



Creating Long-term Change With Kirk Miller



Intention

- Greater understanding of yourself
- Think, speak, move better
- Manage expectations
- Remove limitations
- Create more awareness
- Live with emotional and physical consistency

“I am not here to fix you. I am here to provide more tools to help you become the person you’ve always been capable of”

STEP 1 – TRULY UNDERSTAND YOU

UNDERSTAND YOUR TRUE MOTIVATION

Motivation = What is your motive for action



WHY DO YOU DO WHAT YOU DO?

Why do you say you will do some things and follow through?

Why do you say you will do some things and never do it?

STEP 1 – TRULY UNDERSTAND YOU (CONT.)

SHORT TERM and in the **MOMENT**, every **DECISION** you make is driven by what you are **FOCUSING** and the **STATE** you are in.

There are 3 different types of **PATTERNS** that shape our **DECISIONS** and the **MEANING** we place on things in the moment.

STEP 1 – TRULY UNDERSTAND YOU (CONT.)

1. Patterns of PHYSIOLOGY

How you use your physical body such as breath, posture, speed of movement (energy), facial expressions, tonality (voice), tempo (voice) etc.

2. Patterns of FOCUS

Whatever you focus on, you feel. Consistent FOCUS = Consistent FEELINGS

STEP 1 – TRULY UNDERSTAND YOU (CONT.)

3. Patterns of LANGUAGE/MEANING

As soon as we put words to an experience, it changes the MEANING of our experiences.

Examples:

"This is a great opportunity to improve" ***instead of*** "I am not good enough" ***or*** "I can't do this"

"This is hard, but totally worth it" ***instead of*** "I hate doing this"

STEP 1 – TRULY UNDERSTAND YOU (CONT.)

Quick Takeaways

- To take better **ACTIONS** in any moment and **DO WHAT YOU SAID YOU WOULD DO** more... It's essential you control these 3 things that influence your **STATE**
- Ask yourself better questions, this re-directs your **FOCUS**
- **MUST = CHANGE BODY** 1st (changes mood, energy)

TIP: Identify the state you are in when working at your best

STEP 1 – TRULY UNDERSTAND YOU (CONT.)

Which is great but we want to MASTER THE GAME LONG-TERM

MUST → Get clear on WHO we are,
what we really WANT, VALUE and NEED

MUST → Understand what is INFLUENCING
you and how you are currently conditioned
to think, feel and perform!

STEP 1 – TRULY UNDERSTAND YOU (CONT.)

“WHAT DOES YOUR IDEAL WORLD AND LIFE LOOK LIKE”

LC = Life Conditions (How you live + **ACTIONS**)

BP = Blueprint (Perception of how life should be + **EXPECTATIONS**)

In any are of life:

When **LC** is equal to **BP** = **HAPPINESS**

When **LC** isn't equal to **BP** = **UNHAPPINESS**

When you believe you can't control **LC** and don't
believe you have the **POWER** or **CONTROL**
to change this = **SUFFERING**

STEP 1 – TRULY UNDERSTAND YOU (CONT.)

If unhappy with any area there are 4 things people blame:

- Events
- Circumstances
- People
- Themselves (ourselves)

*“You can never change life from a state of **BLAME**”*

Instead we must:

- Change our **LIFE CONDITIONS**
(How we live, what we **DO**, actions) or
- Change our **BLUEPRINT**
(How life should be, expectations, target)

*“You have the **POWER** to change either in any moment”*

STEP 1 – TRULY UNDERSTAND YOU (CONT.)

So we must be aware of the **3 FORCES** that drive our behaviour – consciously and unconsciously

FORCE 1: Driving force = 6 Human Needs



FORCE 2: Guiding force = Belief Systems (Your rule book)



FORCE 3: Where You Live = Emotionally

“When your RULEBOOK is helping you fulfil your ultimate WANTS and NEEDS, you live with more consistent positive EMOTIONS”

STEP 1 – TRULY UNDERSTAND YOU (CONT.)

Lets go a bit deeper...

FORCE 1: Driving Force = 6 Human Needs

Deep down everything you do is meeting one or more of these needs:

- 1. CERTAINTY:** The need to know you can avoid pain and gain pleasure
- 2. UNCERTAINTY/VARIETY:** The need for the unknown, for change, new stimuli
- 3. SIGNIFICANCE:** Feeling unique, important, special, NEEDED

STEP 1 – TRULY UNDERSTAND YOU (CONT.)

4. LOVE/CONNECTION: A strong feeling of closeness or union with SOMEONE or something

5. GROWTH: An expansion of capacity, capability or understanding

6. CONTRIBUTION: A sense of service and focus on helping, giving and supporting others

1st 4 Needs = Shaped by your PERSONALITY

Last 2 Needs = SPIRIT NEEDS (e.g. when stuck or depressed, dont focus on yourself)

STEP 1 – TRULY UNDERSTAND YOU (CONT.)

IMPORTANT = When any thought, feeling or behavior meets three NEEDS, this becomes an ADDICTION or HABIT

QUESTIONS: What are your top two NEEDS and how are you meeting them?

THE GOAL = Meet our needs in more positive, sustainable ways that bring you PLEASURE than pain, short and LONG TERM

STEP 1 – TRULY UNDERSTAND YOU (CONT.)

Examples of **POSITIVE** ways to meet your needs:

- Exercise (lift, walk, run, other)
- Great conversation
- Laugh
- Listen
- Sex
- Cook
- Breathe
- Meditate
- Practice gratitude
- Read
- Listen to music
- Cold shower
- Write (journal)
- Eat healthy
- Plan a trip
- Sleep
- Plan your food
- Drive your car
- Go outside
- Learn something new (master a skill)
- Plan your future
- **HELP OTHERS!**

STEP 1 – TRULY UNDERSTAND YOU (CONT.)

FORCE 2: Guiding force – Identity/Belief Systems

This is your Rulebook (map) that guides you towards your target for fulfilling your NEEDS (especially your TOP 2!)

Different types of beliefs include:

IDENTITY

BELIEF SYSTEMS

RULES (I must/must not, can/cannot, is/is not)

VEHICLES

VALUES (deepest desires/deepest fears)

STEP 1 – TRULY UNDERSTAND YOU (CONT.)

Deeper Examples:

BELIEF SYSTEMS = What are problems in life?
What is pain? What is pleasure?

Where do you spend your time (Past/Future/Present)
What are metaphors that drive your life?

("Life is a struggle" vs "Life is amazing")
("Exercise is hard" vs "Exercise is incredible for me")

→ These beliefs shape our reality

→ Are your belief systems **OUTDATED?**
Where do you need to **UPDATE?**

STEP 1 – TRULY UNDERSTAND YOU (CONT.)

IDENTITY = Is how you describe yourself to YOURSELF... It's a combination of beliefs about who you are, what your capable of and how you distinguish yourself from everyone else in the world.

STEP 1 – TRULY UNDERSTAND YOU (CONT.)

THERE IS NO OTHER FORCE THIS POWERFUL IN HUMAN PERSONALITY

E.g. → I'm not enough vs I am enough

→ I'm a loser vs I am a winner

→ I am fat vs I am lean

→ I am a procrastinator vs I always find a solution

Ask yourself...

- Who are you? Who are you not?
- Who are your role models? Who are they not? How are you like/not like them?
- What is your life about?
- How can you expand your identity now?

FORCE 3: Where You live – Emotionally

These are the habitual emotions where you live everyday.

3 types

→ EMPOWERING

→ NEUTRAL

→ DISEMPOWERING

This is the fuel that drives your **NEEDS** and **BELIEFS**

- What is your primary emotion that fuels you?
(e.g. excitement, passionate, angry, stressed)
- What emotions do you experience on a regular basis?
(e.g. overwhelmed, disappointed, happiness)

Step 1 – Homework

Usually it's one of the below points that prevents us from getting what we want:

State we are in (effects what we focus on)

Beliefs or emotional patterns you go into

Need to change LC or BP

Step 1 – Homework (Cont.)

Question 1

Think of a time in your life you've been really HAPPY, EXCITED and explain your BLUEPRINT at that time?

Answer

- What were your **NEEDS** at that time? (Driving Force)
- What were your **BELIEFS** at that time? (Rulebook)
- What were your consistent **EMOTIONS** of choice at that time? (Where you were living)

AND what STATE were you in...

- What were your consistent patterns of **PHYSIOLOGY**
- What were your consistent patterns of **FOCUS**
- What were your consistent patterns of **LANGUAGE**

Step 1 – Homework (Cont.)

Question 2

Think of an area of your life that you are really pleased with right now? Why are you pleased with this area?

It's highly likely your **LC (living/actions)** matches your **BP (expectations/life should be)** at basic level.

My Example

BODY/HEALTH	BP	LC
	Lean	I live it
	Strong	
	Energy	
	Confident	

Step 1 – Homework (Cont.)

Do this with other areas such as business, relationships, friends, environment, routine etc.

Then do the same with an area of your life you are not pleased with!

IMPORTANT – If unhappy with any area, is it your **LC** or **BP** that you need to change?

“If you have a BLUEPRINT that’s impossible to meet, you will never be happy”

STEP 2 – CREATE CONSEQUENCES

- You **MUST** be aware of **PAIN** if you don't change long term, if not **CREATE** it, to make change a **MUST!**
- Without it, you are less likely to follow through
- Without it, you will be the **SHOULD, COULD, "ONE DAY"** type of person

STEP 2 – CREATE CONSEQUENCES (CONT.)

Questions

1. Think of your top 2 NEEDS? How will they be effected if you don't follow through with your health and fitness goals?
2. What will the deeper and long-term consequences be on the quality of my life and those I love most, if I don't respect my health, training and food?

STEP 3 – IDENTIFY AND DESTROY THE PATTERN

What's stopping you is a pattern of **EMOTION** coming from a **FEELING** you have, that prevents you from doing what you should do.

1st = Acknowledge limiting pattern

2nd = Violate it (like scratching a CD)

3rd = Create a new empowering state (change your **FOCUS, PHYSIOLOGY AND LANGUAGE**)

STEP 3 – IDENTIFY AND DESTROY THE PATTERN (CONT.)

Tips

- Think of a time in your life when you felt unstoppable – think of how you focus, move, speak

This helps me:

FOCUS: think of future

LANGUAGE: I AM (who you want to become)

BODY: Walk, Run, Lift, Stand Tall (stretch arms)

STEP 4 – EVALUATE THE TRUTH

You must evaluate what's really happening!

Use questions:

- What's really causing me to think, talk and move this way?
- How could I describe what triggered me differently?
- What is really holding me back?
- What would I do differently next time, to make sure I control my emotions and actions better?
- Will this matter in a weeks time?

STEP 5 – CREATE A POWERFUL ALTERNATIVE

- Out with the old, in with the **NEW**
- You **MUST** create new patterns of thoughts, habits, actions and beliefs that will bring you **PLEASURE**
- Even better = they bring pleasure and benefits to things and people you love most (**PURPOSE**)
- Create **RIPPLE EFFECT** = influence those you love, then they influence those they love
- Use **ROLE MODELS** who have similar **NEEDS**

STEP 6 – CONDITION THE NEW YOU

- Essential you condition the patterns of behaviour until it **STICKS!**
- Any thought, feeling or behaviour that is consistently reinforced becomes a **HABIT**
- You will build the habit quicker when you acknowledge and reinforce how the **NEW** thoughts, feelings and behaviour meets the **NEEDS** you **VALUE** most, but in a more empowering way.
- Focus on what you **WANT** everyday
- View and describe yourself better every day. Expand your **IDENTITY** (who you want to become)
- Notice how much you **GROW** and **CONTRIBUTE** more across all aspects of life

STEP 7 – OPERATE IN AN EMPOWERING ENVIRONMENT

“Make sure all the pieces are in place for standards to stick long-term”

- Optimise physical environments
- Spend time with people who operate with higher standards
- Get accountability partners
- Mirror role models
- Protect your power of 5 (peer group)

Kirk's Non Negotiables

1. Keep your promises to yourself
2. Never get complacent or lazy
3. Have fun but never at the expense of how you want to look or feel
4. Condition your mind to see the opportunity in every challenge
5. Focus on who you really are and who you want to become...
not who you were!

Biggest Takeaways?

What area do you need to explore and work on more?