I am," "I can't imagine doing anything else," "this is what I was made to do."

c. *"You cannot become extraordinary without a sense that it's absolutely necessary to excel."*

d. Four forces of **necessity**: identity, obsession, duty and urgency.

Identify areas of your life where greater necessity can change the game.

"Whatever I have tried to do in life I have tried to do it well; whatever I have devoted myself to, I have devoted myself to completely." Charles Dickens

Self-monitoring occurs daily with high performance people.

Ask yourself daily:

"Did I perform with excellence today?"

"Did I live up to my values and expectations for giving my best and doing a good job?"

They don't get down on themselves because self-evaluation is just a part of everyday life.

e. *"The goal for all underperformers must be to set new standards, self-monitor more frequently, and learn to become comfortable with taking a hard, unflinching look at their own performance."*

Sometimes the best way to get in the game again is to expect something from yourself again. Why not start today?

f. *"When you are passionate about what you do people understand. When you are obsessed, they think you are mad. That's the difference."*

Obsession is not something to fear...quite the contrary. Are there unhealthy obsessions? Yes, if you define as "persistent disturbing preoccupation." But Webster's has a number of other definitions that are totally healthy.

g. Three Practices:

1) Know who needs your "A" Game

Are you a dabbler, a novice, an amateur, a player, or a high performer?

As a high performer, you will have to immerse yourself in activities that stretch you.

2) Affirm the WHY

High performers do not keep their goals silent or the reasons behind them. Affirm them to yourself and others over and over. Create social consequence and obligation.

3) Level up your Squad

"Find a group of people who challenge and inspire you, spend a lot of time with them, and it will change your life." - Amy Poehler

Add friends, seek mentorship, join higher level organizations where you associate with higher level people. Volunteer because you will find yourself around people dedicated to serving others.

One way to get around more successful people is to earn your way there by becoming exceptional.

"First say to yourself what you would be; and then do what you would have to do." Epictetus

THE CLARITY CHART

Fill out these prompts below, then summarize them on the chart on the following page. Print the chart out and keep it next on your desk so you stay intentional throughout your day.

Self

Three words that describe my best self are . . .

Some ideas for how I can embody these words more often this upcoming week are . . .

Social

Three words that could define how I want to treat other people are . . .

Some people in my life whom I could improve my interactions with this week include . . .

Skills

The five skills I'm trying to develop most in my life right now are . . .

The way I can learn or practice those skills this week includes . . .

Service

Three simple ways I can add value to those around me this week are . . .

Something I could do this week with real focus and excellence to help someone else is . . .

Focus on the Feeling

The main feelings I want to cultivate in my life, relationships, and work this week include . . .

The way I will generate these feelings is to . . .

Define What's Meaningful

Something I can do or create that would bring me more meaning in life is . . .

THE CLARITY CHART

Self

The 3 words I'll live and exemplify this week!

Skills

List your five and work them this week!

Social

3 words that define how I'll treat people this week!

Service

How I'll add value to those around me this week!

Focus on the Feeling

The main feelings I want to cultivate in my life, relationships, and work this week include . . .

The way I will generate these feelings is to . . .

Define What's Meaningful

Something I can do or create that would bring me more meaning in life is . . .