



## 10 Life-Changing Habits to Adopt Now!

I'm not Ray Edwards, I'm Chris Brogan, but you're listening to the Ray Edwards Show.

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I was talking to someone about the podcast a few days ago and they asked me, how's it going? Does it give you return on investment? How do you know it's success? How long have you been doing it? I said, 147 weeks and they said wow, how do you know that? It's because I say what episode it is every time we record one and I've done it 147 times now and haven't missed a week.

I'm super excited to tell you that I'm one of the speakers, a track leader at Social Media Marketing World, which is happening in San Diego, California on March 25-27. I have something special for you if you join me through my cleverly disguised affiliate link. If you go to [RayEdwards.com](http://RayEdwards.com) and look on the right hand side of the page you'll see a colorful, tropical looking ad for Social Media World that says See Ray Live with a picture of me. If you click on that and buy a ticket to Social Media Marketing World, you will pay the same price whether you use my link or someone else's but I will get a little commission. I make a little money and I want you to know that.

If you do that and you let me know that you did it and you send me a copy of your receipt, I'll arrange a special dinner for people who took my invitation and came to San Diego through my link. We'll have a special dinner just for us, private where we can get together and get to know one another. So if you want to go to Social Media Marketing World, which in my mind, is the best event of its kind in the industry hands down, no questions asked. Click my link and let me know that you did and we'll have a special dinner together. I would be excited to welcome you to that.

What's today's show all about? I want to present a few scenarios to you.

A young woman has quit smoking, been promoted at work, and run a marathon all in under a year. It totally changed her life. Neurological scans showed that her brain had literally been rewired. She changed her life, she changed her brain.

In another instance, an untested CEO takes over one of America's biggest companies and focused on just one behavior pattern in the whole company, and very soon Alcoa is at the top of the Dow Jones.

Another example, a marketer at Procter & Gamble notices a seemingly insignificant pattern while studying videos of how people make their beds. As a result, the company makes a small shift in advertising and Febreze went from being one of the company's biggest flops to a product that earns them a billion dollars a year.

**What do all three cases have in common?** Well, reporter and best-selling author Charles Duhigg believes that in each case, the success came from a shift in the patterns that shape our very lives – our **habits**. Habits do form your destiny, and we can consciously choose our habits to serve us. That shift – a change in your key habits – can help you transform your relationships, your finances, your health, your business, and your life.

In today's episode, I'll suggest 10 life-changing habits to adopt now, and I'll give you the tools, tactics, and battle plan to help make those habits stick. This is a big one and I'm excited to bring you this episode, because I think it's powerful.

### **Other Reasons to Keep Listening, if that's not enough...**

- You'll discover the best book I know of on the subject of habits, why they are so powerful, and how to change them.
- I'll attempt an answer to the question: "Is it right for Christians to choose to 'upgrade' their peer group in order to be more successful, or is that a selfish, sinful pursuit?"
- You'll get a direct link to the best \$10 training on Omnifocus you'll find anywhere.

I do not get a commission for that but I love this training and I want to share it with you.

That's all coming up in today's episode...

### **Announcements:**

Next week, we'll release the first in a series of free video trainings on how to write powerful sales copy that sells your products and services... without feeling like a sleazy salesperson. You certain can write powerful copy that sells more of your stuff without being salesy and that free video will be the first step in learning how to do it.

Our **Regency Mastermind** round one membership filled up almost instantly. Will there be a round two? Yes. News is coming soon.

We're also working on a plan for a **group mentoring plan for newbies...** I've gotten lots of questions since opening up the regency, because many folks say they want the support but they can't invest that kind of cash and would like to work their way up to that. If that's the case we have something we're cooking up for you, a community that should be affordable for almost anyone. It can help support you in your pursuit of building a business that changes the world. We will unveil our plans in the very near future.

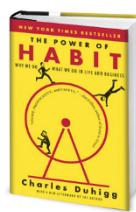
I've decided to open the "**insider only**" invitation to our upcoming event Permission to Prosper, live in San Diego, to podcast listeners and subscribers. After all, I feel you are *insiders also!* There's a link in the show notes. If you go to [RayEdwards.com/147](http://RayEdwards.com/147) you can click the link and register for the conference. Do it quickly because seats are selling out fast.

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### **Tip of the Week**

This week's tip is a book. I already tipped my hand on that. It's called **The Power of Habit**, by Charles Duhigg, who I mentioned earlier. He's a New York Times business reporter and best-selling author. He takes us to the thrilling edge of scientific discoveries that explain why habits exist and how they can be changed.

So read the copy on Duhigg's website. He goes on to describe his book this way:



"Along the way we learn why some people and companies struggle to change, despite years of trying, while others seem to remake themselves overnight. We visit laboratories where neuroscientists explore how habits work and where, exactly, they reside in our brains. We discover how the right habits were crucial to the success of Olympic swimmer Michael Phelps, Starbucks CEO Howard Schultz, and civil-rights hero Martin Luther King, Jr. We go inside Procter & Gamble, Target superstores, Rick Warren's Saddleback Church, NFL locker rooms, and the nation's largest hospitals and see how implementing so-called keystone habits can earn billions and mean the difference between failure and success, life and death."

The argument of the book to quote Duhigg is, "The key to exercising regularly, losing weight, raising exceptional children, becoming more productive, building revolutionary companies and social movements, and achieving success is understanding how habits work."

I recommend this book. There's a link in the show notes, simply go to [RayEdwards.com/147](http://RayEdwards.com/147) and you'll get a direct link to Amazon where you can get the book in either physical form or Kindle. I highly recommend it if you want to work on these habits I'm going to talk about later.

## Omnifocus

I promised I would tell you about a video tutorial on Omnifocus. If you're an Omnifocus user already this is for you. If you're not hang on for 30 seconds and we'll move onto something else. Omnifocus users and people who follow David Allen's GTD will love David Sparks' new [Omnifocus Video Field Guide](#).

This is a cool product. It's an indexed video so it's 2 ½ hours long and all the different subjects that he covers, all the features of Omnifocus and how he uses it. David is an attorney known as Mac Sparky. He runs a website as well called [MacSparky.com](http://MacSparky.com). It's awesome if you're a Mac user, you should visit the website and subscribe to their feed.

David says: "The Omnifocus Video Field Guide is a screencast, not a book. A lot of people have asked me to write a book about Omnifocus but instead I made this 2 ½ hour video that takes you, soup to nuts, through the Omni Group's task manager. The screencast can turn an Omnifocus novice into a task-managing ninja."

It's awesome. I have no invested interest, I don't even know David Sparks. I would like to. If someone knows him and tells him about this awesome plug in the podcast, I would love to get to know him, he's awesome. This video field guide rocks!

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## **Spiritual Foundations - Is it right for Christians to 'upgrade' their peer group in order to be more successful?**

Lately I've talked on the show a lot about being "intentional about your peer group", and as we formed the Regency Mastermind, one of the principles we talked about was that you become the average of the five people you spend the most intentional time with. We talked about how the people you accidentally end up spending the most time with are not necessarily the people who will help you get where you need or want to get in your life. So part of the principle of the Regency Mastermind is that we're helping you seek out relationships with people more successful than you, and eliminating or limiting the access to you that negative people have in your life.

The question has come up from a number of different people who have asked me, is that being selfish or sinful? You're a follower of Jesus Christ and he loved everybody and you're supposed to love everybody, so how can you be so elitist and discriminatory and cut people out of your life and only bring in people who meet certain criteria? That doesn't seem right. I believe that the way those questions are couched in themselves display a misunderstanding of the biblical mandate to love everyone. I believe we are mandated to love everyone, but let's take a look in Proverbs for a few hints about how we apply wisdom to this question of, how do I deal spiritually with upgrading my peer group.

Specifically, even more to the point, the thing that worries people the most is when I talk about eliminating negative people from your life. There comes a time when if a person is a negative influence on your life you need to cut them off, stop being around that person, and that seems harsh to some people. I know there are special circumstances that make it really difficult, like what if you're married to that person? I don't think you should just leave them. I don't think divorce is an option. I know it happens and there are reasons for it to happen, but I think most divorces could be resolved and should not happen. That's my opinion and I'm entitled to it. It's also in the Bible.

*"Whoever walks with the wise becomes wise, but the companion of fools will suffer harm."*  
Proverbs 13:20...

The way I interpret that is that you should choose to walk with the wise so you gain more wisdom and you should not be a companion of fools because you'll come to harm, that's very clear. Now, if I said that without backing it up with scripture I might be stoned. If I started talking about, don't hang around with fools they'll ruin your life.

Psalm 1:1-3... this is one of my favorite passages in scripture. I have many and if you've listened to this show very much you've probably heard me say that a hundred times. They're all my favorites.

*"Blessed is the man who walks not in the counsel of the wicked, nor stands in the way of sinners, nor sits in the seat of scoffers; but his delight is in the law of the Lord, and on his law he meditates day and night..."*

That's pretty strong language isn't it? So we're blessed if we don't sit in the counsel of the wicked. In other words, if we don't take advice from wicked people. If we don't stand around and spend time with sinner. Don't get me wrong, Jesus was known as a friend of sinners. He was with them to minister to them He did not spend all his time with them. He spent a lot of time with just 12 people and He spent even more time with his 3 most intimate companions. He had an inner circle of 3 people, think about that.

*...He is like a tree planted by streams of water that yields its fruit in its season, and its leaf does not wither. In all that he does, he prospers."*

What are we to do with this, because it even sounds like the Bible is saying there are people you just shouldn't hang around? I think you have to take the whole counsel of the word of God and interpret it through the entire picture, everything the Lord has to say about these things. He does say that we're to visit the prisoners, take care of widows and orphans and Jesus was a friend to prostitutes and tax collectors and he spent a certain amount of time with them and he ministered to the masses, but He also had private time with his Father.

He withdrew from the crowds. He also spent time with his 12 disciples and He spent even more time with his three inner circle members... Peter James and John. I think we can take that and model after that and realize that we are to minister to everyone. I have avenues through which I minister to anybody. I don't shun people because of class, income, race or belief or their sexual orientation. I love and minister to anybody, but take very special care and I'm very protective about who I give access to my private time and my heart, just like Jesus did.

So my answer is yes, it is right and it's actually what we're supposed to do to upgrade our peer group, in order to be more successful. To minister to everyone, but to take care to whom we give access to our hearts.

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### **Feature Presentation - Habits**

I'm not talking about the ultra-cool clothes that nuns wear, although those are cool. Remember the Flying Nun from TV? I loved that show it was awesome! If you don't know what I'm talking about you can look it up on Netflix.

Habits are the tiny hinges that swing the big doors of your life – either opening or shutting them.

Our habits control the tiny, incremental behaviors, the little actions that we take every day that shape our lives.

"Sow a thought, reap an action; sow an action, reap a habit; sow a habit, reap a character; sow a character, reap a destiny." – Stephen R. Covey, *The 7 Habits of Highly Effective People*

What I love about that statement by Stephen Covey is that it begins by sowing a thought. So by thinking in a certain way and then deciding to act in a certain way, you reap or you develop a habit. That habit develops character and by sowing into your character you reap a destiny.

It's the small things we do every day that have the big effect down the road. It's not the homerun, out of the park, one time moments of greatness. Those are awesome. I love those. I celebrate them and seek them, but it's the small things we do every day that make the difference.

"You will never change your life until you change something you do daily. The secret of your success is found in your daily routine." – Darren Hardy, *The Compound Effect...* in other words, your habits.

There are lots of good habits to adopt and I could probably list 100 of them, but I don't think you can work on 100 at once. I think you can work on at most a dozen and these are not gigantic habits, we're looking for the small things you can do every day that incrementally, over time, will absolutely transform your life.

In his book, Charles Duhigg talks about keystone habits, habits that when you change that habit they tend to affect every other area of your life. Exercising for many people can be a keystone habit. If you can develop a keystone habit of exercising 30 minutes every day, just getting into vigorous movement every day, it will change your energy level, your ability to pay attention to people, your mental focus, mental clarity, peace of mind. It affects so many other areas, it's a keystone habit.

I have a list of 10 life-changing habits to suggest to you that you might adopt now, that over the course of the coming year could absolutely transformation your life into something so totally

different from what you experience now that you would find it difficult to believe. I'll issue you a challenge at the end of this episode and we'll see if you're willing to take it or not.

## 10 Life-Changing Habits to Adopt Now

### 1. Rituals

I'm not talking about mumbo jumbo, burning candles and wearing robes, although you can do that that's cool. I don't go to a liturgical church, but I know our Catholic brothers and sisters do wear robes and burn candles and so do many other flavors and expressions of the body of Christ on Earth. The rituals I'm talking about are the daily routines. You have them, you have rituals throughout your entire day already, it's just that they aren't usually consciously chosen.

Every morning you have a ritual already, even if you've never thought about it. You get out of bed at a certain time. You get out of bed on a certain side of the bed. There's some certain thing you do first thing when you get out of bed. For some of us it's that we head to the water closet. For others we stumble to the coffee pot and start the coffee, whatever, you know what your ritual, your routine is when you wake up. You can probably sit there right now and think about what you do every morning when you wake up, what's the sequence. You pretty much do the same thing, go to the restroom, start the coffee pot, brush my teeth, shave, shower, shine my shoes, get together my work stuff, find my keys, grab a quick bite of breakfast and head out the door.

I suggest having a consciously chosen ritual at the beginning of your day, the first hour that sets the tone and quality in your mental state to begin the day. It'll change the entire way you do your day. I first heard this term from Tony Robbins, he calls it 'the hour of power'. Give yourself the first hour of the day, the hour of power. I actually like two hours of power but minimum do at least an hour. I used to read books when I was young about a character, a pre-super hero superhero. Before there were a lot of super heroes there was Doc Savage, who was a pulp fiction hero. His books were written by a gentleman named Lester Dent and he was invented before Superman was.

Doc Savage was known as 'the man of bronze'. His name was Clark Savage and he had a fortress of solitude that he retreated to in the arctic. Interesting isn't it because years later there was another hero invented called Clark Kent, who was the man of steel and also had a fortress of solitude. I'll leave you to form your own conclusions about that.

Doc Savage, one of the characteristics of the character in the book is that he spent religiously, two hours every day improving himself, his physical body and mental capacity. What an incredible impression that made on me as a child to think that somebody could do that, that they could spend two hours improving themselves every morning. So I like to have an hour of power, which I get most days, not all days but most, some days it doesn't happen for me. I'd say I'm about 90% on this currently.

I actually developed a one-page infographic cheat sheet called 'the hour of power', which you can get if you click the link in the show notes at [RayEdwards.com/147](http://RayEdwards.com/147). Click the link and you can enter your email address and we'll send you the one-page cheat sheet, which outlines every minute what to do. You can modify it. This is mine but you may have a different way of wanting to do it. This gives you a template, a blueprint on how to structure your own. So I have that ritual that sets the tone for my day.

You might ask what's in my hour of power. Let me give you an idea just in case you haven't already rushed over and downloaded the hour of power infographic, let me share with you what my hour of power consists of. I title the cheat sheet, how to wake up productive, slay your dragons before breakfast and conquer your day before most people get out of bed.

First, it takes a big idea. It just takes intention. Your hour of power will not happen by accident, you have to decide to make it happen. It takes discipline. You can't try to do the hour of power, as Yoda would say, you either do it or you do it not. It takes emotion, you have to get your inner drive to do this by attaching emotional intensity to the desired outcome you have for this hour of power. You have to be connected to what you're doing. I believe you need acceptance. You must accept the things that you are powerless to change.

One of the ways we get caught in a trap is we start thinking about things that we have no power to control, other people's behavior being top of the list. There are other things as well, physical illnesses, current financial challenges, you can change that and your health over time. You can change your relationships with people over time, but there are certain things that today you can't change, so instead of stewing about them just release those things and accept the things you're powerless to change today.

So the hour of power core principles in my case on the cheat sheet you'll get. It has to be the first hour of your day. It has to be every day. You have to make it sacred with no interruptions. It has to be structured with purpose. I go through the entire hour starting at 00 minutes with my recommendation for connecting with God. At five minutes past the hour I'm reading the Bible. I have a certain pattern I use for reading scripture. Currently I'm on a program of reading the Bible every 90 days. My intention is that I will read the Bible four times through in the coming year.

I pray. I do some reading. I do some journaling and talk about what I do in my journaling in the cheat sheet. I meditate. I have a bonus round and I spell this all out about what I do and how you can template your own hour of power in the infographic. Go to [RayEdwards.com/147](http://RayEdwards.com/147) and click the link in the show notes to download your own copy.

By the way if that sounds like a lot and you say, you said small habits, you're already spending an hour to begin your day anyway, I'm just suggesting you do it intentionally, consciously. This doesn't take any extra time, but it makes the time you're already using at the beginning of the day much more powerful to set you up for a better day.

## 2. Gratitude

The attitude of gratitude will change your altitude, how high you go. Did you know it's impossible to be angry when you're in the feeling of being grateful? When you're in the process of expressing and really connecting emotionally and feeling gratitude you can't be angry or depressed. Isn't that interesting? You might say how can I be in a place of gratitude?

How do I do that I don't have anything to be grateful for? Really? You're listening to a podcast on an mp3 player of some kind, which probably means you live in either the U.S., UK, Europe, Australia, possibly Japan/China, you're wealthy compared to the rest of the world. You're probably in the top 1% of income earners in the entire world if you're listening to this podcast. If you're not than you fought hard to get to a point where you could listen to a podcast. You have everything it takes to get there.

But, if you're listening to me right now then you have things to be grateful for. Start with being grateful for the ability to listen to a podcast, whether it's mine or anybody else's. What an amazing technology that you can have access to the great minds of the world and I'm not counting myself in that group, but I have a pretty good mind. I have a few things that can help you, in my opinion. But you have access to anybody through the Internet, be grateful for that. Be grateful that you have ears to hear with, there are people who don't.

This morning what was I grateful for? I was grateful for, I'm thankful to God for another day of life, sight, hearing, walking, talking, freedom to choose what I do, to create value, to get wealth, to sow into the kingdom. I'm grateful for my wife, my son, my home, for clean running water, a car that takes me where I want to go and a warm house. These are just a few things I was grateful for this morning. I bet you have a few things you can be grateful for as well.

Even right now as I expressed all that I just felt that flood of gratitude all over again. It changes you. Get in the habit of asking yourself, what am I grateful for right now? Do it at least once a day.

### 3. Forgiveness

Forgiveness is not an emotion. This is where people get screwed up. When you hold a grudge against somebody, when you don't forgive them. When you are angry with them or you have even a justified anger with another person. Let's say they stole money from you or let's say the person broke into your house and stole stuff from you or that they attacked you physically or that your spouse cheated on you or that your boss is a jerk and fired you. I could make a long list. You probably have people you've been angry with in your life before.

Maybe it was justified. Maybe the thing the person did really hurt you and it was really wrong, and you say how can I feel forgiveness? That's the key distinction, **forgiveness is not a feeling it is a decision**. It is saying to the person and they don't even have to be here or know you've done this, but it's saying I forgive you. I forgive you for what you did.

Let me give you a real life example of my own. There's a person who, years ago, where we had a business dealing and they dealt with me unjustly. I went over and above and way beyond the call of duty and they said horrible lies about me to other people. They were flat out lies. Sometimes you're in a situation and you have a disagreement with someone and they say something and your initial thought is that's wrong that didn't happen, that's not what I did. Then after a while you think about it and think well, I guess I could see maybe how you might see it that way. That's not what I'm talking about.

I'm talking about flat out lies, stuff that was made up that never happened that they told to other people. The fact is that most people didn't believe it but some people probably still to this day scratch their head and wonder if I really did what was said. I was so angry with this person. I realized one day I had to forgive them. There's a prayer that Jesus taught his disciples and part of it goes like this. Forgive us our sins as we forgive those who sin against us... in another place in scripture Peter asks Jesus, how many times do I have to forgive my brother if offends me? Jesus said not seven times but seven times seventy and he wasn't being literal with a number, He was saying you never stop.

Forgiveness is releasing the other person from having to pay a price for what they did to you, even if it was totally their fault, they were totally in the wrong and it was completely unjust. You are totally justified in holding your grudge. When you hold someone in unforgiveness you hold two people in prison, them and yourself, because now they occupy this space in your heart with

anger and hatred and it's poison that fills you up. So practice the habit of forgiveness and again this may not seem small.

It goes like this. In the instance of the person who offended me, let's just say that their name was Tom Thumb, so one day I said to God, I want you to know I forgive Tom Thumb. I forgive Tom Thumb for everything he did to me, everything he said. I totally release him from owning any price to be paid for that. Not only that God, but I ask that you would bless Tom Thumb in the very area that he offended me, in the very area where he hurt me I ask that you would bless him and I totally release him and forgive him. You let them off the hook, because you're not just letting them off the hook. Anger is a hook. Taking offense at people is a hook, a trap.

In fact, in the New Testament there's a word that keeps coming up a lot that is about being offended. For instance, one example is John the Baptist was Jesus' campaign manager. He went around before Jesus launched his ministry on earth... whether you believe in Jesus or not this is a good historical story that illustrates the point... He went around saying I'm crying in the wilderness making way for the one who's coming. He's the one who's going to save you. I'm not even worthy to tie his shoes. John knew He's the one. So Jesus starts his ministry and becomes enormously popular, like more popular than Joel Osteen and meanwhile John is thrown in prison and is going to have his head cut off.

John sends some of his disciples to Jesus and they say our boss, John the Baptist your cousin, He's just wondering are you the one or did he make a mistake? Jesus said something very interesting, He said you just tell John what you've seen. The blind see. The deaf hear. The lame walk. He was explaining He had fulfilled the prophecies. He said blessed is he who does not take offense in me. That word, the Greek word for offense in that sentence is called 'scandalon', which literally means a trap.

So being offended and unforgiving is a trap and both of you get caught in. I promise you that practicing forgiveness releases you from so much anger and bitterness that otherwise eats you alive. You won't believe the freedom you gain. So you might say, I forgive the person but I don't feel it. I can say the words you said Ray but I don't feel it and that's okay, just keeping saying it, until one day I promise you what will happen is you will realize, I have totally forgiven him. I have no desire for them to be harmed for what they did to me. I even hope they're blessed.

I'm so sorry for whatever what happening to them in their life at that time that caused them to offend me. I'm so glad that I forgave them. That's how you will feel. It frees you. It only takes a few seconds. Simply think of the person you're angry with and even under your breath, say I forgive you. I let you off the hook. You owe me nothing. I bless you. That's all it takes and they do not have to hear you. Maybe, like with Tom Thumb, the relationship is such that I still could not have a conversation with them because they're so messed up, angry and have problems. If I called up and said hey Tom Thumb I forgive you. That would start a whole new mess. They don't have to even know you've forgiven them.

Forgiveness is not something that they do. It doesn't involve them it's something you do. It's a decision that you make. You have to keep doing it over and over again it's not a one-time thing, but eventually you'll be free from it.

#### 4. Exercise

This is the one that will get a lot of people caught up. This is why you need to get Charles Duhigg's book, because he really reinforces how you change these habits and make them stick. Exercise every day, at least 30 minutes of vigorous exercise, be it walking, running, going to the

gym. I go to the gym every day with my son Sean. It's very intense, but you don't have to do that you can walk briskly for 30 minutes, don't lollygag. Your respiration and heartbeat needs to rise. You need to develop a little sweat on your forehead. Thirty minutes will totally change your outlook on life, especially if you tend to get into a funk every now and then.

The quickest way to get out of one is to exercise for 30 minutes. Make it a habit. How do you do that? Trick yourself. Set yourself up. For me, I have my workout clothes, heart rate monitor, everything I need to work out. I put those on the minute I make my bed in the morning. Then I do my hour of power in my workout clothes, so when it's time to hit the gym all I have to do is grab my keys and head out the door I'm ready to go. I saw a poster that said, put on your workout clothes first and then decide if you're going to work out.

## 5. Food

I don't want to turn this into a nutrition lecture. You don't need or want that and you don't want to hear it. I'll just tell you the stuff you put in your body affects your brain. It affects the way you think, the way you see, your emotions and eventually it affects your physical health. The problem is that we don't see that happen immediately, like if I eat 5 donuts right now I don't really see a bad effect. They taste great. I loved it and it felt good so what's wrong with it? But if I eat one donut a day over the course of the next year it adds pounds of fat to my body over time.

It's a habit, an incremental change over time that can either serve you or destroy you. I would say this, if you only make a couple changes in what you eat, do this, drink no calories only water, coffee or tea and only eat real food. If it comes in a box or a bag or a can don't eat it. If you follow those two rules you'll revolutionize the way you feel and eventually the way you look.

## 6. Responsibility

Take responsibility for your own life. You might say I do, I'm a very responsible person. Let me ask you a question. Do you ever find yourself saying things like... I can't believe what that person did to me? I can't believe what happened at work or the taxes in this country are so bad they make it so hard for me. I can't get ahead, the man's always got his foot on your neck. Do you find yourself ever complaining about how you're the victim of other people's actions? Whether they're individuals, governments, retailers, bosses or clients, than you aren't taking responsibility. Own your own life.

You can't control what other people do and you can't control what happens to you. You can control your response. That is responsibility. Take ownership. If I'm going to have a good attitude about life, if I'm going to be happy it's up to me to decide and do that it's not up to other people.

## 7. Journal

I can hear the groans right now, I hate journaling. The last thing I want to do Ray is get a pen and a notebook and write down about life and how I feel about it every day. I'm not talking about that I'm simply talking about answering a few simple questions in your journal every day. This can take 5 minutes, in fact there's a great product I heard about through Tim Ferriss called **5 Minute Journal**. He mentioned it in his podcast a few weeks ago, so if you try to buy it at Amazon it's all sold out, but you can get the app for your Android or iPhone. It takes 5 minutes to answer the questions, it's not difficult to do.

There's no need to write an essay just answer questions. Some of the questions I have in my journal every day are... what did I read today? What did I learn from what I read today? What did

God say to me today? I'm sure some of you are pausing here and asking what, Ray thinks God talks to him? He talks to everyone, start listening you might be surprised what you hear. Maybe that question isn't for you right now. You might also write, what is the most difficult thing I must do today and what's the soonest I can get that thing done? Write it down.

What are three things I'm grateful for today?

What are three great things that have happened to me so far today?

Simple questions, quick answers, that's journaling. It pays off. It clarifies and crystalizes your thinking. It focuses you on things like gratitude, forgiveness, intentional behavior, etc. it's powerful.

## 8. Generosity

This is a habit. Develop a habit of being generous, at least once a day. What does generosity look like? Does it mean giving people money? Maybe, maybe not. I like to try different things. I like to try random acts of generosity. A couple days ago I was at Starbucks in the drive through line ordering an Americano. I looked at the car behind me, there was a family in the car and they looked kind of busy, hectic, stressed and freaked out, so I said to the young lady at the window I'd like to pay for the coffee of the people in the car behind me. Her eyes got big and she said they spent like \$15 on coffee, are you sure? I said yes.

I bought their coffee and left and I don't do that all the time and I'm not telling you that to say how fabulous I am, and maybe you can't afford \$15 right now or maybe to you \$15 doesn't seem very generous and you wonder why I'm such a skin flint, why didn't I buy for the next 10 people? Whatever, it was an act of generosity where I just decided I'm going to be generous and do this. When I tip at a restaurant I always over tip, even if the service was bad.

I experienced generosity a couple days ago when I was in line at Trader Joe's and all I had was two items in my hands. The lines were long and there were 4-5 people ahead of me in line, a lady in front of me was very frustrated at how long it was taking. And because the checkout person was chatty, you know how that is, you're in a hurry, there's a big line and people have big baskets full of stuff and the checkout person wants to chat. It's pleasant but if you're in a hurry it can drive you crazy and that's what it was doing to the lady in front of me.

She was huffing, puffing, rolling her eyes and was severely agitated. I was chilling. We got to the checkout and the lady in front of me, suddenly turns around, looks at me and says would you like to go in front of me, you only have 2 items? I thought how generous and I said, thank you yes, that's very generous of you. She smiled and her whole demeanor changed. I saw the power of generosity. It made me feel good but it made her feel better than it did me. So be generous at least once a day. It can be small, like letting someone go in front of you in line if you don't have money to give. Hold the door for someone, whatever you can muster up. It changes you.

I believe it teaches us on a deep internal level there's enough. There's enough of everything to go around. There's enough care, love, money, time and kindness in the world that I don't have to hoard any of it. I can give it away and it'll come back to me. It teaches us not to live in scarcity, so practice generosity.

## 9. Over deliver

Always do more than people expect. I don't actively seek out clients anymore as a copywriter. I have clients I work with in other capacities but I don't seek out copywriting clients, but sometimes

they seek me out. If the pay is good enough and the subject matter is interesting enough I'll take the deal. I'm working on something for a client right now and I'm going to over deliver. They don't know that, because I agreed to a very minimal set of criteria for what I would do for them, but I'll blow their mind with what I deliver to them.

I love the feeling I get from that, because I know what they're expecting. They're expecting that they paid a lot and I'll do a good job and it'll be delivered just on time and just good enough, because that's what we're used to when we're working with competent people with a good reputation. What they're not going to be expecting is what I'm going to deliver to them, the extras that I'm including, and the extra effort I'm going to, the different versions... I'm so excited about over delivering for these people.

The way you feel when you over deliver makes you powerful. There's a payoff. It makes you feel fantastic, but there's a practical payoff because people begin to learn, that guy or that lady always over delivers. You'll be blown away when you work with them. You don't have to do a lot of marketing for yourself when you over deliver consistently.

## 10. Notes

Write at least one handwritten note every day. This is hard for many people. It's hard for me, but I set a goal, one that I set for 2015 is that in 2015 I will write 365 handwritten notes before the end of the year, which is ultimately one per day. I plan to over deliver, but that's my minimum goal. I'm on track and actually ahead of schedule right now.

Why handwritten notes? Why not use a service like Send Out Cards, where they have your handwriting font or a card that's generated by your computer, an email or e-card? It's because handwritten notes are the choice of champions, because nobody does it. When I get a handwritten note from someone I know a couple things. First of all, they really thought about me. I was important enough to them for them to take the time to write me the note and they actually wrote it with their own hand. It's powerful and has meaning to me. It makes an impression. I feel more connected to that person.

I'm not saying I feel bad if I get a card from Send Out Cards or some service like that. I love that anybody would send me anything. I'm grateful that anybody would send me any kind of message, even an email, even one of those jib-jab cartoons I love those too. But a handwritten note to me is even more impressive than a phone call, which is also pretty impressive. Trust me, write handwritten notes, it makes a powerful impression. You might say what do I write? You could write just what you appreciate about that person. You might not know what you appreciate about that person, but if you did know what would it be? I appreciate how cheerful they always are.

That's great, write them a note and say Dear Bob, I was just thinking of you and wanted to drop you a note to tell you how much I appreciate how you're cheerful every time I see you. Thanks for being such a great influence in the world. It can be as simple as that. It will blow people away and even if it doesn't, even if they look at it and throw it in the garbage it'll blow the next person away. More importantly, it's you making an investment in other people that shows that you care and it's powerful.

This kind of thing is one of my weak areas, frankly. Remembering to call people, send cards and things like that that's an area where I'm not super strong. In fact, I had set my goals using Michael Hyatt's goal setting program, his 5 days to your best year ever program which I hope you've gotten and used as well. I set my goals and then I was reading Dave Ramsey's book 'The Legacy'

Journey'. He talks about goal setting in his book. Dave wrote about the 7 areas of setting goals that he learned from Zig Ziglar and one of those areas was social goals.

He talked about how he had to set goals for personal interaction with people otherwise he would never talk to anybody he would just work all the time. I realized that's me, I'm like that I need to set some goal goals, so I did and one of the social goals I set was to write 365 handwritten notes in the next year. It's not a small thing for me, I have to discipline myself to do it, but it's a habit I'm adopting now.

So those are the 10 life-changing habits that I suggest to you that if you adopt these habits now they will dramatically overhaul and transform your life in the coming year.

Now, the next question is, if you've been thinking about this as we've gone along. How in the world do I make myself do this? How do I keep track of and keep these habits up? I use an app called the **Habit List app** to track my daily habit practice. The habits I want to practice every day are in this app and it shows up. I have a list for the day that has all the habits that I need to practice today and as I practice them I click them off one by one.

It shows me what kind of streak I'm on, like 7 of the last 10 days you did this habit. You missed 3 days. It's a great way to keep track and keep myself accountable. Did I have my hour of power? Did I practice forgiveness? Did I practice gratitude? Did I exercise and eat good food? Did I take responsibility today? I got upset and blamed that guy for that thing, can't check that off although I forgive that guy and release him. What's the next action step I can take to fix that situation? Okay I took responsibility. Did I journal?

Keep track of and let yourself be held accountable. Another app that people like to use is the **lift app** that lets you list the habits you like to practice every day and enlists the aid of your friends and lets them know whether or not you completed the stuff you said you were going to do. That's a good choice. I stopped using that app because I found other people to be inconsistent in checking up on me, so it lost its effect.

One thing you might want to consider practicing is getting an accountability partner. Talk to them once a day. It's a bit of a commitment and I'm not currently doing it, although I am considering doing it. I have to find the right person. This call needs to last no more than 5 minutes. It's not a chit-chat catch up call it's 5 minutes. I would do it early in the morning. Hello, good morning. Here's my 10 habits I was supposed to practice yesterday... I practiced them all. How about you? The other person lists off their habits and whether they did or didn't practice.

The rule I like is one I learned from Jack Canfield and that is you don't tell a story. If you didn't practice a habit then own up to it and say I didn't eat right yesterday, I'm going to pay special attention to that tomorrow. Don't make excuses, you either did or didn't. That daily check in call is powerful. I did it for a while and the person I was doing it with became unreliable and I never found another accountability partner to do that with. If you will find someone to stick with you and be your accountability buddy and you can do that one daily phone call for no more than 5 minutes that can be powerful.

So you can do this or use the habit list or do both, which is what I intend to do. So these are the 10 life-changing habits to adopt now.

1. Rituals
2. Gratitude
3. Forgiveness

4. Exercise
  5. Food
  6. Responsibility
  7. Journal
  8. Generosity
  9. Over deliver
  10. Notes
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## **What to Do Now**

### **Resources**

I mentioned several resources during the show, the habit list app, permission to prosper conference, the book by Charles Duhigg, the book by Stephen Covey, the Daren Hardy book and the Omnifocus video field guide by Mac Sparky, David Sparks. It's only \$10 by the way. You could buy it just to figure out if you want Omnifocus or not.

There are links to all these resources in the show notes at [RayEdwards.com/147](http://RayEdwards.com/147). Plus, there's a link to my hour of power cheat sheet. It's high resolution. You can print it out and stick it on the wall.

If you'd like to spread the word about the show, the best thing you can do is subscribe to the show in iTunes and give us a rating and review. I'd love a 5 star rating, but be honest. When you do that it helps with our rankings and it helps more people find out about the show. We'll talk about you. We'll thank you for your ratings or review, so put your name in the review so we know who you are.

We'll be back again next week with another podcast. Until then I pray that God will continue to bless you that He will do more for you than you can ask or even possibly imagine.

Remember, transcripts of the show are available with each episode, courtesy of our friends at [SuccessTranscripts.com](http://SuccessTranscripts.com), a great solution if you need your podcast, sermon, speech, workshop, book or other audio/video transcribed into text.

God bless.