

Habits

Up to 90% of our normal behavior is determined by our habits.

Why do we do what we do?

Because that is how we have always done it.

Habits can be:

Positive

Neutral

Negative

What if you took a negative habit and turned it into a neutral or positive habit.

Negative habit examples

Staying up too late

Drinking soda

Drinking alcohol too often, too much or both

Not planning your day in writing

Not doing your prospecting outreach

Recreate the habit with intention for what you want to create and write it down.

Consider a trial period on the habit. This will allow you to try out the new habit and see if you like it. It will also likely help your belief in forming the new habit because it is a short trial period.

Staying up too late becomes I go to bed at 10 pm 3 or more nights per week for 1 month

Drinking soda becomes I drink water or something healthier than soda for 1 month

Drinking alcohol too often, too much or both becomes I don't drink or I don't drink during the week for 1 month

Not planning your day in writing becomes I plan my day in writing every business day for 1 month

Not doing your prospecting outreach I reach out to 10 or more people, 5 days per week for 1 month.

1 month is enough time to form a new habit.

You could also make an agreement to do it for 3 months, 6 months or a year.

One of my clients said no alcohol for 1 year.

I am doing cold showers daily, 25 prospecting touches 5 days per week, no watching sports, no internet chess and no stock trading for 92 days.

This will allow me to create my life free from habits that I determined were not serving me.

Bonus Video – How to get the most out of the programs you join - <https://youtu.be/F0U8X5JrY7s>

Planning Call in December - <https://planningclass.com/>

916 626 1945

eric@ericlofholm.com