

The 3 Steps You Must Take to Reach Any Goal

Corinne Crabtree:

All right, so I'm Corinne Crabtree, and we're going to talk today about the three steps you must take to reach your goals. Guys, there is probably nothing I love teaching more than to teach people how to achieve goals because I have not always been a goal achiever. I have, for a long time, been someone who didn't get their goals. I always felt like there was something wrong with me. It was like, "Why do I want things so bad, and yet I'm not getting there?" That's what we're going to be talking about today. I'm going to show you how you can make the ultimate shift. What this means is a lot of us are good at setting big goals, and then we lose steam before we get there. Or we feel like we can't do the things that we say we want to do. Now, what I want is to teach you how to have the right mindset so that you can keep very focused and determined all the way until you reach your goal.

No more running out of steam, no more burning out before you get there, no more wishing and wanting, we're going to do a lot of doing and achieving. If you stay until the end, what I'm going to do today is I'm going to take questions at the very end. If I'm talking, and you guys are like, "Hey, can you clarify this or whatever?" Save it for the end. Write it down now, because a lot of times, I cover things after you've answered the question. This will save us time so that I can get to as many questions as you guys have at the end that didn't get answered during the middle, and it saves me from repeating things.

I'll also be talking to you about Self Coaching Scholars and how you can take everything you learned today and apply it moving forward. I always tell people this. Number one, turn off all your distractions. You do not need to be distracted. I've turned off my distractions, and you need to turn off yours. One of the things that I do is I drop a lot of wisdom when I teach a class. You're going to hear lots of things; you're going to want to know them; you're not going to want to miss them. Turn those off. When you are taking notes, this is the best key that was ever given to me, and I was ... I don't even remember I was at some self development conference. The presenter said, "I want you to pretend like your pen is going to set the paper on fire." Take notes at that intensity. You have a workbook that we gave you. If you don't have a workbook, don't worry, you'll be able to download it later when we send you a replay and everything.

I just want to make sure that you are paying attention and that you're writing things. The process of writing is very important to goals. It's also very important to remembering the content at which that you learn. You give yourself a greater edge at not only staying focused and determined if you take notes, but you also give yourself an additional sensory experience, where your brain makes a deeper connection to what you're learning. That's why writing notes and taking notes are important. Pens are going to set paper on fire today. That's what we're doing. All right, so the first thing we're going to

do is we're going to cover the 3-2-1 Morning Power Method. It is my own Morning Power Method that I use all the time.

I want to make sure that you are using it. I always like to start all my trainings off with a bang. This is like a bonus part. This is not even part of the three steps. This is like the little extra to get you engaged in the beginning. All right, number one, the 3-2-1 Power Method is going to train your brain to see your future because being able to learn the mindset that looks towards your future and what you want, versus looking at the problems of today and the things that didn't go right in the past is key. Also, our minds, they're designed to see problems. They are designed to highlight all of our failures by default. The 3-2-1 Power Morning Method, what it does is it overrides this natural desire of our brain to focus on our obstacles, our problems, and all of our past failures.

If you're doing that when it comes to goal setting, you're normal. You're not broken. You just haven't learned how to override that part of the natural process of your brain. Then when you build a morning power routine, it trains your brain to be open to what you want to accomplish during its most open state. The reason why I have all of my clients and all of the people that I teach do it in the mornings is because I want you to think about it. First thing in the morning, usually, we think about there's more possibility. There's more chances that we're going to be able to do things. A lot of us are motivated first thing. I teach a lot of weight-loss clients. They will always tell me, "I don't understand why in the mornings, I'm like, 'Oh my gosh, I'm going to do so much better today. I'm going to like, do all the things,' and then, by the evening, I'm like, all I want to do is drink wine and eat Oreos."

Your brain is the most open to getting good direction first thing in the morning, and that's why you start off with a powerful, directional routine. Here's all the things you have to do. Number one, pick a time you're going to get up. Don't just roll up out of bed and expect greatness every day. Find a time that you're going to get up and you're going to spend five minutes doing this routine. It does not take any more time than this, and it is going to increase the likelihood of showing up each day to do the things you need to do for your goal. I would guarantee you a good 25%. You just get a 25% edge just by doing this. Pick a time you're going to get up. If you are not used to getting up in the morning and do anything other than like, "I barely can brush my teeth, comb my hair and turn on my computer," then just get up about five to 10 minutes earlier than you normally do, and then have a journal that you like.

I have my own journals, I keep them all around. This is where I write my 3-2-1 Power Method every single morning. If you already are somebody who's like, "Early bird gets the worm, I'm up every morning Corinne," then all you need to do is carve out five minutes of your morning routine. Then, it's super simple. Each day, you're going to write your goal down. Then you're going to write down three reasons why it's important to you. I'm going to teach you how to find these reasons later. Stick around for that part. Then you're going to do two reasons that you are well equipped to make it happen today before our brain gets started every single day on like, "Oh my gosh, you suck, and here's the reasons why." A lot of us just have that mindset. A lot of us are, like, been conditioned to think about the things

that like, what makes it hard for us, what makes things scary and overwhelming, before we think about why we're already equipped to do these things.

We're going to write down the two reasons why we're well equipped to make whatever it is that we want for ourselves happen, happen today. Then one thing that you're going to do today to move forward towards your goal. People who achieve their goals, they seriously work at them every day. But it's not the work that most of us think. It's not some all-day process, or we're having to spend so much time, we got to carve out all this, we got these busy lives and all this other stuff, no. People who achieve their goals, they chunk away at it one little thing at a time every single day. All you need to do is you break your goal down into these small steps. Then if each day you're writing, "Here's why it's important to me. Here's why I'm well equipped, and here's one thing I know I could do today," this right here is worth the price of admission to this class.

Before I even teach you the other stuff, this right here makes all the difference in the world, I promise you because it's how I have become a goal achiever. You're in the right place if you're motivated to stop wishing like you could get your act together and finally do all that stuff that you've wanted to do. Or if you're ready to finish what you start, because you typically go all in on goals, and the next thing you know, you're overwhelmed, and you're burning out fast. If that's you, for sure, you're exactly where he needs to be today. Let me tell you a little bit more about me. As I was saying earlier, I used to be what I call a goal dreamer, I wasn't a goal achiever. I spent the first half of my life 100 pounds overweight, clinical depression.

I did not go to college. I was very scrappy. I worked really hard, but I had so much self doubt and so much fear that I just took what I could get. I didn't have any big expectations. I thought I'd be lucky if I would ever even get married. Like it was going to have to be the good Lord blessed me in order for it to even happen. I know what it's like to dream about a life that you want and to want it so bad that you can just taste it, and yet feel like there's no way that it can happen for you, or you just feel like things get in the way of it all the time. Since I've learned how to use my mindset in a different way and figure out what's stopping me in my mind rather than blaming the world, I have built an eight-figure weight loss coaching company, from the ground up, literally with a busted laptop and a couch.

I've built it myself. I also became a Master Certified Coach at The Life Coach School. I've lost 100 pounds, and I've maintained it for over 15 years. I went from someone who never believed they could lose weight. And then I am married to an amazing husband. I will tell you right now, I love the man so much, and we've got a son and his name's Logan. My life changed because my mindset changed. I had to work harder on that than any step that I thought I had to do in order to have the goals that I wanted. I am now a goal achiever. I know if I can do it, anybody else can too, when you learn the keys to overcoming the things that you think about today, and I'm going to teach you a lot of those today. I'm going to highlight some of the things that are tripping us up that we don't even know are tripping us up. Then you free yourself to go after your dreams, unapologetically.

What I want you to do is I want you to imagine what your life would be like, if each and every day, you're just focused and dialed into making progress towards your goals. I want you to think about it. If it was just like, "I wake up each day. I get started. I know what I'm going to do. I'm working on believing that I can get there." What would your day be like? Probably a freaking ton easier than it is now. Most of the hard work between us and our goals has nothing to do with the work. The hard part of getting to our goal is overriding doubt, overwhelm, and being scared. Envisioning a future where it doesn't happen. Those are the things that make it hard. Once you learn these three steps, you're going to have the emotional energy that allows you to start believing in yourself. You're going to have the laserlike focus to be able to stay on track, even when the world is throwing all the poop right into the fan.

This is the key. Goal achievers have the same world that we do. They just do. They just respond a little differently in how they think about it. We're going to learn a lot about that today. The first step, guys, fire should be coming out the pens now. Who do you want to be? You have to start showing up like the person you think you're going to become in the future in order to get there. You've got to be that person today. It doesn't mean that like ... Let's say you want to lose weight. It doesn't mean that you are already in the place where you're saying ... This is the most common example I have. A lot of times when people want to lose weight, they think once they get there, that they're going to be happy, and they're going to be in love with their body.

Today, what they want to do is be miserable with their food, acting as if it's harder for them than anybody else, constantly comparing themselves to everyone around them as to why they can't get their goals, and hating their body, hating it. Looking at it in the mirror and pulling it apart. If you think the version of you loves their body and is happy, then the version of you today has to start with like, "OK, then I can't entertain my BS, tearing myself apart. That's never going to help me. Making myself feel bad because of my physical appearance doesn't help me become the person who loves their physical appearance." We have to start thinking about who we ultimately want to be and how we're going to get there.

A common mistake people, they're doing, is they're thinking that achieving that goal is when all my happiness begins, but the happiness begins the day you decide that you're going all in on yourself. Because that is the day when you stop tolerating your own crap that's going on in your mind, and you start creating the emotional fuel you need to do the process to get to your goal. A big example that I like to use is people who want a promotion. They think that a raise and a promotion, "Ooh, going to be happy." But the problem is that when you get the raise or promotion, yes, many people are like, "Yay, me. I did it." Then immediately, they revert back to the thinking that got them there.

If you used anxiety to get there, worrying that your boss will never recognize you, then when you get there, you're sitting there hoping that your boss won't regret their decision. You got your raise, you got your promotion, but now you're sitting there worrying that you won't be able to handle everything. You're sitting there thinking, "There's a lot of pressure on me now to be really good." If

you worried, and agonized, and feared what your boss would think of you, all the way down until you get your raise and promotion, you've trained your brain that you need those same emotions to keep what you've got.

This is why so many people burn out or why they sabotage themselves once something good happens. Because you're not going to feel that great if you've trained your brain to only feel like crap to get what you want. We all think we're like going after our goals to feel better, and yet we're teaching ourselves to feel terrible all the way there. We have to reverse this part. If you don't unlearn that, you set yourself up to either burn out before you get there, or you set yourself up to sabotage yourself once you achieve it. Here's the problem. You're expecting the goal to make you happy. When you expect the goal to make you happy, that means along the way you delay feeling pride, you don't reward yourself with your thinking, like, "I did a good job today. I'm so glad I took this step today."

You're sitting there thinking, "It's taking so long." You delay satisfaction and fulfillment. You make the current process to get to your goals so miserable in how you think about it. You allow thoughts of dread, worry, and fear to dominate your day. Then this thinking is what leads the burnout, quitting before you get there, or achieving the goal and then blowing it up. What is the solution? You know who you want to be. You start thinking more about how you want to act, once you get there, what you're going to be thinking once you do that, and then you look at your current life, and you find the small places that you can start practicing some of this new thinking that the future you is doing.

I think this is one of the most important steps. That's why, in this particular part, I'm going to give you the three things that future you knows that you can start using and doing now. Because of all three steps that I'm teaching you, knowing who you want to be and attaching to it, and thinking about that person as often as you possibly can, is everything. Here are the three things future you knows. Number one, the next best decision is better than screwing up your day. What does this mean? This means a lot of us are going to make mistakes all the way to our goals. It's not even just a lot of us, every one of us, me included. Every goal I have, every goal I've ever had. I promise you I didn't lose 100 pounds because like ...

I suffered with weight all my life, and this one day I just woke up, and I was like, "Here we are. We're going to do it. It's perfect." That's a no. Here's what happens. You make mistakes, and then you have an option in that moment. Do I eff my day up? Because I'm beating myself up, and I might as well just eat all the things, do all the things, cash it in. Or is the next best decision waiting on me? For most of us, do you know what the next best decision is after a mistake? Talking to ourself like our friend and not like an a-hole. So many people don't realize that conversation that they have. If you want to like dig in to see, "All right, is this me?" Think about the last time that you made a mistake, or that you overate, or you overspent, or you messed up on your job, whatever it was.

What did you think of yourself in that moment? Because that conversation is the moment of impact. It is the one that makes the decision if you're going to hide from yourself or if you're going to be there

for yourself. Future you also knows there's not any more magic formulas. There's not a single magic formula coming. They know there's just work to do each day. There's things we're going to do to get us closer to our goal. That's it. They're not sitting around thinking about ... looking for shortcuts, or quick fixes or any of that. They're like, "I probably just need to take small steps and value each and every one of them." I am going to teach you about that in the next part of the course.

But it's like, there's no magic, and there's no magic needed. There's only, "I show up each day for myself. That's all I got to do." With consistency and showing up each day, goals are achieved. There's no perfection required. There's nothing required other than me making decisions each day, to do the things I know I need to do, figuring out how to remove the things in my mind that convinced me not to do those. Future you knows that at some point you changed your mind about who you are. You started thinking more about who you wanted to be, versus all the reasons you can't be her or him. Future you knows that. That means that to be the future you now, you have to start thinking about what are the three things the future you thinks about themselves?

This is all in your workbook. What are the three feelings the future you feels after they reach their goal? What are the three things the future you is doing every day? What are they doing? And then you take all of those, and you start brainstorming ways that you can think, feel, and do those things every single day. That starts changing the game in a significant way. All right, so now we're moving on to step two, which is your compelling reason. Compelling reasons help you enjoy becoming who you want to be, rather than thinking, "It's a grind. It is some BS I got to go through until I reach my future self." It's a no. It helps you enjoy the ride. Compelling reasons, they're simply the "why" behind your goal. A lot of times you'll hear things like, "Why do you want to lose weight? Why do you want to get a promotion? Why do you want to start a business?"

They consider the bigger picture of your life, so that everything that you're doing each day, it's easier to make that next best decision. And your whys help you push "pause" when the old you, who wants to take the easy road today and take a break, and all this other stuff, when that version of you and the future you who's like, "No, we want this so bad. We want it more than feeling relief right now." When those two are at a crossroads, your why helps pause you to think about, "What do I really want?" That's the compelling reason's purpose. Here are the keys to your compelling reasons. Number one, a lot of times we think we're going to have this one magic why right? We're like, "Oh my gosh, I just haven't found my deep enough why. Why, why, why." I hear people say it all the time. That's wrong.

You need about 20 of them because you've got to use the right reason at the right time. The best example I have of this is when I was losing weight. I wanted so bad, one of my reasons was to teach my son how to eat healthy. I never wanted him to go through years and years of bullying for his weight like I did. I didn't want him to ever have to go through a lot of the pain that I went through simply because I was overweight. When I was losing weight, one of my strongest reasons was, "I'm going to be an example for my kid." He's not going to grow up the way I grew up. That reason was awesome,

like when it was lunchtime, and when it was in the morning and stuff. But when I would go out on date night with my husband, being a role model for my child, stunk. It was not important.

I was more focused on, "It's margarita time." I had multiple reasons, and so when I would go out on date night, one of the things that really worked for me was, "I really want to be somebody who can enjoy her husband's company and not need a buzz to do it." That really helped me with understanding the relationship I wanted with food and booze and the relationship that I wanted for my goal of losing my weight. You want to look at all kinds of different whys so that you have the right reason at the right time. Then you get to use them in the daily 3-2-1 Power Morning Method. This is important because you want to keep your whys front and center as often as possible. A lot of times we do compelling reason work. We'll write down all the reasons why we want to change our life, why we want to reach our goal. Then we just put it away. Right?

"Well, I did that exercise. I'm shocked and dismayed as to why it's not just springing up into my mind every single moment that I'm tempted." That is not how it works. If you want to remember something, you're going to have to study. That would be like saying, "Well, I listened to this lecture once when I was in eighth grade. I don't know why I failed the test at the end of the semester." We study for a reason. We review things over, and over, and over again, for a reason. We synthesize the material a lot for a reason, so we'll remember it. You want to make sure that you're writing it each and every day so that your brain is learning, "All right, here's why we're wanting to do what we want to do. Here's why we are well equipped." Then your brain is like, "Oh, and this thing today ..." Remember, when I said you're going to write down something you're going to do each day to get you closer to your goal. Guess what happens? That thing that you're doing suddenly has importance, purpose, long term meaning attached to it.

That's an inner mindset motivator. If you're just writing tasks down on a to do list every single day, and you're not telling yourself why those things are important, it's so much easier to blow it off. Because if it don't feel important, guess what, it gets swept under the rug. Then the last part is share it and put it in places you see. We're tying our purpose, we're writing them down every day, we're using the right reason at the right time, and you're going to ... I would highly recommend you tell somebody you know, love, and trust, have that conversation. It's very meaningful for you. It attaches more importance, and do some sticky notes. Put these things in places where you can see them.

I will tell you what I tell my clients all the time. Don't write your sticky notes one time, and put it up in places, and never change them out. Your brain will familiarize yourself with it. It won't see it anymore. You know, like when you live in a house, and your furniture is all arranged, if you move your furniture around, it's like, "Oh, the room looks different." Everything just looks like ... You're just paying attention at such a different level. Then after about a month, it doesn't look so new anymore. It just looks like the way it is. Same thing happens with your compelling reasons. Change the notes out frequently, and it will get into ... Your brain will want to read it, and it'll get on its periphery.

All right, so how do you find your compelling reasons? Number one, you can use something called the 5 "why" technique. It's super simple. Why do you want your goal? And then ask yourself the question five times. If you say, "I want to lose weight." Why? "So I can be an example for my kid. Why is being an example for my kid important?" "Because I want him to feel good in his body." Why is my kid feeling good in his body important to me? "Because it means that I'm being a loving mother." You just keep asking it over and over again. The neat thing is, is you'll either trip over a couple that are like, "Ooh, I didn't even know I was thinking that. I didn't even know that was that important," or you'll just have a lot of good reasons.

Then the last part or the second way that you can do it is you can make a list in a five- minute download. Which means you get out a piece of paper, you set a timer, and for five minutes, you're going to write all the reasons why your goal is important to you. Then you're going to set it aside, and then every morning for two weeks, I want you to add something to it, something different. You will have a nice long list, lots and lots of different reasons why it's important. It will help you feel that determination, more commitment, and will also just give you more compassion for yourself that, "My goal really is important to me." It'll make you rethink on different levels. Here's the third step to getting you goals. The defined goal part. This is where you got to get clarity around the goal.

A clear goal tells you where you're going and it signals you check in for self examination. What does that mean? You're going to set a goal, "I will accomplish blank by blank date." We're going to get really specific here. You'll know that you've done this because, "My bank statement will read this, or the scale will say this, or I've not had a drink in 60 days," whatever it is. You just set the goal, and you come up with something really clear around this is how I know it's been done. The reason why this is important is because you need to know with certainty when you're on and off track. Having a clear goal helps you see that you're making progress, or it helps you see that you're not making progress, and it's the trip wire to examine, "What am I thinking and doing that stopping me? Because that's what I want to correct, that part of my process, so that I can get to where I want to go."

When you combine the power of knowing who you want to be, your compelling reasons that make you think on a bigger scale, and a clearly defined goal, you have the formula for success. This is what it takes to achieve the goals. It's not knowing a process. It's not like finding someone who's going to tell you exactly what to do. This is the best example I have of this. If you've ever tried to lose weight, you have probably started a bajillion diets. You've sought out a meal plan and a calorie range or a workout, you have sought out the "hows" to get it done. It's great at first. You're very motivated. You're going to do it. Some of your BS comes up, you override it. But eventually, you get about three weeks in and it's Wednesday, and your boss wasn't happy with you, it's raining. You get home, the dog has chewed something up, dinner's not made, and the kids are hungry.

In that moment, it does not matter what the plan says, it does not matter what the paper says. What matters in that moment is your mindset. You will either have the mindset in that moment where you understand your goal at such a level, that it is important to you, that you know how your future self

would react in that moment, because you have thought about it, you have wrote about it, you have studied it. And you will have your goal clearly defined, so that you know if ordering pizza, or doing what you said you will do is going to get you closer to it. Every one of us have had goals before and really thought that having a set plan was the absolute path to get there. The problem isn't that we don't have enough steps. The problem is always, what are backing up the steps? Am I going to do it when the shit hits the fan? Am I going to do it when I'm doubting? Am I going to do it no matter what? Who's going to show up in those moments.

That's why you take these three parts, and you craft them on paper, because you're crafting that version of you, who shows up when the mindset needs you most. The only thing between you and your goals is a collection of thinking about who you've been. A lot of us get in our own way because when we want to do something we're like, "Yeah, but I've never done it before." You're like, "Corinne, I've never built a business before. Corinne, I've never lost weight. Corinne, I've never gotten the jobs I wanted." Guess what? Every other person that's a goal achiever, they'd never done it before either. They just didn't use it as an excuse to not go after it. The other thing that's between you and your goals is why you think it's going to be so hard. Allowing yourself to spend lots and lots of time thinking about how hard it's going to be versus thinking about all the ways that you can make it easier. That's a mindset shift. Then what you think you can't do is another obstacle between you and that goal. It's part of this collection of thinking.

You spend a lot of times thinking about all the things you don't know how to do, and that you can't do, versus spending a lot of time thinking, "I'm going to figure it out." I spent years of my life, 30 of them, thinking, "I can't lose weight," thinking, "I'll never have money." I just didn't think I could until the day that I was sitting on my couch, crying my eyes out at the life that I was living. I literally said, "I don't know what I'm going to do, but I'm going to figure it out." From that day on, I have used, "I'm figuring it out," as my mantra and my antidote to, "I can't do it, and here's all my reasons why." It's like, "I'm figuring it out, so let's go." Sometimes we have to understand our mental crap is the biggest obstacle between us and our goals. Nothing else. You solve that piece, goals start becoming easier and easier to knock down.

The question is, are you going to practice using your compelling reasons when it does feel hard? Or are you going to focus on, "I just wish it was easier"? Wishing the process was easier feels so frustrating and defeating, and yet we sit around doing it and wonder why we're not motivated. It's like it is no shock that we're not motivated. If you're spending time thinking more about why it's worth it, than how much you wish it was easier, I promise you motivation lives on the side of why it's worth it. That's where motivation is. Don't be shocked if you're sitting around wishing you were motivated that you can't find it. Then are you willing to step into feeling good, motivated, and future focused every single day? This is a decision, a decision to step into feeling good, a decision to step into motivation. It's a decision to get focused on your future.

Or are you going to spend your days pretending like it's really important that you worry about what might go wrong? "Well, I need to sit around, Corinne, and let me just say, I would be all in on goal stuff, except do you know that I've really screwed up in the past?" Who cares? Let me tell you, I don't care. You know what? I see your future, I see that every single one of you can have what you want. Do you know why? Because I don't see your BS. I don't look at that. I don't even need to know it and you don't either. This is the stuff we need to put to bed. Because I want you to think about where is your brain best utilized, thinking about where you're going, the ways to get there, and how to talk to yourself, or focused on, "Well, before we do all that let's just relive all my failures and think about why I can't do these things." It is useless. If you can argue with me, and convince me that sitting around feeling terrible about your past and all of your screw-ups, like if you can show me how that's helping you, I'll let you keep every ounce of it.

But most people usually tell me like, "Well, it feels really true, but it does suck." Look, if it feels true, and it sucks, it means you need to create a better truth for you that feels better. And that starts with learning how to change your mindset. The other thing is, are you going to allow mistakes and obstacles to be something you solve? Or are they going to be the reason you quit? Every goal achiever hits the mistakes, and hits the obstacles, and doubles down on figuring it out. There's got to be a way. I got to keep applying. Goal dreamers hit mistakes and obstacles and think, "I knew it couldn't happen. It's too good to be true. It's just a dream." They quit because they want to feel better. I want you to hear me when I say this, if you're in the cycle of quitting before you reach your dreams, it is because you talk to yourself like an a-hole after mistakes and obstacles.

You scare yourself that it'll never happen by focusing on all the reasons why it can't. You do a lot of mind drama and when you quit, guess what? You don't have to have all the mind drama anymore because you've quit, and you've given up. But you've also created mind drama around feeling regret that you didn't go after it. You've created a lot of angst and tension of wanting something so bad and yet, not getting there. The relief is temporary. It's not lasting. When you hit mistakes and obstacles, use my phrase, "I'm figuring it out." If you're ready to become unstoppable in the pursuit of your goals, if you are like sitting there thinking, "I can see where mindset is a big deal. This is probably something that I need to work on, because that is the biggest obstacle for me," then you need to join Self Coaching Scholars.

Self Coaching Scholars is where the world's highest-trained coaches—believe me, I'm with them all the time—they're helping you achieve your goals each and every day. Self Coaching Scholars, it's an online coaching program, and it's the only one out there where we take you by the hand, we help you study and understand your mindset at a degree in which you start creating the life you want with less time, less confusion and less overwhelm. Your goals don't have to take more time. You need to cut the time spent worrying, doubting, and fearing you can't have it. That's where Self Coaching Scholars comes in. It helps you become your own best coach to win the game of your goals. Here's what you'll experience in Scholars. The first thing is we've got a lot of proven techniques, and one of which is

called the Model. You will learn the Model where it teaches you how to identify a lot of this current thinking that you have, that is the major obstacle between you and your goal.

It will help you create thinking that takes the stress, the anxiety, the worry, and overwhelm out of the process. You also are going to learn how to create more energy to do the things that you want to do, so that you're getting past a lot of the doubt and fearful things that you think about. We'll teach you how to adopt that future mindset where possibility, and hope, and determination live, versus thinking about your past, what you haven't been able to do, and trying to drag that along for the ride to reaching your goals. We also have a lot of tools that help you build relationships. I think one of the most important things about achieving your goals is really understanding the relationships in your life and the relationship you have with yourself. When you really understand how to surround yourself with the right resources, the right people, identify the lower energy stuff, repair relationships that you often spend a lot of time and energy on, and you don't spend on your goals.

This all helps you create this experience where going for your goals, it's just like it clears the path. That's why I think the relationships work is super important. Then you're going to learn processes where you can get more done in less time. Who does not want to get more done in less time? We really help you cut out a lot of the BS-time spent people-pleasing, overpromising other people, doing things that we don't really want to be doing, being a yes-man, or a yes-girl to every single thing. We help you identify those kinds of things going on, so that you can spend less time there and more time in the life that you want, feeling motivated and in the pursuit of the things that you desire.

Here are just some of the programs that you get inside of Self Coaching Scholars. Number one is just using the Self Coaching Model. This is a life changer and a game changer. This is the thing that's going to be the baseline for showing you, "Hey, if you're not getting what you want, if you're not creating the result you want in your life, here's the thinking that's causing it."

When you adopt this thinking, you can get a better result. It has changed my life. If you're wondering why I'm an eight figure earner, it's the Model, hands down. It helped me see all the things that I was doing to get in my own way. It helped me start empowering myself, to believe in myself, to take risks because I knew I'd always have my own back, and to show up in ways that I never thought possible. We have a whole course on entrepreneurship. I love this program because it really breaks down for all of you who want to be entrepreneurs like me. I use these materials myself. I am a 3-year Scholar. Entrepreneurship really helps you see the basics of starting that business, the mindset behind it, what is it going to take to organize your time and your mind around going after that business. Getting more done. This is a huge one for people because we need to learn how to get more done in less time.

There are Stop Overeating and Stop Overdrinking tools in there. I think these programs are important because a lot of us the reason...We may be able to get to our goal, but sometimes we're getting there at the expense of ourselves. If you find yourself overeating, and you find yourself overdrinking, we have programs in there that help you stop using those as a way to cope with pushing

yourself at a ridiculous level towards your goal. It's like, "Yeah, it's a lot easier to get to my goal if I stay numbed out on food and overeating all the time, but I don't like who I am." That doesn't work. If you're going to achieve your goal you have to love the person that you are when you get there. Stop Overeating, Stop Overdrinking are two programs that really help with that. We also have courses on money mindset. A lot of you are going after goals around businesses, promotions, writing books, all kinds of things.

Money mindset is key. Monday Hour One, favorite program. Just going to tell you right now, my favorite program. I am someone who gets a lot done and people are always amazed. They're like, "How do you do all that you do?" Monday Hour One. I don't waste time. I don't. I follow my schedule. Monday Hour One taught me how to put the right things on my calendar, and to say no to the right things without apology. We have confidence and relationships courses that help you not only build your confidence, but understand how confidence is created. A lot of us think that achieving something is how confidence is created. No, it's that mindset. A lot of people are high achievers, and they feel like a fraud. What is the point in getting your goals, if you don't love it when you get there, if you don't love yourself, if you don't feel proud, if you don't sit in your own awesomeness? And a lot of us don't know how to do that.

The confidence course really helped me be proud of myself. I remember the first year that I made \$2 Million. I went from literally making ... I was working minimum wage jobs, no college education. The first year that I made \$2 Million, I was not proud. I was there, and I was worried. I couldn't keep up. I was setting the next goal. I was always in that worry mindset. I never believed in me. Like I was somebody who could achieve things, but I never could achieve my own approval until I started doing some of this work. Because I'm going to tell you, it's way better to get your goal and to sit there and be filled with amazement at yourself. You don't even have to tell the world, but being able to hear it in your mind every day makes walking this Earth a joy. How do we do it? So we give you the programs, and then you also get coaching. Coaching is a lot of, kind of, a little bit, like what I've been doing with you today. I've been highlighting things that we think, highlighting things that you could be thinking, and talking about processes.

Every single week in Self Coaching Scholars you get Live Group Coaching Calls with Certified Master Certified Coaches. There's Certified Coaches and Master Coaches. I'm a Master Coach. I've been at it for a long time. But we have Live Group Coaching Calls where you come on, on a call just like this. We bring people on screen who have volunteered to get coached, and they present what's going on for them. You get to watch, and learn, and listen, or get coached yourself. All of these things are put into our Private Member Podcast. You do not have to attend Live Group Coaching Calls to get the value and the benefit out of them. You can listen on the go, which I think is really important. You can have what you need playing in your ear at all times. I'm a big believer in listening to self development. I've been doing it for years. I listen to podcasts all the time, and I'm a Scholar, and I listen to calls.

There's rarely a day that goes by where I'm not in the shower, getting dressed, doing something where I don't even get one of my Self Coaching Scholar calls playing in my ear because I want that mindset to be number one going on. You also get a private one-on-one Coaching Call every single week in Scholars. When you join, you will work with one of our Certified Coaches. You get a 20-minute call every single week. Also, topic discussion calls with the Certified Coaches. Let's say that you're like, "Hey, I want to be an entrepreneur, Corinne." Then we have topic-specific calls. There will be calls on things like money. There will be things of a Business Coaching Calls with the Certified Coaches where people are getting coached on their business mindset. Then we also have a neat feature called online written coaching. It's called Ask Coaches, where as you're doing your Scholars' work, you can type in on our website, your questions, and then a coach is going to reply and help you with the answers.

Then here's the process. Everything is self paced. You don't have to go at anybody else's pace but your own. We have that Private Member Podcast so that you can take all of your learning on the go with you. You can do it on demand at any time. We also put the videos inside our program. If you're a video person, we got you covered. If you're an earbuds-on-the-go person, we got you covered. We also have workbooks that are designed for all of your self coaching. Depending on if it's entrepreneurship, money mindset, overdrinking, overeating, whatever it is, we have workbooks designed to take you through those concepts. Every single week, we have live calls for the variety of worksheets so that you can get feedback on what you're doing. When you join, you get access to all of it. It's like Oz. We're opening the doors and everything's in color. You're going to get access to all of it. We're not going to hold anything back from you.

But you'll have it organized in such a way that you can easily go in and find the things that you want to work on. All right, so Self Coaching Scholars is perfect if you are tired of sitting around, reading all the self help books, listening to all the podcasts, doing all the goal setting, and not really getting anywhere. You're now really ready to do the work of real change. You're ready to actually apply that mindset change to your life. Then we're going to give you some bonuses as if you're not getting enough already. You're going to get digital access to all of Brooke Castillo's books. Brooke Castillo is the founder of Scholars. She has this amazing program that is literally ... It is a gift to anyone who's ready to change their life. Her "Self Coaching 101: Use Your Mind, Don't Let It Use You." I love that. Number two is you'll get the book, "What's Possible," on audio. You'll also get her book, "If I'm So Smart, Why Can't I Lose Weight?"

You'll also get The Wisdom from The Life Coach School Podcast. If you're a huge fan of Brooke's podcast, it's an amazing book that has all the wisdom from the podcast collected, and then you'll get her book on "How to Have a Better Life." I want to tell you that success stories are not unicorns. People always ask me, "What does that even mean when you say success stories aren't unicorn?" People like Brooke, myself, all the Master Coaches, all the Certified Coaches who are seeing all kinds of success, our members who are changing their lives, blowing up their businesses, losing their weight, there's nothing special about us. That is not to diminish us in any way. It is actually to show

you that all we did that's different than you is get out of our own way. We learned how to set ... All of us are the same. At some point, we took that mindset that's blocking us and we're like, "I want to set that aside, and I want to adopt a new mindset."

In Scholars, we've got the processes and tools that help you understand your mind because that's where all of your power, it actually resides. All you need is a proven system that's going to help you use your brain to access motivation and commitment on a daily basis. That's it. When you unlock that, you have what you need to succeed. If you joined today, everything that I've told you that you get inside of Scholars, the one-on-one coaching, the programs, the Private Member Podcasts, all of it, that was valued at \$4,997. But because you're here today, and we want you to ...we just want you to change your life. We want to make it a no brainer for you. You can join today, and it's only \$297 per month, and you get to cancel it anytime. I know you're not going to want to though. I'm going to tell you right now, you're going to get in there, and you're going to love how you're feeling. You're going to see your life expanding, you're going to start seeing, "No wonder it's been so hard for me. When I remove these pieces of my thinking, and I start training my brain how to think in a new way, that juice feels good."

It is what we all want. We want confidence. We want ease. We want to drop mental weight that's holding us down everyday, making it feel like we're walking around with a backpack full of bricks on our back. It's only \$297 a month. Like I said, you get to cancel at any time. If you want to join, all you've got to do is type in thelifecoachschool.com/join. You can sign up right now. Just think about this, it's really time for you to start going after your goals. I want you to learn how to be all in on yourself until you reach them. Most of us are only all in as long as it's working, and the moment something's not working, we think that that's the reason to quit. You have to learn the skill of being all in until it works. That means changing your mindset about you, about the process, and about your future.

It's time to prove to yourself that you have what it takes to do what you say you will do. Join Scholars now by going over to the [lifecoachschool.com/join](http://thelifecoachschool.com/join). What I'm going to do now is I'm going to take some questions. You'll notice on the screen, we have a couple of our success stories. Here we have Nikki Hammond, she's a Triple Diamond Scholar, which means she's been in for three years now. She's been here because she loves it. She's like me. She's like, "I'm all in on the juice of feeling better about my life." She said, "When I found the Model," which is one of the programs that you learn, "and started implementing it in my life, things started to change, possibilities started to grow. Within months my husband even started seeing changes in me." Then Arianna, she says, "I feel like I have the secret to life, and I have all the tools I need to keep growing and evolving. I realized the power of my thinking, and I feel so empowered to create the results I want. I'm excited about my future because I know I can do anything."

All right, so let's take some questions. Let me stop sharing the screen. Let's see. "Can you go after two goals at the same time—personal and professional?" Here's my honest opinion on that. If you have not

been really good at finishing your goals, go all in on one and prove to yourself that you can complete it. This is what ends up happening with goal setting, I'll just tell you guys. Whatever you learn with your ... like say you're going to pick professional or personal, the things that you learn on either one of them, the skills you learn apply to the other. Let's say you set a goal, and you learn how to, in the moment, when you don't want to do your work, you learn how to say like, "Yeah, but I'm going to do it anyway." You learn little things. Like, here's a turnaround I use often. In those moments when I don't want to do something I tell myself, "Can I just," and then I give myself like a little something that helps give me momentum.

When you learn those little things along the way to one goal, the next goal becomes a lot easier to accomplish, then the next goal becomes a lot easier to accomplish. I would go all in on one, and I would just ask myself, "Which one is the one that matters most to me?" At the end of the day, if you can't figure it out, here's my surefire tip. Flip a coin. Whatever it lands on, that's the one you do. The thing about it is there's no right or wrong. If both are goals, then both are going to uplevel your life. It doesn't mean the other one has to go like, "Well, I have to be a crapshoot in this other one. It just means that I'm all in on this one, and whatever I'm learning here, I bet will apply over there." Let's see. "How to get out of constant negative thoughts that stop you from attaining your goal?" That's what we teach inside of Scholars. What we teach is that model where we teach you a process for learning how to recognize that thinking, and then learning how to insert what we call like a Thought Ladder, a better level thought. Because a lot of times what people do is like, "I've got all this negative thinking, OK, now I've created some new thinking, I just don't understand why it ain't all changed."

There's a process that goes along there. There's ways that you practice it, there's understanding how the brain works and why it keeps sending old information. A lot of your crap negative thinking is old information that your brain is sending because it's like, 'I've used it in the past, it's allowed you to stop doing something that I think is a threat.' It's just wrong. But it's always going to send it until it unlearns its necessity. When we teach you the Model, and we teach you things like the Confidence Course and stuff, it helps you unwind a lot of that thinking, and it also teaches you, "How do you put this into practice each day? How do you have your negative thinking, plus your new thinking at the same time without being frustrated?" Biggest thing that I watch people do when they're going after goals is they think once they know their goal, and once they understand why, and who they need to be, that all that old thinking is going to just stop. No, it's not.

This is why you need coaching, because those things are not going to stop for a long time. The change becomes in how you respond when it comes up now. That's what coaching helps you do. It helps you find the thoughts you don't know that's tripping you up, and it also helps you go through and have the patience for the process of it. There's a lot of teaching that we do where we teach you how the mind works so that you can quit feeling so broken all the time, or like, "Something's wrong because I think this way." Nothing is wrong with any of you, I promise you that. Let's see. "What if I do my thought work and write down my goals, why I'm equipped, but this insecure voice in the back of my head just won't stop nagging." It's not supposed to stop nagging. The insecure voice is supposed to keep coming

up. The difference between you and future you is future you learned how to hear it, and override it and say something new, and calm yourself down until that voice was no longer needed.

Until you got used to showing up for yourself anyway, despite the voice and applying new thinking to it. It's the difference between you and future ... This is between you now and future you. For awhile, you have future you as an anchor, you have you as today and the way your brain works, and your job is to learn how to unwind the thinking of you today to get you closer and closer and closer to future you. Which means nagging voice, that bitch in the corner, she's going to be around for awhile. She's going to ride shotgun down the highway to your goals with you. You're not going to like, open the door and throw her out a moving car. Not going to happen.

"If my problem is that I don't follow through how can Scholars help? Scholar becomes another to do." No, Scholars is not another to do if that's what you're thinking. Scholars will show you why you're not following through and what you need to change in order to be someone who follows through no matter what. The only reason why you're not following through is your thinking. It has nothing to do with your to do list, it has everything to do with why you don't want to do it. What are you afraid of? What do you think's going to happen if you have to do it? Why do you think it's going to be hard? That's the only reason. Scholars helps you figure that out. We take you by the hand through our courses, through our live coaching and your one-on-one calls to help you spot them and figure out how to stop thinking that way so much, redirect your mind and start thinking in ways that get you closer to who you want to be, a finisher. We'll help you find finisher mindset.

"Can the goal be setting a good example for my kid?" That would be a why for a goal that you're doing. That would be like a compelling reason, Tony. "Was there a chat in the discussion?" No, we're just doing Q&A. "How many months does one join for? Is there a minimum you recommend?" I will tell all of you, I recommend a year of being in Scholars. There's no minimum. We're not going to make you stay a year. There's none of that. But if you're asking for my honest opinion, as a Master Certified Coach, this is what I tell my clients, this is what I preach, this is what I live by. If you want to change your life, this is not a like, "All right, a one and done. I'm going to learn some crap for a month." That's what most people do in life. They want to just find something and they want to quickly go through it and expect amazing results. I would rather you spent like think about, "I want to spend the next year changing my life."

Every single month is important for a different reason, and that's what I'm going to do. Because that's what we do in Scholars is every single month, we tackle a mental construct that's stopping you from your goals, and we teach it, we coach it, and we break it down for you. I will promise all of you, you do a year, your life will look nothing like it does today. I do the work in Scholars. My business has doubled every year. This is the first year that I've cracked eight figures. I want to tell you, when I first came to this work, I was lucky to be making \$30k a year in my business. I don't mean in my pocket. I mean, I was lucky ...And I worked all the time. Scholars has taught me how to organize my life, how to think on

a bigger level, how to quit worrying about what people were thinking and start thinking more about who I wanted to change and affect in this world.

My purpose is bigger. My life is bigger. All of my goals are so much easier to achieve now because I have alignment in who I want to be, why it's important to me. I always set goals that are clearly defined. I promise you, every single thing I taught you today, I do it in my daily life. I do my 3-2-1 Power Method every single day. My whys, why I'm equipped and what I'm going to do, there's always those things on my plan every single day. I'm always thinking about the next version of me. When I want to be a better mother, I think about the future me who has amazing relationship with her son. I do all of this work myself. All right y'all, if you want to join you just need to go to thelifecoachschool.com/join. Thank you so much for coming today, I hope you enjoyed it and I hope to see you in Scholars. I'm a coach there. I love doing the classes, so hopefully I will see you inside. Y'all have a good one. Bye, y'all.