

Next Level Coaching Tools Session 5 – Summary

Benefits of this tool

- Design your habits right, the first time, so you get maximum benefit and maximum impact from your habits
- Reduce your need for willpower during your day by turning your most important activities into a well-designed habit
- Reduce stress and anxiety and increase effectiveness and productivity

Main Content

- Stephen Covey talks about “Begin with the end in mind.” And Roy Williams says, “We only do things in reality we have seen ourselves doing inside our minds first.” So, by visualizing and designing your habits in detail, your habits will become exponentially more powerful. And you are much more likely to sustain a habit that you consciously visualize and design.
- Habit gravity can pull you back into your old habitual patterns. In order to avoid that, you want to consciously design powerful habits, and use your willpower to make those new habits automatic over the course of 30 days.
- Jim Lehrer and Tony Schwartz say it takes about 30 days to establish a new habit. And you only want to do one new habit at a time. A lot of high-achievers make the mistake of trying to change too many habits at once. Remember, we want to build each stair of the staircase deliberately. And trying to jump up too many stairs and once can cause you to fall back down where you started.
- Trust yourself that you can build one new habit each month, and by consciously designing your habits they will add tremendous value and reduce a lot of stress in your life. Trust that one habit every month will get you great results, and be patient with the process.

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Exercise

- Take out “The Habit Designer” exercise. You can print it or do it on your computer.
- One of the secrets of building a habit is to design it in detail. Start by identifying what you will need to do to create an environment where you'll be able to do your habits successfully, what you'll need to add and what you'll need to remove.
- Next, write down the steps of the habit that you'll be practicing.
- Finally, identify what steps you'll need to take to make sure you actually do your habit every day. It might be adding accountability or making a public commitment. But make sure you complete this step so that you actually do it!
- Question 1: What can I do to create the environment where I'll be able to successfully do my habit?
- Question 2: What are the specific action steps of the new habit I am building? (Write in as much detail as possible. Specificity and clarity is power).
- Question 3: What can I put in place to make sure I do my new habit - accountability or public commitment? What can I do to make my new habit inevitable?

When working with clients:

- When doing this exercise with your clients, encourage your client to be as specific and concrete as possible. Saying “I want to exercise every day” is not specific. What we are looking for with this exercise is, “At 8 am every day I am going to go to the gym and exercise for 45 minutes doing weight training and cardio.”
- Do you see how much more powerful the specific answer is? And can you see how much more likely your client is to follow the specific habit that has been described and designed in detail?

Resources

- The Power of Full Engagement, by Jim Lehrer and Tony Schwartz