

Success is Based on the
Fact that "Today Matters"
Monday, March 30, 2009

- **Bill Merlo's Y.E.S Plan PowerPoint presentation is now on www.mannatecheconomicstimulus.com**
- **New Telephone # for all Live Conference Calls (866)471-7711**
 - **Y.E.S. calls enter pass code 9930714#**
 - **Tuesday Night Live Calls enter pass code 4218098#**
 - **OsoLean™ Challenge calls enter pass code 7707905#**
- **FAQ's on AG Restitution Claims coming out shortly**
- **Two webinars tonight:**
 - 8:30 PM CST – “Economic Stimulus” – to register: www2.gotomeeting.com/register/675877520**
 - 9:00 p.m. CST -“Reshape yourself physically and financially in 2009” to register: www2.gotomeeting.com/register/795080616**

John Maxwell, "Today Matters"

1. How does today impact tomorrow's success?
 - a. Everyone wants a good day but many do not know what this looks like no less how to create it.
Fewer understand how the way you live today impacts your tomorrow.
Root of problem: Most people misunderstand success.
 - b. Common misconceptions of success:
 - 1) Success is impossible so we criticize it
People have some idea that life should be easy...so when it gets real hard, and we do not achieve success in the time frame we choose, we assume it is impossible.
Next: "Who wants success anyway?"
 - 2) Success is mystical-so we search for it
If success has escaped us, yet we have not entirely given up on it, then we see it as a big mystery. We think all we need to do is find the magic formula, silver bullet, or golden key that will solve all the problems.
Problem: we want the rewards of success without having to work for it. "There is no magic solution to success."

3) We believe success comes from luck-so we hope for it
We see others...and say he was in the right place at the right time. This is a myth. Like playing the lottery: 50 million to 1 odds. "When it comes to success you're better off hopping to it than hoping for it."

4) We believe success is productivity - so we work for it.
A strong work ethic is important but it does not guarantee success. We need to work smart. Some work so hard they ruin their health, relationships, or burn out.

5) We believe success comes from an opportunity - so we wait for it.

We wait for a break...work hard at first but then wait for a break. These people who do nothing more than wait for an opportunity won't be ready to capitalize on one if it does appear. John Wooden, "When opportunity comes it's too late to prepare."

The language here looks like..."If only..."

2. People create success in their lives by focusing on Today!

It may sound trite but today is the only time you have. It's too late for yesterday, and you can not depend on tomorrow. That's why today matters!

a. We Over-exaggerate Yesterday.

Yesterday...what are you dragging around with you that is holding you back? What rocks do you carry in your knapsack? You can not change it so why worry about it? Why do we allow our yesterday to control our lives? Mostly we do not see it.

Sign for your desk: "Yesterday ended Last Night"

b. We Overstate Tomorrow

Answer some questions about tomorrow...Will you be making more or less money? Will your relationship be better or worse with your spouse? Will you be happier? etc.

So why do you think so? Based on experiences? No, based on hopes. Most people think that tomorrow is bound to be better, but they have no strategy for making it better.

"Hoping for a good future without investing in today is like a farmer waiting for a crop without ever planting any seed."

3. The secret to your success is determined by your daily agenda
- a. Most people don't lead their lives, they accept their lives. This is the reactive approach rather than the proactive.

You need to prepare your life rather than be in a constant state of repairing it.

John Wooden quote...

This is Kaizen...continuous incremental improvement.

- b. A masterpiece requires two things: Decisions and Discipline

Good decisions - Daily discipline = A plan without payoff

Daily Discipline - Good Decisions = Regimentation without reward

Good Decisions + Daily Discipline = A masterpiece of potential

- c. Decisions help us start. Discipline helps us finish. The bookends of success are starting and finishing.

Most people want to avoid pain and discipline is often painful.

Really two kinds of pain when it comes to daily activity:

- 1) the pain of self-discipline

- 2) the pain of regret

Most people avoid the pain of self-discipline because it is the easy thing to do.

The pain of self-discipline is momentary, but the pay off is long-lasting.

Example: Make a decision to exercise.

- d. The Critical Areas of Decision are 12:

- 1) Attitude: Choose and display the right attitudes daily.

- 2) Priorities: Determine and act on important priorities daily.

- 3) Health: Know and follow healthy guidelines daily.

- 4) Family: Communicate with and care for my family daily.

- 5) Thinking: Practice and develop good thinking daily.

- 6) Commitment: Make and keep proper commitments daily.

- 7) Finances: Make and properly manage dollars daily.

- 8) Faith: Deepen and live out your faith daily.

- 9) Relationships: initiate and invest in solid relationships daily.

- 10) Generosity: Plan for and model generosity daily.

- 11) Values: Embrace and practice good values daily.

- 12) Growth: Seek and experience improvements daily.

Make time now...make decisions on these 12 now; make them that they will be life long. You can settle an issue once and for all and then not revisit it. Two good reasons:

1. It takes emotion out of the decision

We often make decision in the heat of a moment...always reflects many emotions and most likely not the best decision with the greatest amount of integrity.

2. It makes managing your life easier. If you nail down the critical decisions of your life, then you just need to manage yourself based on those decisions. No revisiting is necessary!

4. Suggestions to tackle the Daily Dozen

a. Rank Yourself on the Daily Dozen...1-12, 1 being the one you do best.

b. Verify your self-evaluation...talk to a friend who knows you well and review the evaluation with them; discuss any differences and adjust ranking if need be.

c. Choose 2 strengths of your top 6 to work on

Make sure you have made the necessary decision, then begin daily disciplines to make it part of your life.

John gives suggestions at the back of his book.

d. Pick one weakness from your bottom 6

Make sure you have made the necessary decision, then begin daily disciplines to make it part of your life.

John gives suggestions at the back of his book.

e. Evaluate after 60 days how you are doing...if you have made great progress, then move on to others the same way.

f. Repeat, but never work on more than three at one time and never more than one weakness.