



WORLD FITNESS EXPO
HABIT HACKING

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SOCAN

What's YOUR Game Plan?



- ▶ Goals
- ▶ Dreams
- ▶ Aspirations

Agenda for Today....

Insights

- ▶ what helpful tips can you learn about habits and their impact on our daily, weekly, "big dream" lives

Action Plan

- ▶ how can you apply what you learn today to make a difference in how you live your life tomorrow – look for at least 3 things....

Mindset

- ▶ how do you manage your mindset on a daily basis?



Life is BUSY – The Days Disappear...

- ▶ Full Time Job
- ▶ Kids
- ▶ Clients
- ▶ Chaos
- ▶ Stress
- ▶ Expectations
- ▶ Struggles
- ▶ Frustrations
- ▶ Distractions
- ▶ It feels impossible to move forward



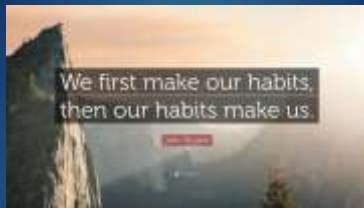
Agents of Change

- ▶ As Fitness Professionals we strive to help others make sustainable change in their lives...
 - ▶ Expert Advice
 - ▶ Inspiration / Motivation
 - ▶ Accountability
 - ▶ Goals
 - ▶ Game Plan
 - ▶ Innovation
 - ▶ Structure
 - ▶ Support

Excellence





A Habit is...



- ▶ An acquired behaviour pattern followed until it becomes involuntary
- ▶ Something you do so often or regularly, sometimes a habit runs without you knowing it...

What's YOUR Journey?

- ▶ Life is a series of journeys through many different landscapes
- ▶ We experience high mountaintops, wandering through the desert, relaxing in the meadow, the forest, streams and waterfalls....
- ▶ How's the view from where you are now?
- ▶ Navigate your way by **choice**, not by **chance**



Why are Daily Habits so Powerful?

- ▶ 90% of what we do in a day is fueled by our Daily Habits
- ▶ 10% of our actions are Conscious
- ▶ Habits "Stack" up



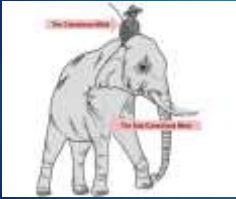
Why is Change so Challenging?




Mental Energy / Decision Fatigue

- ▶ Research by Psychologists has shown that we have a finite amount of cognitive ability also referred to as Mental Energy
- ▶ Too many conscious decisions in a day leads to "Decision Fatigue"
- ▶ The Results are that we may experience:
 - ▶ Reduced Clarity (focus)
 - ▶ Impulse Buying (debt)
 - ▶ Less Willpower / Poor Choices (food)
 - ▶ No Choices (exercise)
 - ▶ Under Achievement (lifestyle)

Change Management



- ▶ Jonathon Haidt – "The Happiness Hypothesis"
- ▶ Who wins... the Elephant or the Rider?
- ▶ When change fails, it's the Elephant's fault
- ▶ No alignment between the Conscious (Thoughts) and the Sub-Conscious Mind (Habits)



Changing Habits = A Process

- ▶ REFLECT
- ▶ REFRESH
- ▶ REINFORCE
- ▶ RESET

- ▶ **Insight**
 - ▶ Successful Change begins with a well designed process
 - ▶ As fitness professionals we do this for others, how are we doing with our own optimization plan?

What is Your Refresh Rate?


- ▶ Habits are our internal software, our systems for living each day...
- ▶ Are you running your life on "outdated" software that needs to be "refreshed"?
 - ▶ Virus protection
 - ▶ Optimized operating system



Changing Habits = A Process

Step 1 = REFLECT

- ▶ Awareness
- ▶ Discovery
- ▶ Curiosity
- ▶ ADKAR Model
- ▶ Pause "Doing"
- ▶ Activate "Thinking"



Optimize Yourself

- ▶ "It is very important to have a feedback loop, where you're constantly thinking about what you've done and how you could be doing better. I think that's the single best piece of advice: Constantly thinking about how you could be doing things better and questioning yourself."


Elon Musk



Changing Habits = A Process

Step 1 = REFLECT

- ▶ Great Coaching Questions
- ▶ How am I doing in each aspect of my Life?
- ▶ Why should I be looking for an upgrade here?
- ▶ What would I like to improve?
- ▶ ADKAR Model



The ADKAR Model of Business Change

Changing Habits = A Process

Step 1 = REFLECT

- ▶ Areas of My Life to Optimize:
 - ▶ Relationships / Family
 - ▶ Friends
 - ▶ Adventures
 - ▶ Career
 - ▶ Health
 - ▶ Fitness
 - ▶ Intellectual
 - ▶ Environmental
 - ▶ Creativity
 - ▶ Spirituality
 - ▶ Community


The Wheel of Wellbeing



Changing Habits = A Process

Step 2 = REFRESH

- ▶ This week, is it aimlessness and distraction or ambition and discipline? We choose
- ▶ Brendon Burchard




Changing Habits = A Process

Step 1 = REFLECT

- ▶ Overwhelmed?
- ▶ Prioritize
- ▶ Plan your upgrade

Action Plan

What would you change now?



Life is a series of Journeys – How's Your View from here?

Changing Habits = A Process

Step 3 = REINFORCE

- ▶ Repetition Daily
- ▶ The Habit Loop = Cue / Reward
- ▶ Reminders = Alarms, Apps
- ▶ Accountability = Coaching

Insight

- ▶ Control your mind or your mind controls you...

Changing Habits = A Process

Step 2 = REFRESH

- ▶ Choose = One change at a time
- ▶ Upgrade = How can I improve?
- ▶ Remove = the Habit from the Subconscious loop
- ▶ Insert = a Conscious Choice wrapped around other Habits
- ▶ Action = Do it!

Insight

- ▶ Small Changes lead to Big Results

Changing Habits = A Process

Step 3 = REINFORCE

- ▶ Why do we wait to be broken to make the changes we need to make?
- ▶ Consistent great daily habits keep you from breaking physically, mentally, emotionally and intellectually

Insight

- ▶ What's your intention for today?

Changing Habits = A Process

Step 3 = REINFORCE

- ▶ Making changes takes Mental Energy, Focus and Resolve
- ▶ Do you have Alignment between your Subconscious Beliefs and your Conscious choices?
- ▶ Success starts with the right Mindset

Insight

- ▶ *Begin your day with the right MindSet... I AM ENOUGH*

Changing Habits = A Process

Action Plan

- ▶ Awareness / Reflection drives change...
- ▶ On a scale of 1 to 5, how am I doing in each area of my life right now?
- ▶ What needs to be optimized?
- ▶ Do I have the desire to change?



Changing Habits = A Process

Step 3 = REINFORCE

- ▶ We naturally see the world through a **negative** lens
- ▶ Our primitive (subconscious) brain is 2 million years old = not designed to make us happy
- ▶ We are wired for fear, worry and stress = we are wired for **survival**
- ▶ If we follow our survival brain we will feel bad – a lot
- ▶ We have a highway to negative and a dirt road to happiness
- ▶ Our subconscious mind manages **90%** of our daily routines

Insight

- ▶ We have **ANTs** in our Mind (Automatic Negative Thoughts)



Changing Habits = A Process

Action Plan

- ▶ Do I have the knowledge and abilities to make the change?
- ▶ Where do I start?
- ▶ Will changing one thing make changing other aspects easier?



Changing Habits = A Process

Step 4 = RESET

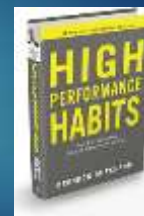
- ▶ Weekly review of your success and set backs
- ▶ Do you have set points?
- ▶ Strategies for when you slide
- ▶ Ready to move ahead?
- ▶ What's next in my optimization plan?

Insight

- ▶ *Conditioned brains keep us stuck in old predictable patterns*
- ▶ *Are you Drifting?*

The Most Successful People Have a System

- ▶ Brendon Burchard
 - ▶ An Hour of Power
 - ▶ Move
 - ▶ Plan your day
 - ▶ Energize with Gratitude, Mindset



The Most Successful People Have a System



- ▶ Arianna Huffington
 - ▶ Walk
 - ▶ Meditate
 - ▶ Conscious Breathing
 - ▶ Sleep

The Most Successful People Have a System

- ▶ Habits reinforce our Mindset
- ▶ Mindset reinforces our Habits

Mindset
Everyday we wash our bodies, what do we do for our Mindset?



The Most Successful People Have a System

- ▶ Tim Ferris Tools of Titans
 - ▶ Daily Mindfulness
 - ▶ Meditation
 - ▶ Listen to Simple Songs to build focus
 - ▶ Failure is not durable
 - ▶ Be Resilient



We are all a work in Progress....

- ▶ How did you improve today?

Mindset
*Build your inner Warrior.
 Strong, Kind, Authentic, Vulnerable*



The Most Successful People Have a System

- ▶ Habits of Successful Women
 - ▶ Me Mindset
 - ▶ Bond with co-workers
 - ▶ Create Opportunity
 - ▶ Keep Lists
 - ▶ Exercise, Yoga
 - ▶ Stay Connected
 - ▶ Don't Try to Balance it all




We are all a work in Progress....

- ▶ Reverse Gap
 - ▶ Dan Sullivan The Strategic Coach

Mindset
Each month, reflect on your accomplishments and plan your next steps...



We are all a work in Progress....



I'm in the process of becoming the best version of myself.


We Coach people

- ▶ Inspire
- ▶ Discover
- ▶ Support
- ▶ Create
- ▶ Accountable



We are all a work in Progress....

- ▶ Gretchen's Rules
 - ▶ Be yourself
 - ▶ Beware of Drift
 - ▶ Act the way you want to feel
 - ▶ Do it now
 - ▶ Be polite and fair
 - ▶ Enjoy the Process
 - ▶ Lighten Up
 - ▶ Take Care of Your Body



Mindsight Create Your Own Set of Rules to Live by
Gretchen Rubin

We Coach people

- ▶ You are the Expert of your life.
- ▶ My role as your coach is to help you create clarity and discover a pathway to success by optimizing your choices



We are all a work in Progress....

- ▶ Are we Trainers or Coaches?

Insight
We coach people, we do not train bodies



Outcomes for Today....

Insights

- ▶ what helpful tips did you learn about habits and their impact on our daily, weekly, "big dream" lives

Action Plan

- ▶ how can you apply what you learn today to make a difference in how you live your life tomorrow – look for at least 3 things....

Mindsight

- ▶ how do you manage your mindset on a daily basis?

We Coach people

- ▶ Good Luck Coaching Change....




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Resources

- ▶ Tools of Titans / Tribe of Mentors Tim Ferris
- ▶ The Code of the Extraordinary Mind Vishen Lakhiani / Mindvalley Academy
- ▶ Switch Chip + Dan Heath
- ▶ Who Moved My Cheese? Dr. Spencer Johnson
- ▶ The Happiness Project Gretchen Rubin
- ▶ Thrive Arianna Huffington
- ▶ High Performance Habits Brendon Burchard
- ▶ The 5 AM Club (coming soon) Robin Sharma





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