

The Power of Focus

How to Double Your Income and Double Your Time Off in Two Years or Less

Jack Canfield

The 3 biggest challenges facing people today

- 1) Time pressures
- 2) Financial pressures
- 3) Lack of balance between work and family

To survive and achieve your goals you need high self-confidence and incredible focus.

The blueprint is in the book. All you have to do is follow it!

We remember

10% of what we hear

25% of what we see

55% of what we see and take notes on . . . So take lots of notes!

The 4 Characteristics of High Achievers

- 1) 100% Responsibility
- 2) Unusual Clarity
- 3) Effective Habits – Disciplines of Success
- 4) Accountability Support Systems

“You can’t hire other people to do your pushups.”

Jim Rohn

1st Characteristics of High Achievers : They take 100% responsibility for their life and their results.

E + R = O . . . E _____ + R _____ = O _____

You have to give up blaming and complaining.

You have to give up “I can’t” . . . “I’ll try” . . . “I have to” . . .

“Success leaves clues.”

Tony Robbins

Why do we resist changing?

2nd Characteristics of High Achievers: Unusual clarity. Know what your priorities are.

Purpose:

CSE: *To inspire and empower people to live their highest vision in a context of love and joy.*

YOURS:

Mission:

CSE: *To positively impact one billion lives through inspirational print, radio, TV, products, speeches, trainings and charity.*

YOURS:

Vision:

CSE 2020: *One billion books sold; \$500 million raised for charity*

YOURS:

Goals and Objectives: How much? By when? Be specific.

Develop a Personal Master Plan for your life.

7 Goal Categories:

1. Financial
2. Business/Career
3. Fun time
4. Health and fitness
5. Relationships
6. Personal
7. Contribution

Create a Breakthrough Goal . . . BHAG

Use the Rule of 5

Write down what you want.

Believe you can get it.

Write down 3 next action steps you can take.

1)

2)

3)

Take the actions.

Write down 3 more action steps.

1)

2)

3)

Take the actions . . . Keep repeating process until goal is achieved.

Write down 101 Goals . . . get started now.

1)

2)

3)

4)

5)

6)

7)

8)

9)

10)

11)

12)

13)

14)

15)

16)

17)

18)

19)

20)

21)

22)

OBJECTIVE: Something I want which is measurable in time and space.

Set measurable objectives for every part of your master plan. Be specific.

Your objective:

General

Specific

A) _____

B) _____

C) _____

D) _____

E) _____

F) _____

3rd Characteristics of High Achievers: Effective habits – Disciplines of Success

Successful people have successful habits.

The 3 ways to improve results

- 1) Do more of what works (areas of brilliance).
- 2) Stop what isn't working.
- 3) Try something new.

It takes 13 weeks to lock in a new success habit.

If you create 4 new habits a year, in 5 years you'll have 20 new habits.

Identify 4 'bad' or self-defeating habits.

Old Habit

Example:

a) I watch 3 hours of TV a day.

New Habit

During one of those previous TV hours, I will read or listen to audios about the following topics:

- 1) Success principles
- 2) Leadership and management
- 3) Sales and negotiating skills
- 4) Relationships and Parenting skills
- 5) Financial management
- 6) Psychology and motivation
- 7) Inspirational biographies
- 8) Nutrition, health and fitness

a) Old Habit

New Success Habit:

A) _____	_____
_____	_____
B) _____	_____
_____	_____
C) _____	_____
_____	_____
D) _____	_____
_____	_____

New Success Habit: Ask for feedback.

- A) On a scale of 1-10, what has been the quality of our relationship (product/service) this past week?
- B) What would it take to make it a 10?

New Success Habit: Visualize all your desired results as already complete.

Visualize 3 times a day: morning, noon, bedtime.

The Promise:

- 1) Increase your time off.
- 2) Double your results
- 3) Have more fun.

New Success Strategy: Use the Power of Focus Time System:

Free Days: Midnight to midnight with no work related activity.

Goal: Do whatever it takes to double your current number of Free Days.

How do you get more?

- 1) Schedule and take them off.
- 2) Work more effectively.
- 3) Delegate what you don't like to do and what you don't do well.
- 4) Hire or barter for help at home... including child care.

Buffer Days: Planning, education, skill acquisition, delegation, cleaning up messes.

Goal: Constantly decrease number of days.

Focus Days: 80% of the day spent on your best activities.

Identify behaviors that produce your best results (80/20 rule)

Goal: Constantly increase your number of Focus Days.

4th Characteristic of High Achievers: They use accountability support systems

New Success Habit: Weekly call/meeting with a Focusing Partner or Master Mind Group.

- 1) Report on action steps completed since last meeting
- 2) Commit to action steps to be completed before next meeting
- 3) Brainstorm and share resources

What is the one thing that most separates winner from losers?

WINNERS _____!

Some Action Steps You Can Take Today:

- 1) Give Jack Canfield my business card and he will send me his Reading List.
- 2) Buy a copy of *Power of Focus*.
- 3) Purchase *The Success Principles* Power Pack.
- 4) Make a commitment to make my health and fitness a #1 priority.
- 5)
- 6)
- 7)
- 8)
- 9)