

Make 2008 the best...#1 for Success: Self-Discipline

Monday, January 7, 2008

Mannafest: Seats still available at discount

New Incentive...Cancun in the Fall for more sailing fun

Update on "I Can": Great trip, great regeneration of interest...

New support

Pathway to Presidential...deadline is Wednesday

"Your ability to develop the habit of self-discipline will contribute more to your success than any other quality of character." Brian Tracy

1. Self-discipline: great quotes to support you taking on a new commitment
 - a. Kop Koppmeier, a noted success authority who had discovered one thousand success principles which he had published in four books containing 250 principles each. In response to the question which principle he considered to be the most important. He said that it was self-discipline, "The ability to make yourself do, what you should do, when you should do it, whether you feel like it or not."
 - b. Napoleon Hill, after interviewing 500 of the richest people in America, concluded that "Self-discipline is the master key to riches."
 - c. Tom Hopkins, the famous sales trainer, said that "Success is tons of discipline."
 - d. Jim Rollins said, "Discipline weighs ounces, but regret weighs tons."
 - e. Dr. Edward Banfield from Harvard concluded that "Long time perspective" was the key to upward social and economic mobility in America or anywhere else in the world. He discovered in fifty years of research that people who succeeded greatly had the ability to think long term, to delay gratification in the short term so that they could enjoy even greater rewards in the long term. They thought ten and twenty years into the future while making decisions for their current actions.
 - f. Rich DeVos, founder of Amway, once said that, "There are lots of

things in life that you don't like to do, like prospecting, selling and building your business in the evenings and weekends, but you do them anyway so that you can do the things that you really enjoy later on.”

2. Self-discipline means self-control, self-mastery, and the ability to have dinner before dessert

a. The cost: forfeiture of self-gratification today

b. The benefit: The payoff for practicing self-discipline is immediate. Whenever you discipline yourself, and force yourself to do the right thing, whether you feel like it or not, you will like and respect yourself more. Your self-esteem increases. Your self-image improves. Your brain releases endorphins which made you happy and proud. You actually get a payoff every time you hold your own feet to the fire.

c. The good news: It is just a habit...so you can choose it and develop it as part of your life forever.

3. There are nine disciplines you can develop that will improve every area of your life. It turns out that every exercise of self-discipline strengthens every other discipline at the same time, just as every weakness in self-discipline weakens you in other disciplines as well.

1. The Discipline of Clear Thinking:

Sit quietly for 30-60 minutes to think. Practice solitude on a regular basis.

Whenever you practice solitude for more than thirty minutes, you activate your super conscious mind and trigger your intuition. You get it right from the “still, small, silent voice within.”

To think better, take a pad of paper and write down every detail of the problem situation you are facing. Sometimes, the right thing to do immerses as you write down the details.

Go for a walk or exercise for 30-60 minutes. Very often when you are exercising, you will get insights or ideas that help you to think better and make better decisions.

Talk your situation over with someone else who you like and trust, and who is not emotionally involved. Very often, a different perspective can totally change your viewpoint.

Always ask, “What are my assumptions?”

2. The Discipline of daily Goal-Setting:

Every day before you start off, rewrite your top ten goals in the present tense, as though you had already achieved them and you were

reporting on this success to someone else. Rewrite your goals without looking back to the previous page. Rewrite them from memory. Watch how they grow, develop and change over time as you rewrite them each day. Many people have said that the discipline of daily goal setting has transformed their life and far faster than they had even imagined.

3. The Discipline of Daily Time Management:

Rule: “Every minute spent in planning saves ten minutes in execution.” The more you plan, the better you use your time, and the more you accomplish.

Begin by making a list of everything that you have to do. The best time to write your daily list is the night before so that your subconscious can work on it while you sleep.

Organize the list by priority before starting work.

Practice the 80/20 rule, which says that 80% of your results come from 20% of your activities. What are they?

Use the ABCDE method to set priorities. This is based on considering the consequences of doing or not doing a particular task.

Organize your list by A-1, A-2, A-3, and so on.

Start on your A-1 task first thing in the morning.

Discipline yourself to concentrate single-mindedly on your A-1 task until it is 100% complete.

The discipline of good time management spreads to all your other disciplines. It has immediate payoff in improved results, and long term payoff in terms of the quality of your life work.

4. The Discipline of Courage:

Courage requires that you make yourself do what you should do, that you deal with your fears rather than avoiding them.

The biggest obstacle to success in life is fear of failure, expressed in the feeling that, “I can’t! I can’t! I can’t!”

Courage is a habit, developed by practicing courage whenever it is required.

As Emerson said, “Do the thing you fear and the death of fear is certain.”

Make a habit of confronting your fears rather than avoiding them.

When you confront the fear and move toward it, especially if it is another person or people or situation, the fear gets smaller and you

become braver.

Repeat the words to cancel fear, “I can do it!” over and over, to build up your courage and confidence.

Identify one fear in your life and then discipline yourself to deal with it, to confront it, to do whatever it involves, as quickly as you possibly can. The payoff for identifying a fear and confronting it is tremendous, it gives you the courage and confidence to go through your life and deal with every fear-inducing situation.

5. The Discipline of Excellent Health Habits:

Design and imagine your ideal body. What would your body look like if it was perfect in your own estimation? This is your goal.

The key to health and life can be summarized: “Eat better and less, swallow good supplements and exercise more.”

Develop the discipline of exercising every day, even if all you do is go for a walk. Exercise is best done in the morning, immediately after you get up, before you have time to think about it. If you do this for 21 days, it will become part of your regular routine for the rest of your life.

Eliminate the three white poisons: flour, sugar and salt.

Eat more salads and lighter foods; eat before 6pm and eat half portions.

Get regular medical and dental check-ups. They can add years to your life.

Use the Michael Jordan method: —Just do it!“

6. The Discipline of Regular Saving and Investing:

Your goal, and everyone’s goal is to achieve financial independence as soon as possible in life. This requires continuous financial discipline with every dollar you earn. The key is for you to save 10%, 15% and even 20% of your income throughout your life.

Because you are probably in debt already, begin by saving 1% of your income and discipline yourself to live on the other 99% until this becomes a habit.

Increase the amount of monthly savings to 2%, 3% and eventually 10% and 15%. Discipline yourself to live on the balance.

Rewire your thinking from “I enjoy spending“ to “I enjoy saving.“

Pay cash for as many things as possible. Get rid of your credit

cards. When you pay cash, the amount you are spending is far more visible and painful.

“If you cannot save money, the seeds of greatness are not in you.” (W. Clement Stone)

7. The Discipline of Hard Work

Goal: Develop a reputation for being a hard, hard worker. “The harder you work, the luckier you get.” Thomas Jefferson

The average work week in America is 32 hours.

The average person wastes 50% of the workday in idle chit-chatting with co-workers, extended coffee breaks and luncheons, personal business, reading the newspaper and surfing the internet.

Rule: Work all the time you work!

Start one hour earlier, and immediately get to work. Three extra hours of work will translate into 6-8 hours of productivity.

Work harder, through your lunch hour, all day long; don't waste time.

Ask; what is the most valuable use of my time right now? Whatever your answer, work on that every hour of every day.

Work one hour later; be the last to leave. Use this time to wrap up all your work and plan your next day.

8. The Discipline of Continuous Learning

“To earn more you must learn more.” Jim Rowan: “Work at least as hard on yourself as you do on your work.”

Read in your field 30-60 minutes each day. This will translate into one book per week, 50 books per year.

Listen to CD's in your car as you drive from place to place. This will amount to 500-1000 hours per year.

Attend seminars and take courses given by experts in your field. One idea from one course can save you years of hard work.

The average income in America increases at 3% per annum. With compound interest, the average person doubles their income every 22 years.

With the additional knowledge and skill you can apply to get better results, you increase your income at 10%, 15% and even 25% per year.

9. The Discipline of Persistence

The greatest test of self-discipline is when you persist in the face of adversity, and you drive yourself forward to complete your tasks

100%, no matter how you feel.

Courage has two parts: The first part is the courage to begin, to start, to launch forward with no guarantees of success.

The second part is the courage to endure, to persist, when you feel discouraged and want to quit.

Your persistence is the measure of your belief in yourself, and in what you are doing.

The more you believe in the goodness and rightness of what you are doing, the more you will persist.

The more you persist, the more you will tend to believe in yourself and what you are doing. The principles are reversible!

Persistence is actually self-discipline in action.

Self-discipline leads to self-esteem, a greater sense of personal power, which leads to greater persistence, which leads to even greater self-discipline in an upward spiral.

“Persistence is to the character of man or woman as carbon is to steel.” Napoleon Hill

You actually make yourself into a better, stronger person by persisting when you feel like quitting. You take complete control over the development of your own character. Eventually, you become unstoppable.

NINE DISCIPLINE Check List
Daily Analysis

1. Clarity of Thinking:
 - Did I take time to work through my decisions today?
 - What could I have done a better job at by taking more thinking time or obtaining other peoples' feedback?
 - How can I correct those things going forward?

2. Daily Goal Setting:
 - Did I set my goals today?
 - Did I acknowledge them throughout the day and accomplish what I set out to accomplish?

3. Daily Time Management:
 - Did I plan my day in advance of getting started?
 - Did I work my plan?
 - Am I controlling the activities as they take place in my day or letting circumstances control my day?

4. Exercise Courage
 - What did I say "I can't" to today?
 - On what premise did I do that and how can I be different in my approach?
 - What did I say "I can" to?

5. Excellent Health habits
 - What actions besides taking my Mannatech supplements did I do today to improve my health?
 - What daily actions am I committed to around my health?

6. Savings and Investing
 - What did I set aside today for my savings/investing?
 - What will I set aside each day for the next 30 days?

7. Hard work
 - What work habits did I exhibit today that evidenced my commitment to work hard?

8. Continuous Learning
 - What book did I read today and how many pages?
 - What tapes or other learning exercises did I partake of today?
 - Did I fill out the page on application of what I learned for my life?

9. Persistence
 - Was there any matter that I gave up on today? Or failed to give my all?
 - What held me back? What can I do different to push further tomorrow?