

## Lesson 7 – Play at a 7+ Daily

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When you have a strong work ethic your business results will come much easier. Consistency is the key. Consistency is the key. I have found I can consistently play at a 7 or higher on a daily basis.

In the game FreeCell, when you win the game often times 15 or more cards will all move into their perfect places on the final move. So right before that happens you make a move that released the final 15 cards. So those cards finding the proper place are connected to a single move. This is a great metaphor in life. Some moves we make impact many other things, positively or negatively. One of the things that has had the biggest impact on me is my daily, consistent effort.

When I worked for Tony Robbins I learned about giving max effort. I tried to give max effort consistently and I found I could not sustain it. I was however able to sustain 7+.

7+ is a concept. There is no true way to measure it unless you define it in a specific way.



## Level 10 Exercise

So the question is over the last 30 days have you been playing at a high enough level?

If the answer is no then the next question is what are you going to do with this information. Will you make a change?

I suggest coming back to principle 7 often and evaluating your effort level. This is an idea that may take several reflections to land with you.

Write your Close Script Challenge –

<https://ericlofholm.lpages.co/write-your-closing-script-challenge/>

Bonus Video – Level 10 Exercise - <https://youtu.be/11eiPcU8KfE>