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TARGET PRACTICE

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# THE 9 STEP PLAN

TO CREATING BULLETPROOF HABITS



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**SHARPEN SKILLS. GAIN CONFIDENCE. WIN.**

# TARGET PRACTICE

**Welcome, and congratulations for making the decision to take your life to the next level through HABIT...The one thing that top performers in EVERY category use to create consistent, dominant results in all aspects of their life.**

## **This is who this e-book was created for:**

- You're someone whose performance (in one area or another) is usually hot or cold. ...Inconsistent.
- You want to DOMINATE life and business, on a consistent basis.
- You want the type of skill that is going to earn you more money, more opportunities, better relationships and better health.
- You know that there is more you could be doing to be better in your personal and business life.
- You want a proven system that is simple and easy to commit to that will give you small improvements over time, that will lead to big breakthroughs in your life, business, job and relationships!

These are some examples of areas that this system can be applied to:

<b>RELATIONSHIPS</b>	<b>WORK</b>	<b>PARENTING</b>	<b>HEALTH &amp; FITNESS</b>
<ul style="list-style-type: none"><li>• better communication</li><li>• increased trust</li><li>• more fulfilling friendships</li></ul>	<ul style="list-style-type: none"><li>• increased sales</li><li>• promotions</li><li>• job raises</li><li>• more energy</li></ul>	<ul style="list-style-type: none"><li>• communicating w/ children better</li><li>• spending quality time</li></ul>	<ul style="list-style-type: none"><li>• exercising</li><li>• eating right</li><li>• better choices at lunch</li><li>• breaking workout records</li></ul>

## **HOW TO USE THIS GUIDE**

- Spend 10 minutes reading through each step, to familiarize yourself with the process.
- Print pages 10-13. These pages are for steps 2, 3 and the actual charts to track your new habits (step 6).
- Set aside at least 20-30 minutes for this exercise.

Please feel free to contact me personally with any questions!

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# TARGET PRACTICE

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## STEP 1: SELL YOURSELF ON THE BENEFITS OF HABITS

Before you implement your system, it's absolutely necessary for you to understand, intellectually and emotionally, why it is absolutely CRUCIAL for you to develop and master the right habits.

Habits will be the backbone to your success, so in order to make your progress sustainable, you've got to adapt some new beliefs about your habits.

### **THE NEW G (Greatness) CODE**

Here are some new beliefs that will guide you in your pursuit of greatness through habits. Think of these as some new "files" you will install in your mind, that will override the old and tired beliefs.

1. Most of what I do is habit, even the things that don't serve me well. The highly successful change their habits at will, to make sure they are the habits that make them better.
2. I'm fully committed to being successful, and for me that means a commitment to getting better everyday. I do this through HABIT.
3. Doing things for the sake of doing them is not enough....I must do them, and do them well. Being thorough is a part of who I am.
4. I believe that I can be great at anything I decide to, as long as I practice with enough diligence, persistence and focus.
5. I am committed to becoming the best version of myself, and the habits I will choose play a vital role in that.
6. Repetition is the mother of skill. Doing the basic and fundamentals on a daily basis is what makes the highly successful GREAT.
7. Getting better is enjoyable, even when the task may seem boring.
8. Any result I am after is achievable. It will take focus, awareness & incredible amounts of persistence and passion.
9. The skill of creating bulletproof habits will be the most important skill I have. From there I can develop any skill, any pattern of thought, and any result I want.
10. Whatever it is I want to achieve will be up to ME, and no one else. I take 100% responsibility for my journey and ultimate success or failure.
11. The only way I can fail is if I fail to TAKE ACTION, EVALUATE & READJUST.

# 2

## STEP 2: IDENTIFY THE NEW HABITS

Here's where you will brainstorm a few ideas on what habits to start. **Here's a list of questions to ask that will give yourself some good ideas:**

- What are some skills that I could improve on, that would make a sizable impact on my relationships, my career, my health, etc?
- What do I wish I was good at?
- What habits have I been wanting and knowing I should start, but haven't?
- What are some incredibly easy things I could do everyday, but I've been making them seem hard?
- What do the people I admire (the ones who have the results I want) do everyday?
- **Fill out the worksheet on pages 10 & 11 to find out your goals & dreams, and what habits will get you there.**

Now, pick 2-4 new habits to start. **Write down the habits you chose on your Game Plan Worksheet you printed out on pg. 12.**

**Here are some examples of bad ways to use this system, and some examples of good ways: :**

BAD EXAMPLE	GOOD EXAMPLE
Run 2 miles everyday to work	Go on a 1/2 mile walk at work on lunch
Do 30 mins of yoga every night before bed	Stretch for 5 minutes after brushing teeth
Make 20 sales calls at lunch	Make 2 more sales calls at lunch
Get my wife flowers every week (commendable)	Send my wife a sweet text as soon as I get to work everyday
Start conversations with every person who says hi	Ask the checkout lady how she's doing each time I check out
Play video games with my sons everyday	Read my sons a short book at bedtime
Never eat ice cream and eliminate potato chips	Eliminate those foods for 6 days, have a cheat day on Sunday

# 3

## STEP 3: FIND OUT YOUR “WHY”

It is now your job to get very clear about WHY it's important to start these habits.

Your WHY will be your motivation on the days when you don't feel like doing it, and will give you some new ideas for how to motivate yourself as well.

Your WHY needs to be compelling for YOU...not everyone else. If your why doesn't move you, then you need to keep searching!

**Here are a list of questions to ask yourself that will prompt you to discover your driving force to get better:**

- What's in it for me?
- What's my ultimate goal or dream?
- How will these habits get me there?
- What benefit will I get from doing these everyday?
- How will I feel when I get really good at this skill?
- What is possible if I get better and better, every single day?
- What will this do for my relationships?
- What happens if I never start these habits?
- What will I miss out on?
- How will I feel about myself?

Think about what REALLY drives you to get better in these areas. If you can't figure out why, then find some new habits, or do some research. Understand how your habits will benefit you. Whatever it is, it needs to be strong and compelling. Maybe it's to get closer with your kids...To buy yourself a new car...to lose that weight so you can feel comfortable in a swimsuit again.....It doesn't matter what it is, it only needs to matter to YOU.

**Examples of compelling Why's:**

- This will help me earn more money at my job so I can put a down payment on my new home.
- This will bring my wife and I closer together and she'll no longer question me every time I'm on my phone.
- My kids will finally listen to me and respect me, and that will bring me peace of mind.
- I'll be able to finally quit my job and start that business I've been dreaming about!

# 4

## STEP 4: SET UP YOUR REWARDS SYSTEM

Setting up a rewards system is a **CRUCIAL** step in making these habits stick, because it is what will make you link pleasure to doing these habits. When your brain feels it is getting rewarded for doing something, it will make sure to get it done. So your rewards system will make doing your habits fun and rewarding, and will lead to making these tasks easier and more enjoyable.

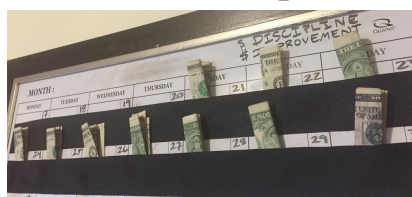
**The reward system is JUST AS IMPORTANT AS THE HABIT. It's not necessarily about the actual value of your reward. Heck, you can even use monopoly money if you would like. What's important is to actually feel proud and accomplished after completing it, no matter what you give yourself for it. A sincere "great job man!" would be just as effective as a 5\$ dollar bill.**

**Here are some guidelines for choosing the right reward system:**

- Pick a reward that you actually enjoy/like.
- Talk to your family/friends about rewarding you for committing to these habits. Explain to them why they are important to your success, and what it will mean to them when you change your habits.
- Make it easy to duplicate.
- Stock up on whatever it is, so you don't run short.
- Make the rewards and progress visible. Pick a place like the kitchen or next to their bed.
- Simply voicing to yourself, in your head or out loud, "good job" is effective enough. Just make sure you congratulate yourself each time you complete it.

**Examples of rewards:**

- An expensive dinner at the end of the week for 100% completion.
- A ticket or voucher for each day completed, and you can cash those out for a reward at the end of each week or month.
- New shoes or accessories for 100% completion.



# 5

## STEP 5: PICK THE RIGHT TIME

- Pick a consistent time to perform your new habits.
- Pick times that can serve as an “anchor” to your new habits, time that are sure to happen everyday (or at least 5/7 days). Examples would be after dinner, after brushing teeth, before breakfast, right after lunch, etc.

# 6

## STEP 6: TRACK ALL PROGRESS

Track all progress, immediately after completing. Go to page \_\_\_\_ to print out a chart template you can use to tally up the score. Seeing the progress, even just check boxes on a chart, does a lot to build confidence and momentum. It also serves as a reminder...No one likes to see empty boxes!

# 7

## STEP 7: REMOVE BARRIERS

- It's really important to make doing your new habits as easy as possible.
- We call this “pre-loading the work”. You set yourself up for success by making things easier to start and continue.

### **Examples of Removing Barriers**

- Set out equipment at night (If tasks are to be done in morning).
- Put charts in visible places, like the fridge or next to light switch.
- Put reminders on your phones, or on notes in your bedroom.

# 8

## STEP 8: MAKE IT AN EVENT

Another effective way to link pleasure to new habits is to make an event out of doing them, in a fun and creative way. When it's time to do your habits, throw on some of your favorite music, or bring in others on the action. You can even make it a competition.



## STEP 8: CELEBRATE.....OFTEN!

Find any and every way to celebrate and reward your effort, even in the smallest ways. This builds confidence and a sense of accomplishment, and continues to strengthen the positive relationship between them and their habits.

### **Here is a list of practical ways you can celebrate and reward your efforts:**

- Look yourself in the mirror, and talk to yourself...Tell yourself how proud you are of your good work! Make a habit of this, and I promise you will see the change in how you feel & perform, on a delay basis.
- Tell other friends and family of your commitment and hard work...don't be afraid to brag!
- Write in your journal daily, and notice the small improvements you are making. If you can do more push ups...you're getting along better with your wife... You made \$1,000 in sales this month....Take note, and track those wins! Each one counts. Small wins lead to big wins. Make it easy for yourself to win, daily.







# THE GAME PLAN

## NEW HABITS: Brainstorm

Which habits will reach you towards your goals and ultimate vision?

## NOW PICK THE 2-4 YOU WILL COMMIT TO:

1

2

3

4

## MY WHY

Why are these important?

What will I gain?

How will I feel when I am a master of these skills?

## REWARD SYSTEM

## TIME BLOCKS

## BARRIERS TO REMOVE & KEEP AWAY

## WAYS I WILL CELEBRATE MY SUCCESS