

Lesson 6 - Recap

Getting Clear by Creating Your Ideal Day and Ideal Life

- Bob Buford, in his book *Halftime: Moving from Success to Significance*, writes that at some point in your life, it's important to pause and consider how to make the transition to living your ideal life.
- Buford says that visualizing where you want to be, what you want to be doing, and who you would like to be doing it with are key to living an ideal life.
- Besides planning for next week, you could also think about planning for the next year. A good time to reflect on what you want to do in the next year is during the holiday season between Thanksgiving and Christmas.
- Using either your smartphone or a planner, schedule any big business trips, people you need to see, board meetings you need to lock in, strategic alliances you need to make, and any personal plans, such as family vacations.
- Planning your ideal life is important, but few ever think that far ahead. Most people devote more thought to planning their next vacation than to planning their ideal lives. You'll benefit greatly if you set aside even a short time to visualize what your ideal life would look like.
- Creating a have, do, and be list will be a powerful tool you can use to accomplish your goals. The have refers to the things you want to have in your life. The do refers to things you want to do in your life or that you would feel good about. The be refers to who you would like to be or what you want to be known for.
- A key element in the development of your have, do, and be list is engaging in active daydreaming. This exercise is about manifesting people, events, and things into your life.
- Some of your have, do, and be desires could be very long-term goals. What's important is having things to shoot for as you try to live your ideal life.

Exercises

1. Using the table on the next page, Your Ideal Day, describe what an ideal day would look like.

The point of this exercise is to help you identify the activities that need to be in your day in your ideal day. Once you define the smaller tasks you need to accomplish every day and make working on these tasks a daily habit, you'll see how the power of effective habits helps you progress toward achieving your goals.

Start by describing your ideal day hour by hour. You may want to refer to your Winning Action Plan in Chapter 1 and your Decision Wheels in Chapter 2 before you start writing.

2. Next, define an ideal week. If you had 20 minutes to plan your week on a Sunday afternoon, what would it look like? Twenty minutes of planning on Sunday afternoon will save you several hours during the week. You might have a FEW meeting— plan *food/meals* for the week, organize your *exercise* time, and remember to stay hydrated with *water*.

This would also be a good time to revisit your Life Decision Wheels to make sure you're keeping all the plates spinning during the week. Are you doing something to advance each area of your life this week? Are you making decisions that enable you to keep the plates spinning?

Week of: _____ Food: _____

Exercise: _____ Water: _____

3. After you define your ideal week, it's time to tackle your ideal month.

What are some things you would like to see happen monthly in each area?

4. The period between Thanksgiving and New Year's Day is an excellent time to begin planning for the next year. Write down five big goals or tasks that you want to accomplish in the coming year.

1. _____
2. _____
3. _____
4. _____
5. _____

5. Write an entire page on what the ideal life would look like to you. Describe where you would be and what you would be doing.

6. Here is a list of questions to help you identify your ideal client:

1. Who are your ideal clients?

2. What is the size of their company, net worth, or transaction size?

3. Are they high maintenance?

4. Do they pay their bills?

5. Do they understand the value you bring to the transaction?

6. Can you hit your targeted gross margin or percentage ROI with these clients?

7. Can you grow with them?

8. Can you add value?

9. Can you alleviate their pain?

7. Complete the Life Planning form. What are some things you would love to have, would desire to do, or would love to be?

Your Ideal Day

Time	Your Current Day	Your Ideal Day
6 a.m		
7 a.m		
8 a.m		
9 a.m		
10 a.m		
11 a.m		
12 p.m		
1 p.m		
2 p.m		
3 p.m		
4 p.m		
5 p.m		
6 p.m		
7 p.m		
8 p.m		
9 p.m		
10 p.m		

Life Planning

Have	Do	Be
New convertible	Run half marathon	More appreciative and grateful