



MONDAY MOTIVATOR

CREATED BY PERFORMANCE STRATEGIES
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SELF discipline

Welcome to your new edition of The Monday Motivator! In this edition, we're going to examine the topic of SELF-DISCIPLINE. In past editions, we've covered goals and time management but both of those topics require the one magic ingredient that creates the results we're striving for. And that ingredient is self-discipline.

Let's start with an explanation of what self-discipline is and is not... Self-discipline is doing what you know needs to be done when it needs to be done whether you feel like doing it or not. Self-discipline is not simply doing this one time only



because it is not that big a drag on your plans.

In order to reach goals, no matter what they may be, there's a good chance you're going to have to modify your behavior. We are all creatures of habit. We learn very quickly what feels good and what does not then move towards the feel-

good activities. But many times, these activities conflict with what we say we want for ourselves. A good example is staying healthy. This can mean a lot of things for different people depending on their particular circumstances. But where choices can be made we all have two little voices sitting on our shoulders. One voice says "Just do it." And the other voice says "This not going to support your goals." In deciding which voice to listen to we add a little self-talk and end up siding with one voice or the other and away we go with guilt free behavior that feels good for



now but may have to change someday if we're to achieve our goals.

Another example of the benefits of self-discipline comes under the heading of MONEY. When we are young we tend to think that we'll always be able to learn, work and earn money. It's hard to imagine a day when we will be old and perhaps not able to work. It's also hard to imagine how much money will mean to us when we reach that age. So, we don't save money when there are so many nice things we can spend it on. Thus, less than 5% of Americans can retire at some point in their lives without the worry of where the money is going to come from to pay the bills. This means 95% are not going to enjoy a stress-free life, at least where money is concerned.

The experts tell us that if we start saving just 10% of what we earn when we are age 25 then leave that money alone to grow with compound interest, we'll retire millionaires. But to actually do the saving requires the desire to have that money in the bank 50 years from now. That desire has to be stronger than the desire to spend it when we're young. We might decide that we can pay more attention to our money needs starting tomorrow but for today it's all about feeling good.



Another of the most demanding requirements of self-discipline is that of managing your activities around time. Einstein taught us that time is a 4th dimension but only when we are traveling at close to the speed of light and have something standing still to compare it with; not likely to happen to us mere mortals.

How do successful people use their 24 hours per day? What do they do that is different than what others do? The big answer in the room is that successful people learn to say NO to everything except what supports their goals.

Saying NO is a lot like tuning in a radio. Notice that when you tune in a radio station you only hear that station. All the others are still broadcasting just as the one you're listening to is. You can prove this by changing the receiver to another frequency and there the other stations are, just as we knew they would be. So, what's really happening when we tune in just the station we want? We are "un-choosing" the other stations. It's very effective too! Imagine if



you had all the stations coming to your speakers at one time and you had to listen only to the station you want to pay attention to. It would be nearly impossible due to the overwhelming noise. Learning to say NO to many possibilities is what allows you to focus on only one possibility and that's how successful people get successful.

Some will say it's easier said than done and agreement would not be hard to find. Here's a test to see what that little voice in your head says. Look at the two images below and admit which one is more appealing to you.



Double bacon cheese burger with fries and a pint of ale.



Dried rice cakes and bean soup.

In the first image on the left we see a double bacon cheese burger with grilled onions, three kinds of cheese and both French fries and onion rings accompanied with a hearty pint of dark ale. On the right, we see four rice cakes and a small bowl of bean soup. Right now, inside your head there is a little voice telling you which one to pick for lunch. In fact, there is probably an argument going on over the choice. If you have the self-discipline to override that voice, you'll make the choice that is most on purpose for your goals where health and nutrition are concerned. Notice that there is no correct answer here. Only the choice you agree with is the correct answer. That choice is an example of self-discipline.

All of us are quite capable of extreme self-discipline even when we don't know we're doing it. Look at the image on your right. Here we see a typical super market aisle with hundreds of products ready for us to put in our shopping cart. When we select any single item for our cart we unconsciously reject all other choices. If we spent time learning about all the choices at our disposal we would never get out of the store.



Self-discipline takes practice. The more we learn to say NO to choices that do not support our objectives and YES to choices that do, the better we get at staying focused, on purpose and on track. To help you get a grip on this topic as it applies to your life make a list of the 5 most important goals you have in your life right now. Then write down the ways in which you want to exercise self-discipline to help you achieve those goals. With this list taped to your mirror you'll eventually memorize it. As we have mentioned in other Monday Motivators: *We become what we think about most.*



We don't hear a lot about this relaxing element of self-discipline but here it is. Notice that in this image there is NO cell phone, NO computer, NO iPad, not even a watch; just the hat and the hammock. How hard is it for you to do this? How long do you think you could un-choose everything except this? It probably looks so inviting that you'll say it took you one second to sign on. But most people find this harder and harder to do. Only people with good self-

discipline skills are able to let it all go in exchange for what you see here.

In summary, self-discipline is all about walking away from millions of possible choices in order to focus on just one at a time. To put it another way you can't be in two places at once but with a modern wireless device we can certainly try!

Until next week, if you know of any business that would benefit with a little coaching in the areas of organization, time and task management, social media, sales, marketing, customer service, operations, HR, leadership or team-building, have them give us a call at 562-577-7000 or send us an email. We will keep you in the loop on how it's going.

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