



### Environment of Excellence

Now we got three minutes to make the biggest difference in your life we can possibly make to really have an impact. We're going to do that through shifting your internal environment of excellence. Now, this follows from our last three-minute podcast on the external environment. If you haven't listened to that yet, pause this recording right now. Go back and listen to it. The content of that will give you context for the conversation we are having right here.

The internal environment is simply defined as the words that we say to ourselves when we are by ourselves. That tells us a lot about "who you are", "how you think", and "the results that you get in your life". These are words that you have been self-indoctrinating for years. Undoing them and changing them is very, very simple. Now, it's not easy because it is replacing an old habit with the new one. No part of this is simple.

I'm going to give you the 1-2 that made the biggest difference in my life taught to me by a mentor and it's this... "Wake up with attitude! Go to bed with gratitude". What does that mean? Exactly this... "When I wake up in the morning"... As soon as you open your eyes there is this few moments between opening your eyes and when the voices start talking to you in your head. Now, in that moment that when you get a chance to "BANG!", put something in there and really make a difference. Change the voices for the rest of the day. So when I wake up with attitude, I wake up... As soon as my eyes open, I set my accounts for the day. By the end of today I would have achieved X, Y, Z. By the end of today all of my massive progress on this project. It might even be a Sunday morning and I open my eyes and say: "By the end of today I'm going to have an even deeper, more fulfilling connection with my family." That might be my objective for a Sunday. So, wake up with attitude! Wake up and run through the objectives and accounts for the day then spin around on that greater day. Two feet flat on the floor, spine up straight, breathe deep invigorating breath in. Now, the moment that's taking me time to open my eyes and get out of bed. That is the start of the day. That is the foundation for every other conversation I will have for the rest of the day. I have set my objectives and now it comes a greater day. Two feet on the floor, breathe deep breath, and of we go.

What difference might that make to the results you get in a day? I will tell you, it was a huge difference in my life. Then we go to bed with gratitude after all the things that happened through the day. When I lie down in bed, the last thing I do before I fall asleep is close my eyes, hands on chest, breathe, and just give thanks. Sometimes I'm thankful for really big great things that have happened in my life. Sometimes I'm thankful for the little things. Sometimes I just say, "you know what? I'm thankful that I got a warm comfortable bed to sleep in because I know so many people in the world don't." That gratitude just grounds me, centers me, and has me realize that I am not searching for abundance I am living in at. What a wonderful difference that makes. The one thing that stopped instantly was the waking up at 2 in the morning with problems, numbers, business decisions and stuff running through my head. I sleep soundly and I get nice deep restorative sleep. "Wake up with attitude! Go to bed with gratitude" makes the biggest difference. That will start a pattern. That will start you down a path of changing your internal



representation. That will just... It's made the biggest difference in my life and everyone has implemented it.

Alright! Keep your eyes peeled for the next session because we are going to be talking about taking all this stuff that we have been discussing. The environment, the potential, and really shifting our beliefs to really start reaping up thus results.