HOW TO
WIN IN
2022
WITH KEEGAN HIRST
AUTHENTIC
PURPOSE

THE PROBLEM

CONFUSED?

USELESS FADS

NO SUSTAINABILITY

NO RESULTS

WHAT DO WE WANT?

PTIQ
TRAINSMART

CLARITY

SIMPLICITY

SUSTAINABILITY

RESULTS

7 PRINCIPLES FOR SUCCESS

PRINCIPAL 1.

EXTREME OWNERSHIP

TAKE ABSOLUTE RESPONSIBILITY FOR EVERYTHING THAT HAPPENS TO YOU

THIS GIVES YOU CONTROL AND ALLOWS YOU TO GROW

- WHAT COULD I HAVE DONE BETTER?
- HOW COULD HAVE HANDLED IT DIFFERENTLY?
- NEXT TIME I WILL MAKE SURE I.....

PRINCIPAL 2.
5 MINUTES OF NEGATIVITY

BAD THINGS WILL HAPPEN
LET'S NOT PRETEND THEY WON'T PISS YOU OFF

DON'T BE A HAPPY CLAPPER. BE PISSED OFF FOR A FULL 5 MINUTES

- SET YOUR TIMER
- BITCH, SWEAR, RANT, RAVE, PUNCH A WALL
- "CAN'T CHANGE IT" - ACKNOWLEDGE

PRINCIPAL 3.

ACT LIKE YOUR FUTURE SELF WOULD

YOU WILL NOT BE MORE;

- DISCIPLINED
- MOTIVATED
- ACCOUNTABLE
- RESILIENT
- STRONGER, FASTER, LEANER
- WHATEVER

IN THE FUTURE UNLESS YOU START DOING IT NOW

"WHAT WOULD THE PERSON I WANT TO BECOME DO IN THIS SITUATION?"

PRINCIPAL 4.

REFLECT, EFFECT, AFFECT

REFLECT - ON WHAT HAPPENED (DAY/WK/MONTH/YR) GOOD AND BAD (YOU MUST BE 100% HONEST)

EFFECT - MOOD, HEALTH, FRIENDSHIPS, RELATIONSHIPS, FAMILY, WORK, LABIDO (YOU MUST BE 100% HONEST)

AFFECT - WHAT CAN YOU DO TO MAKE SURE IT STAYS THE SAME OR CHANGES IN THE WAY YOU WANT IT TO? (YOU MUST BE 100% HONEST) - REFER TO PRICIPLE 1.

After a mistake, ask yourself:

What did I do well?

What did I do wrong?

How can I correct it?

What was out of my control?

When someone else makes a mistake, ask yourself:

What would I have done differently?

Where did they go wrong?

What did they do right despite the outcome?

After success, ask yourself:

What was my process?

What was out of my control?

What lessons can I take with me into the future?

What can I do better next time?

When someone else succeeds, ask yourself:

What are they doing that I’m not doing?

What can I learn from them?

What are strengths they have that I can improve?

PRINCIPAL 5.

WIN THE MORNING, WIN THE DAY

IT'S A LOT EASIER TO GO DOWNHILL, RATHER THAN UPHILL

SET YOURSELF UP FOR A GOOD DAY

- WHAT ENERISES YOU?
- WHAT MAKES YOU FEEL PROUD?
- WHAT REDUCES YOUR STRESS/ANXIETY?
- WHAT WILL YOU BE GLAD YOU DID AT THE END OF THE DAY?

PRINCIPAL 6.

SAY “NO” TO ALMOST EVERYTHING

EACH YES COMES WITH A COST OF SAYING NO TO OTHER CHANCES

"AM I CLOSING A DOOR ON SOMETHING OR OPEN-ING A DOOR TO BETTER OPPORTUNITITES ?

- BE CONCISE AND CLEAR
- KILL THEM WITH KINDNESS & BE POLITE
- GIVE REASONS, NOT OPENINGS
- REFER THEM TO AN ALTERNATIVE

DECLINING AN OFFER OR INVITE

I APPRECIATE THE OFFER/INVITE, BUT I CAN'T COMMIT.

I'M HONORED BY THE OFFER/INVITES, BUT CAN'T.

I'M FLATTERED YOU CONSIDERED ME, BUT UNFORTUNATELY I'LL HAVE TO PASS THIS TIME.

I APPRECIATE THE OFFER/INVITE, BUT I AM COMPLETELY BOOKED.

THANK YOU FOR THINKING OF ME, BUT I CAN'T.

SAYING NO WHEN YOU DON'T HAVE TIME

I'M NOT ABLE TO MAKE IT THIS WEEK/MONTH/YEAR.

I'M REALLY BUCKLING DOWN ON MY PRIORITIES RIGHT NOW, SO I CAN'T.

I'VE GOT TOO MUCH ON MY PLATE RIGHT NOW, I JUST CAN'T TAKE IT ON RIGHT NOW.

I'M AT THE END OF MY ROPE RIGHT NOW SO HAVE TO TAKE A RAINCHECK.

SADLY I HAVE SOMETHING ELSE.

SAYING NO WITHOUT A SPECIFIC REASON

I WISH I COULD MAKE IT WORK.

UNFORTUNATELY, IT'S NOT A GOOD TIME.

I WISH THERE WERE TWO OF ME, BUT I CAN'T.

MAYBE ANOTHER TIME.

SORRY, I CAN'T

SAYING NO WHEN YOUR INTERESTS AREN'T ALIGNED

IT DOESN'T SOUND LIKE THE RIGHT FIT FOR ME.

SORRY, BUT I FEEL I WOULDN'T FIT THE BILL.

I BELIEVE I'M NOT THE RIGHT PERSON FOR THAT.

I'M NOT SURE I'M THE BEST FOR THIS.

UNFORTUNATELY, IT'S NOT A WHAT I'M LOOKING FOR.

PRINCIPAL 7.

UPGRADE YOUR DOWNTIME

BALANCE DOES NOT MEAN EQUAL

DOWNTIME SHOULD RECHARGE YOU NOT JUST ALLOW YOU TO ZONE OUT

- PICK SOMETHING FOR BODY, BRAIN, BALANCE
- SCHEDULE DOWNTIME AND PROTECT IT
- BE HAPPY TO HAVE DOWNTIME ON YOUR OWN
- ALL FUN AND NO PLAY = BURNOUT

ANY QUESTIONS?

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WITH KEEGAN HIRST

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