

From the author of "101 Crucial Lessons They Don't Teach You in Business School", which **Forbes** magazine calls "1 of 6 books that all entrepreneurs need to read right now".

Can you  
Complete  
the 30 day  
Challenge?



## *30 Day Challenge*

TO A MORE  
PRODUCTIVE  
AND MUCH  
HAPPIER YOU

30 EXERCISES FOR  
30 DAYS OF TRANSFORMATION

CHRIS HAROUN

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# *30 DAY CHALLENGE TO A MORE PRODUCTIVE AND MUCH HAPPIER YOU*

*CAN YOU COMPLETE THE 30 DAY CHALLENGE?*

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by Chris Haroun

Thank you for getting my book!

For more detail on my courses, MBA programs and certificate programs, please visit [HarounEducation.com](http://HarounEducation.com)

Also, please join me every Thursday at 8am Pacific Time for my Weekly YouTube Office Hours Q&A webcast. On this weekly webcast, my goal is to humbly help my students / viewers achieve all of their business and career goals. For more details, please visit [haroueducation.com/webcast](http://haroueducation.com/webcast) (all lower-case)

## CHRIS HAROUN

AWARD WINNING ONLINE BUSINESS TEACHER  
OVER 1,000,000 STUDENTS IN 195 COUNTRIES

### FEATURED IN:



**JOIN ME THURSDAYS  
AT 8AM PT FOR MY Q&A  
YOUTUBE **LIVE** WEBCAST  
& ASK ME ANYTHING.  
LET ME HUMBLY HELP YOU  
TAKE YOUR CAREER TO THE  
**NEXT LEVEL****

Thank you!



30 Day Challenge to a More Productive and Much Happier You

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## **Dedication**

To my Mom and Dad who gave me the faith and confidence to know in my heart that you can accomplish anything in life. I also dedicate this book to my students that inspire me so much!

My humble purpose is to help you find your passion in your career, per this video: [please click the following internet link or type it in your browser all lowercase]:

[harouneducation.com/101career](http://harouneducation.com/101career)



## **Introduction and Purpose of this Book / Course**

Why are very busy people often much more productive, much more balanced, much more successful and much happier than most people? There is a saying that if you want something to get done, give it to a busy person. This course will teach you to significantly increase your productivity, focus, success and happiness in 30 days.

I have done a lot of research on happiness and productivity in my career. I have worked at several great companies including Goldman Sachs and in several industries, including the consulting, hedge fund, tech and venture capital industries where I have analyzed what makes an incredibly productive, focused, successful and happier person. I have had the pleasure of meeting with, partnering with, working for and investing in some of the most successful business people.

I created a long list of why these incredibly successful entrepreneurs are way more productive, way more focused, way more successful and much happier than others are. I have put many of the lessons that I have learned from them into this course. This course will be focused on making you more productive, more focused, more successful and happier too in many aspects of your life.

I am very confident that you will be much more productive, focused and happier by the time you finish this 30-day course and every single one of the 30 daily exercises. Please note, if it's tough for you to do 1 exercise daily, then please spread each exercise out over a few days or more.

The bottom line is that by the end of this course I want to humbly inspire and help you be able to focus on achieving your professional and personal goals, improve your productivity, success and happiness as well.

Please complete this entire course as the last few days in this 30-day course really tie everything together through exercises and you get this incredible aha moment; I am humbly convinced that after completing all 30 exercises, you'll find many ways to materially enrich your life so you can be much more productive, focused and happy. Thanks a lot for your support and commitment to this journey we will take together! Let's begin!

## **About the Author**

Chris Haroun is the CEO and founder of Haroun Education Ventures, Inc (see HarounMBA.com). He is also an award-winning business professor and bestselling author. His courses have been profiled in Business Insider, NBC, Inc, Forbes, CNN, Entrepreneur & on other business news websites. Chris is the author of the #1 bestselling online business course called "An Entire MBA in 1 Course®" & many other courses. According to Business Insider "Haroun is one of the highest rated professors, so you can expect to be in good hands through the course of your education."

He's the author of the book "101 Crucial Lessons They Don't Teach You in Business School®," which Business Insider wrote is "the most popular book of 2016." Forbes called this book "1 of 6 books that all entrepreneurs must read right now."

Chris is an MBA graduate from Columbia. He also has work experience at hedge fund giant Citadel, consulting firm Accenture & several firms that he has started, including an investment firm that had a venture capital investment in Facebook several years before the Facebook IPO.

He is a frequent guest lecturer at several Bay Area MBA schools including Berkeley & Stanford. He also has an undergraduate degree with a major in Management Information Systems & International Business from McGill University where he is a McGill University Dobson Fellow (awarded for his work mentoring students with startup business models).

He is passionate about education as he believes that all problems can be solved via education. Chris also teaches his Haroun Education Ventures MBA Degree Programs® online. Chris lives by this quote: "Don't expect to accomplish your dreams in life unless you help others accomplish theirs first."

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# **PART 1:** **CHANGING** **YOUR FOCUS**

*“Your imagination is your preview  
of life’s coming attractions.”*

-Albert Einstein

# DAY 1 & EXERCISE 1: ELIMINATE THOSE DISTRACTIONS

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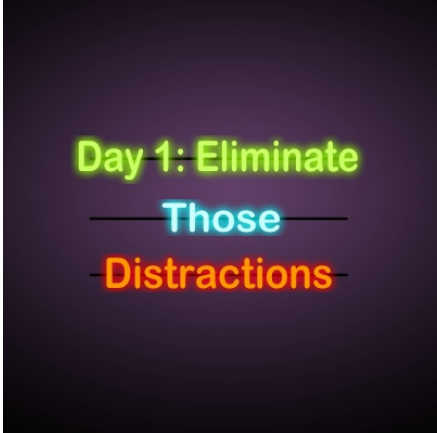


Do you ever think “how the heck did we function in the past without emails, texts, the internet, radio, the television and darn it better Wi-Fi?”

Were we more productive then? I think that there are so many technology influenced distractions in our life now that we don’t see the bigger picture of our life and our long term goals. We have become too focused on the individual trees, instead of thinking from a higher level and seeing the entire forest.

How can we get anything done if we get so many distracting alerts. 20 years ago it was a novelty to hear “you’ve got mail.” Now we get alerts to tell us that somebody clicked the like button on a picture! What did we possibly do with our free time before we had the luxury of getting disturbed many times to tell us that somebody like a picture! It gets worse because we all use more than 5-10 apps daily and we let these 5 apps interrupt our life multiple times each during the day!

What is more puzzling is that when these 5-10 apps don’t interrupt us for a while, we open up those apps and think – hey why didn’t you disrupt me in the past 60 seconds? In the past for me I had one notification device and one only – it was my answering machine and I would check it to see “did she call?” (She never did)! If I had 5-10 answering machines like that but in my pocket back then, I would never have time to think about what direction I want to go in life in the long run or how can I be more



**Day 1: Eliminate  
— Those —  
— Distractions —**

productive today! It is only going to get worse as more voice based operating systems will be another distraction for us.

Try not using your smartphone for just one day. My most productive times are when I am flying and the Wi-Fi doesn't work on the flight. I challenge you and me respectfully to try to have at least 1 day per week with no screens. Growing up my parents used to make Sundays a family day where we had to spend time together. It was kind of like "forced family fun," but my fondest memories were of times I spent with my brother and sisters and parents on Sundays.

In my house I do this now as well but I found that we were all still not connected to each other as we had our screens to disturb us like we are plugged into the Matrix. As a result, I created Screen Free Sundays in my house. My kids hated it at first and I have to admit that I would go into the washroom and close the door to check my 5-10 apps like texts, emails, Facebook etc. Ridiculous that I would check Facebook – why do I care about other people's lives when I have my life right here in front of me! Many people that check Facebook end up becoming less happy because people only post positive stuff to Facebook and many of us believe that our happiness is only a relative reflection of our life verses our peer group.

Try to have screen free Sundays so you can reconnect with your family and yourself. In addition, turn off as many notifications as you can forever and schedule times when you can check your notifications and apps later in the days – like when you are in the gym.

**We will cover optimal daily scheduling that will change your life in the last couple days of this 30-day course. Please do the whole course in order and please finish it as I promise you that you will have a life altering productivity and happiness breakthrough by the time you complete this course. Thanks**

**Quotes About Distractions:**

*“Never pay attention to the distractions in life. Focus on possibilities.” – Lailah Gift Akita*

*“More data means more information, but it also means more false information.” – Nassim Nicholas Taleb*

*“You have to be so disciplined that even your distractions become focused.” — Onyi Anyado*

**Today’s Exercise: Please turn off as many notifications as you can on your smart phone or just turn your smart phone off entirely for at least a few hours every day. Also, on Sundays eliminate screens so you can reconnect with family.**

Please list apps to turn off notifications for (i.e., Facebook, Twitter, etc):

- |          |          |
|----------|----------|
| 1: _____ | 2: _____ |
| 3: _____ | 4: _____ |
| 5: _____ | 6: _____ |

## DAY 2 & EXERCISE 2: USE YOUR COMMUTE

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For my entire life, whenever I have had the privilege of meeting someone successful in their office, I always look to see the names of the books on their bookshelves and then I order these books within 5 minutes of leaving their office.

Most of us spend at least an hour commuting to and from work every day. I love this time as I see this as my personal self improvement time. How? I listen to audio books of people that are incredibly successful, happy and productive.

You can download podcasts or audiobooks or even get them for free from your library. I subscribe to [www.Audible.com](http://www.Audible.com), which is owned by Amazon and has amazing content. The cost of this investment is \$15 per month for 1 audiobook per month.

I listen to audio books from people that I admire and then I use what they use in their lives to try to make my life more fulfilling, productive and happy. Recent books that I have listened to that have had a huge impact on me are books written by Sir Richard Branson, Marc Benioff, Bill McDermott, Napoleon Hill and Malcolm Gladwell.

I also love listening to biographies of successful people and companies. What are their recipes of success? Can I use what they did and make my life more successful? Recent books I have listened to were written about the following people and/or companies: Elon Musk, Bill Gates, Google, Amazon, The Bulletproof Diet, The 4 Hour Body, Steve Jobs, Jony Ive and many others.



Many of my largest breakthroughs in my life have been due to listening to audio books during my commute, which is the most

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productive part of my day. I started out going to my library in Canada in my home town of Mississauga and getting these books on tape for free! It only takes us 30 seconds to download a fountain of life altering knowledge into our smart phones using [www.Audible.com](http://www.Audible.com) or podcasts. Enjoy your commute now as the most productive instead of the least productive part of your day. :)

**Quotes About Learning from & Listening to Successful People:**

*"Live as if you were to die tomorrow. Learn as if you were to live forever."*

– Mahatma Gandhi

*"Courage is what it takes to stand up and speak; courage is also what it takes to sit down and listen."*

– Winston Churchill

*"Listen with the intent to understand, not the intent to reply."*

– Stephen Covey

**Today's Exercise: Please list 1-2 audiobooks to download today from Amazon's Audible.com service or to pick up from your library (if available) for free written by people that can enhance your quality and success levels in life during your commute:**

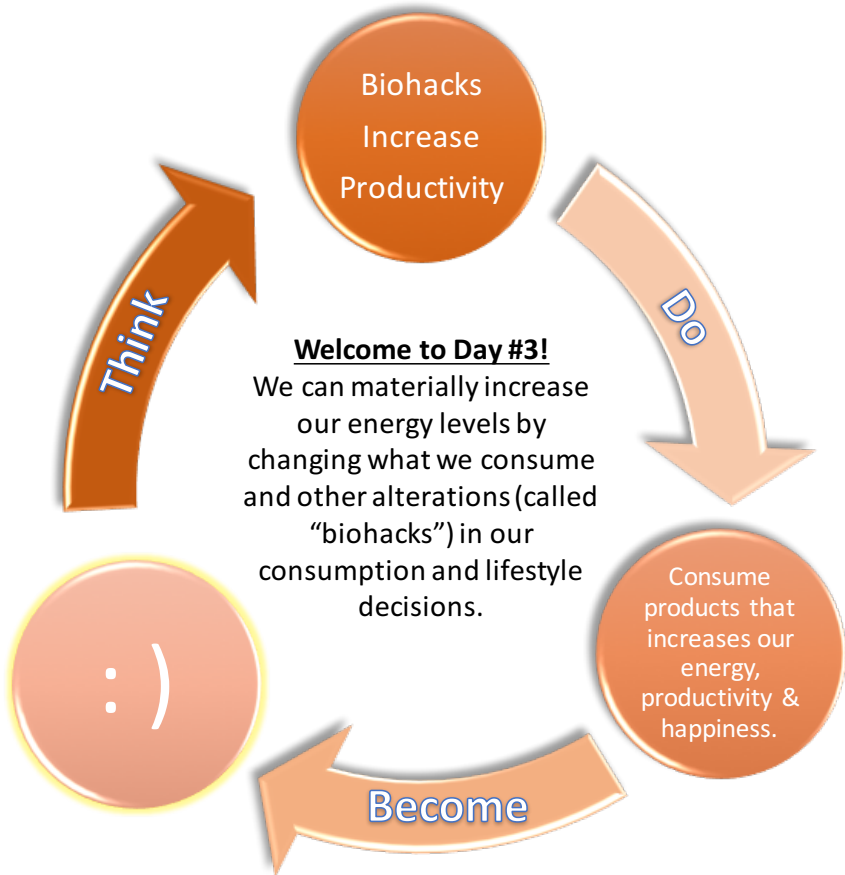
1: \_\_\_\_\_

2: \_\_\_\_\_

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## DAY 3 & EXERCISE 3: BIOHACKS INCREASE PRODUCTIVITY

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I have been bio hacking for about 10 years now, which means studying diet and lifestyle closely and figuring out what the most successful and balanced people I have had the privilege of meeting do in order to increase their energy level, which is crucial if we want to increase our productivity and happiness.



Here are 10 bio hacks to give you much more energy and cognitive abilities so you can be much more productive and happy. These 10 biohacks work well for me, but please consider talking to a nutritionist or doctor first. Also, you don't have to try all 10 of these biohacks; maybe try a few at first to see if you have more energy:

1. Instead of consuming 3 big meals per day, consume 5 small ones as your digestive system won't make you very tired if the meals are small (try to have green vegetables with each meal). You will be much more productive and focused at work by consuming smaller meals so that your digestive system doesn't use most of the energy you have to digest large meals.
2. Make 7 jars or containers of juice every Sunday for the week. In these 7 containers, I put greatest hits of everything that I think is good for me. I bring 5 of the containers to work as this becomes one of my meals. The other 2 I leave at home for weekend consumption. I use a Vitamix blender, but you can use other blenders too. Here is what I include in the 7 containers:
  - a. organic kale,
  - b. ginger root,

- c. aloe juice (instead of water),
  - d. 1 whole lemon,
  - e. 3 table spoons of cinnamon,
  - f. 7 table spoons of flax seed,
  - g. 7 scoops of whey protein
  - h. Super Green Drink and Super Red drink from Trader Joes (these contain antioxidants – skip these if you can't find it in your grocery store), and
  - i. 7 teaspoons of Super EFA Liquid Essential Fatty Acid Supplement.
3. At the gym I drink coconut water as this gives me off the charts energy. I exercise for at least an hour per day at around 4pm. I start with 60 minutes on the elliptical trainer as this works out all muscle groups while I read emails and other articles on my iPad (you can retain so much more information later in the day when you exercise and read at the same time given the increased oxygen intake). I then do 15-30 minutes of weights.
4. The 4th way to increase your long term stamina and productivity is to plug whatever vitamin gaps you have. We are all deficient in certain vitamins – we don't know exactly which ones. As a result, I take a multivitamin pack every day that plugs every vitamin deficiency gap for me. Use whatever brand you want to, but I take a packet of Daily Advantage from Dr. David Williams, which you can order online.
5. You should never be thirsty. I drink 8 glasses of water per day and I put lemon in the water as well. Before having a second serving during meals, drink a glass of water, which can curb your appetite. Always pack a few bottles of water with you no matter where you are (especially during your

- commute to and from work). Some animal rights activists would criticize me for drinking water as I am destroying the houses that fish live in when I drink water [bad joke sorry].
6. No complex carbohydrates – meaning no bread or rice or corn based products as it converts quickly to fat. Regular fats don't, including Avocado, which is a great brain food.
  7. No meat (this works for me – but please do what works for you best). My energy level is much higher without meat in my diet.
  8. I wear 30 SPF (instead of sunblock) as the sun is the ultimate ager...but I I don't block it out entirely as we need some vitamin D from the sun in order to keep us happy.
  9. The 9th simple productivity hack I will talk about is incredibly important as it not only slows down aging, but increases our productivity, focus, happiness and many other benefits and it is to always get 7-8 hours of sleep without exception. 7-8 hours is only about 30% of each day. Imagine what would happen to our car if we used it for 70% of every single day? Of course we could run out of gas and have to fix it more often. 30% of our days rest for us is mandatory. Many people would then say – I don't have time for sleep as I have too much work or studying or whatever. I humbly disagree. Why? Because I really believe that one hour of productivity on 7-8 hours of sleep is at least 5x's more productive than 3-4 hours of sleep. Invest in yourself by sleeping 7-8 hours per day as it will not only improve your quality of life, but also increase your lifespan.
  10. This one is out there but my cognitive abilities doubled almost overnight with this supplement, which is called Bulletproof coffee, which you can order online. I have been drinking Bulletproof coffee for over a year now and I have
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never ever been this productive or focused. It's not for everyone but it's a coffee that contains no mold, then you put a few drops of the Bulletproof oil and then you put in a table spoon of organic grass fed butter. This is the first thing I drink every morning and I am not hungry for hours. If you do this, please only put a drop of the oil in at first. Many people say that you don't even need the Bulletproof coffee or liquid as you can get the same effect by starting your day with a cup of coffee and some organic grass fed butter (sounds out there I know but this bio hack works really well for me). After a few weeks on bulletproof coffee, I really felt like I had the attention span almost all the time as Bradley Cooper in that movie Limitless. The only reason I tried this hack is because a good friend of mine named Tom Karadzic does this and nobody has more energy than him.

These 10 biohacks help me to live life on my terms.

We are all different so please find the right combination of the 10 biohacks until you feel like you have more energy, focus and you are more productive than literally anyone you know. You will be much happier too if you figure out which hacks work best for you.

**Quotes About Energy and Consumption:**

*“Energy and persistence conquer all things.”*

– Benjamin Franklin

*“You are what what you eat eats.”*

– Michael Pollan

*“Eating crappy food isn't a reward - it's a punishment.”*

— Drew Carey

**Today’s Exercise: Try some of the 10 bio hacks for a few days and write down if you have more energy.**

Biohack #1: Smaller Meals: Did this improve my energy\*?: \_\_\_\_\_

Biohack #2: Juice Daily: Did this improve my energy\*?: \_\_\_\_\_

Biohack #3: Coconut Water: Did this improve my energy\*?: \_\_\_\_\_

Biohack #4: Multivitamins: Did this improve my energy\*?: \_\_\_\_\_

Biohack #5: Water Did this improve my energy\*?: \_\_\_\_\_

Biohack #6: ~~Complex Carbs~~: Did this improve my energy\*?: \_\_\_\_\_

Biohack #7: ~~Meat~~: Did this improve my energy\*?: \_\_\_\_\_

Biohack #8: 30 SPF: Did getting a bit more sun time during walks increase your level of happiness \*?: \_\_\_\_\_

Biohack #9: Sleep: Did this improve my energy\*?: \_\_\_\_\_

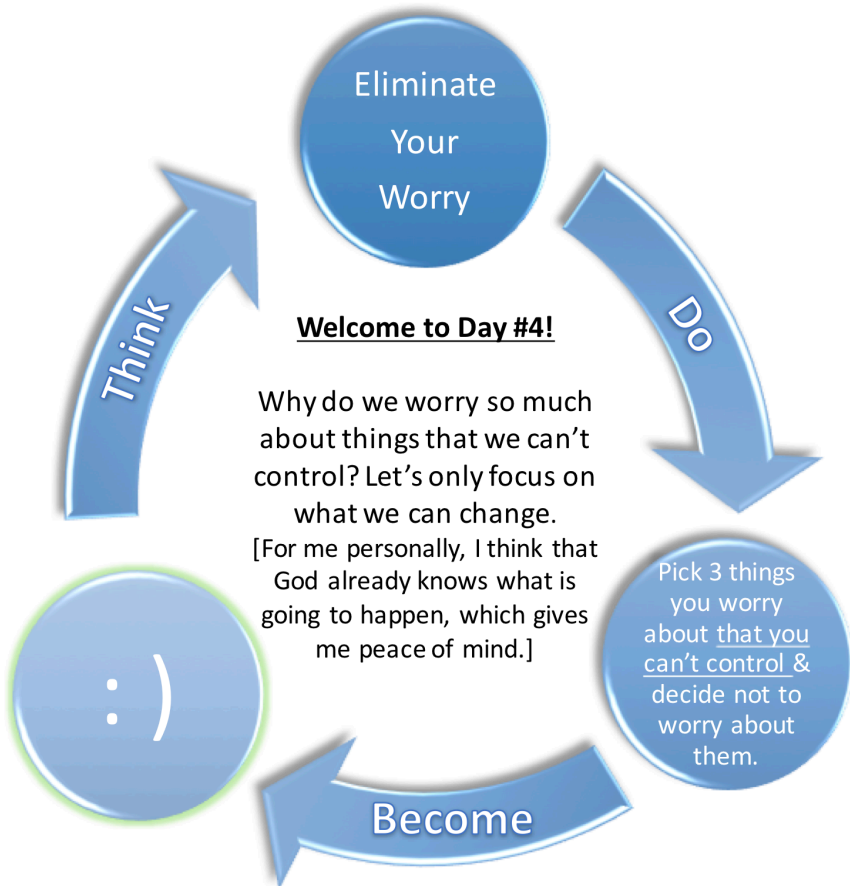
Biohack #10: Bulletproof Did this improve my energy\*?: \_\_\_\_\_

\*Please answer Yes or No

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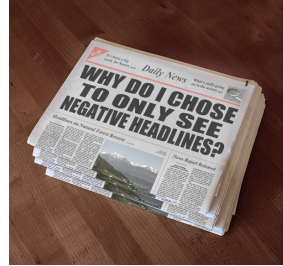
## DAY 4 & EXERCISE 4: ELIMINATE YOUR WORRY

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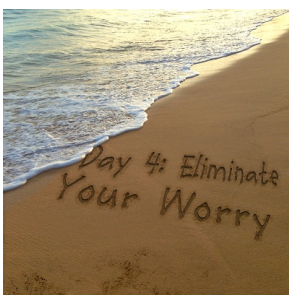
What a waste of time worrying is. Let it go. We need to focus only on what we can control in life. Focusing on what we can't control is a waste of time. What personally really puts me (personally) at ease is the thought that God already knows what is going to happen. Worrying too much is extremely bad for our health. Worrying too much makes us incredibly unhappy. Let it go.



Picture this. You are in a car and you are driving on the side of a mountain. It's a beautiful day. All of a sudden a few clouds appear. Then it starts raining a bit. You are ok with that because you can still see the road, the mountain and the sky.

All of a sudden more clouds appear and there is a torrential downpour. The rain turns into golf ball sized hail. You start to worry. Then you see a  warning sign that there are avalanches in this area. Your heart beats faster and you literally start to age. Then even more clouds appear and you can't see anything! You can feel the bumps on the road. Your heart beats even faster. You hear thunder and you start to panic!

You stop worrying about the things you can't control when you



realize that either God has the wheel and you decide to let him navigate and take over or you realize that all you can control is the wheel so you stop focusing on the stuff you can't control. You let it go and you feel peace in your heart because you realize that God already knows what is

going to happen and you realize that you can't control the weather

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and then you **decide to never ever worry again about things that you can't control.**

You then feel even more peace in your heart because you realize that you are in fact a passenger and that God has the wheel. : )

**3 Quotes About Worrying:**

*“The reason why worry kills more people than work is that more people worry than work.” – Robert Frost*

*“When I look back on all these worries, I remember the story of the old man who said on his deathbed that he had had a lot of trouble in his life, most of which had never happened.”*

– Winston Churchill

*“Our fatigue is often caused not by work, but by worry.”*

– Dale Carnegie

**Today's Exercise: Please list at least 3 things that you will no longer worry about today or ever again because you can't change or control them . From now on let's just focus on what we can and/or want to control in our lives.**

1: \_\_\_\_\_

2: \_\_\_\_\_

3: \_\_\_\_\_

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## DAY 5 & EXERCISE 5: ALL YOU NEED...

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I read an incredibly prophetic article in the New York Times a few years ago that had a big impact on me. It stated that many wealthy people that live in first world countries are very unhappy compared to those that have nothing. I felt the meaning of that article when one of my clients sent me to Mumbai to give a few business education presentations.



We drove through the slums and I had this sense of peace and calmness in my heart as I saw how happy they all were. Yet they had nothing. Imagine no possessions. It's not that easy if you try. I wonder if you can. Of course I am quoting John Lennon.

I used to work on Wall Street and everybody was so miserable around bonus season because they compared themselves to those that made more. How crazy is that (and I am guilty of that too to be intellectually honest). This is the cancer of Western Society. We always want more. How much can we eat?

I read the Dalai Lama's book called the Art of Happiness and he suggests that we compare ourselves to those that have less. He had this incredibly prophetic quote, which is: "Many sacrifice their health their entire lives in order to make money. Then at the end of their lives they sacrifice all of their money in order to maintain their health. Then they look back on their lives and they realize that they never really lived." All your wealth can't buy you health.

I saw a quote recently that by the time your child is 12, you have already spent 90% of the time that you will ever spend with him or her. You'll never be able to get that time back no matter how much money you have.

**3 Quotes About Material Possessions:**

*“There are two ways to be rich: One is by acquiring much, and the other is by desiring little.”*

– Jackie French Koller

*“The only time you look in your neighbor's bowl is to make sure that they have enough. You don't look in your neighbor's bowl to see if you have as much as them.”*

— Louis C.K.

*“My riches consist, not in the extent of my possessions, but in the fewness of my wants.”*

– Joseph Brotherton

*“Sadly, when a person's possessions distract him from his or her purpose, he or she usually ends up losing both.”*

— Orrin Woodward

**Today's Exercise: Please don't think about wanting anything except what you already have.**

What are [at least] 3 MAJOR material things you won't focus on wanting to have today (and for the foreseeable future)?

1: \_\_\_\_\_

2: \_\_\_\_\_

3: \_\_\_\_\_

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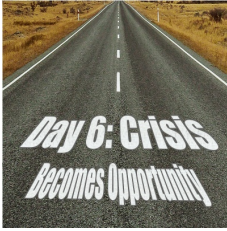
# **PART 2: CHANGING YOUR ACTIONS**

*“You can never quit.  
Winners never quit, and  
quitters never win.”*  
- Ted Turner

## DAY 6 & EXERCISE 6: CRISIS BECOMES OPPORTUNITY

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Remember when something negative that was work related happened to you? Perhaps it was a set back or perhaps you were let go? Remember how awful you felt at that time? Then remember how years later you looked back at that moment and you reflected how you were happy and grateful that this event occurred?

In fact, you are happier now than before you were let go. You are happy it happened because you weren't passionate about that job anyway!

Perception becomes reality and we become and we are inspired by our thoughts. We need to change the lens by which we see the world. When something negative happens to us (within reason), we need to see the positive in almost in that event and almost everything that professionally happens to us.

You see crisis often leads to opportunity. A crisis can be a positive event if you chose to see it that way.

The most successful people I know in life have this attitude; they are so positive and they think they can do literally anything when they are in a negative situation. An example is Sir Richard Branson who has the most positive attitude anyone can possibly have and, as a result, he inspires his employees to be the same way. If you have ever flown on Virgin Atlantic or Virgin America, you know exactly what I mean. The positive attitude influences everyone at the aforementioned companies.

I love hanging out with inspiring positive people. I love watching inspiring positive Ted Talks. I love reading inspiring biographies of positive people. From now on, let's see most events as positive.



**Quotes About Seeing the Good in Everything:**

*“Keep your face to the sunshine and you cannot see a shadow.”*

– Helen Keller

"Don't cry because it's over, smile because it happened."

– Dr. Seuss

*“I'm a very positive thinker, and I think that is what helps me the most in difficult moments.”*

– Roger Federer

**Today's Exercise: Think of 3 events that occurred to you in the past that you thought were negative events, but ended up being blessings in hindsight.**

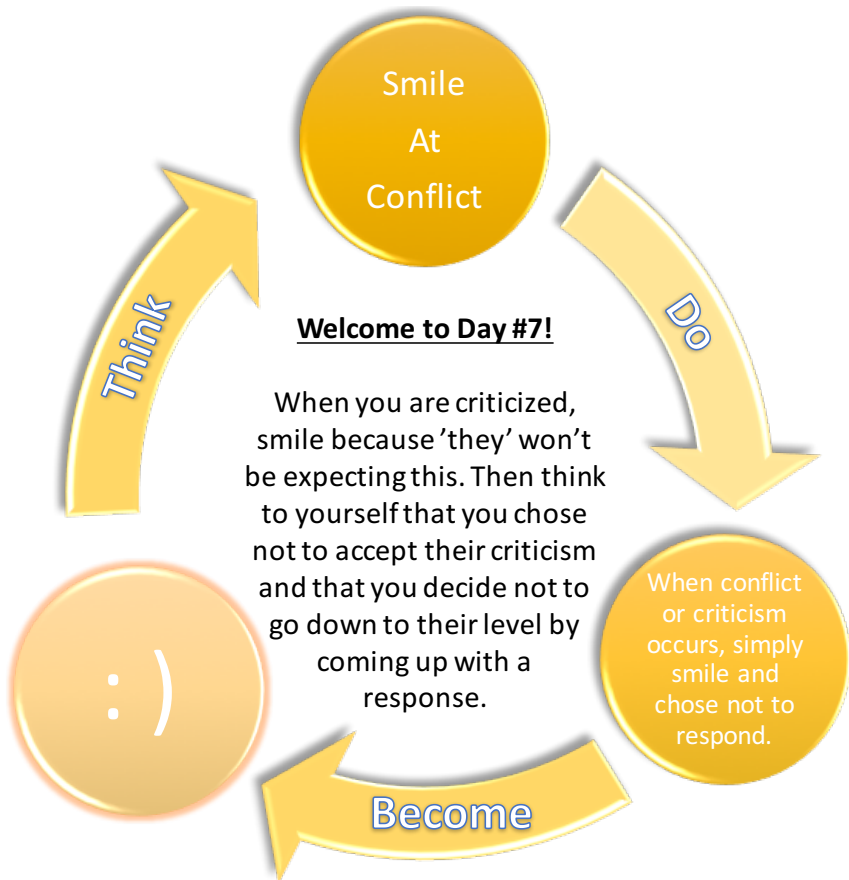
1: \_\_\_\_\_

2: \_\_\_\_\_

3: \_\_\_\_\_

## DAY 7 & EXERCISE 7: SMILE AT CONFLICT

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Do you ever get into an argument and you want to win it so you keep arguing. Your blood pressure rises as your voice might. You feel stress in your heart but you keep on arguing until you win. Then you stop because you won.

You actually lost because unnecessary stress makes your immune system shut down and you actually age in the process. The next time an argument presents itself, think to yourself, “do you want to be right or do you want to be happy?”

Perception of conflict kills our happiness and the ability for us to be productive. Why? Because after the conflict or the argument, we think for ages why we won or lost that conflict. It then takes us a while to cool off.

What a waste of time as we could have been using that time to be productive in our lives and get closer to our long term goals.

Smile a little at conflict or when you are being unfairly criticized

because they won't know how to respond. If it's your boss or someone you are in a relationship with and you don't want to show that you are smiling, then smile on the inside and say nothing except “I understand.”



In fact, try that approach.....say “I understand” when you get into an argument with your spouse or you are criticized unfairly and watch the reaction. You aren’t saying “I am right and you are wrong or vice versa,” you are just telling them that you understand!

If you smile a little, they will have no idea what to do....especially if it is your significant other as they will see love in your smile.

If it’s a jerk colleague criticizing you, I want you to embrace that unjustified criticism and see it as nothing more than a disguised complement from someone that feels threatened by you or someone that is so insecure that thinks that if they destroy your confidence then it will make them feel better about themselves. Smile a little and turn the other cheek as they will feel frustrated that they aren’t getting to you.

The last thing I want to say is that if you feel frustrated if your boss is unfairly criticizing you then I hope you feel a bit frustrated as frustration leads to breakthroughs. Frustration leads to reinvention. This frustration might even force you to launch your own business and make it 10 x’s more successful than the current company you work at. Most successful business people started their empires out of frustration. Why not you next? Whether or not you think you can do it, you are correct.

**Quotes About Avoiding Conflict:**

*"Peace is not absence of conflict, it is the ability to handle conflict by peaceful means."*

– Ronald Reagan

*"When dealing with people, remember you are not dealing with creatures of logic, but creatures of emotion."*

– Dale Carnegie

*"A warm smile is the universal language of kindness."*

– William Arthur Ward

*"God's love is too great to be confined to any one side of a conflict or to any one religion."*

– Desmond Tutu

**Today's Exercise: Smile and decide not to respond to 3 insults or criticisms [if they don't occur today or this week, then think of 3 times in the past where if you smiled or if you didn't respond with anything other than "I understand," how would the outcome have been more positive for you?**

1: \_\_\_\_\_

2: \_\_\_\_\_

3: \_\_\_\_\_

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## DAY 8 & EXERCISE 8: RANDOM KINDNESS ACT

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A day never feels complete for me unless I help a stranger and expect nothing in return. There is no better euphoric feeling. People might think that someone is lucky that someone else gave them something. I humbly think it's the opposite as the giver should feel and receive more joy.

You know what I mean; when you give your parents or children or friends a present it makes you feel so good. If we step it up a level and give to strangers and people we will never meet, it gives you such an incredibly happy feeling. Imagine if all 7 billion people did this just one time on one day every year. Imagine the impact it would have.



Heck we could start this movement by declaring every February 2<sup>nd</sup> as Global Giving Day "G.G.D.". Imagine how much more productive and happy that day would be for everyone! When I was younger I wanted to go to Harvard Business School. I didn't get in. But I helped many of my employees get in and the day that they got accepted, I felt more joy and happiness in my heart than if I were to have been accepted.

Have you ever seen a video or image of Mother Theresa when she wasn't happy? Wealthy people spend a fortune because they think they will be happier. Rubbish, the secret to happiness is giving to those we will never meet because we know deep down that we are doing our part to make the world a happier and better place. You can't buy that feeling.

I was at McDonald's in 2009 in the Potrero Hill district of San Francisco and this poor woman was getting reprimanded by her supervisor in front of her colleagues. I thought how awfully

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demeaning it is to be scolded in public. I spent several hours that day writing a letter to the management at McDonald's singing her praises. My business suffered that day while I wrote that letter but I didn't give a damn. This letter writing process created an incredibly euphoric feeling in me that enhanced my mood and my productivity for at least a few weeks. Priceless and free.

*We are all in this together.*

Roberto Clemente is one of my heroes. He got his 3,000th hit in baseball and then in the offseason he was on a charity mission and lost his life in an airplane accident. Somebody should make an inspiring movie about his life as he has a lot to teach us.

Roberto Clemente once said "If you have a chance to accomplish something that will make things better for people coming behind you, and you don't do that, you are wasting your time on this earth."





**Additional Quotes About Random Acts of Kindness:**

*"Carry out a random act of kindness, with no expectation of reward, safe in the knowledge that one day someone might do the same for you."*

– Princess Diana

*"Kindness is the language which the deaf can hear and the blind can see."*

– Mark Twain

*"Remember there's no such thing as a small act of kindness. Every act creates a ripple with no logical end."*

– Scott Adams

**Today's Exercise: Perform 1 - 3 random acts of kindness:**

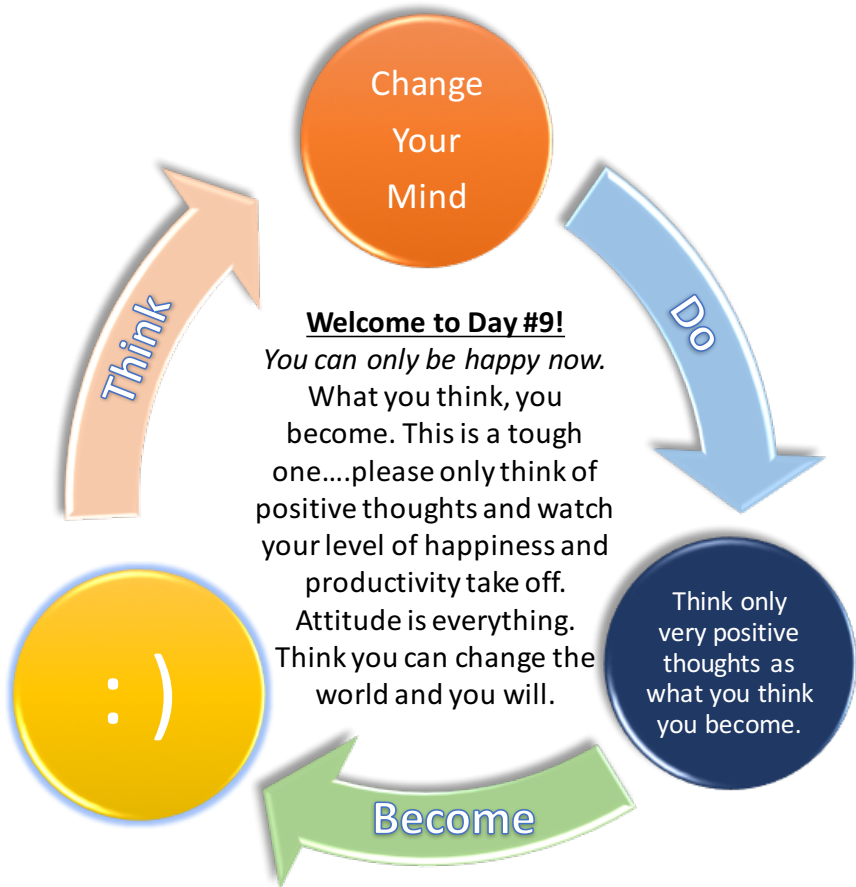
1: \_\_\_\_\_

2: \_\_\_\_\_

3: \_\_\_\_\_

## DAY 9 & EXERCISE 9: CHANGE YOUR MIND

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I was watching an episode of Star Trek and someone asked Spock “Are you sure you won’t change your mind?” Spock then said “Is there something wrong with the one I have?”

[tinyurl.com/30-day-Haroun](http://tinyurl.com/30-day-Haroun)

It takes us 3 weeks of exercise until we can notice the incredible results and change in our body, but it only takes us a maximum of 3 seconds to notice a breakthrough in our approach in life by altering the way we think. You can only be happy now. I have to repeat that...you can only be happy now.

We can be happier now by changing 3 life productivity and happiness limiting beliefs right now.

Here is today’s exercise: think of 3 limiting beliefs that are limiting you from reaching your full potential. These 3 limiting beliefs that you have stop you from being happier and more productive. These 3 limiting beliefs are a roadblock that limits what you will accomplish in life. Please realize that these 3 roadblocks are created in your mind.



Please write down these 3 limiting beliefs of yours. Then decide and take one action and prove to yourself that this limiting belief is bullshit.

We are all different. As always, I am 100% transparent and open and I will discuss my 3 limiting beliefs and 1 action I took to eliminate these beliefs.

Let’s talk about the 1<sup>st</sup> one: For me when I was younger, I thought everyone in my class was smarter than me because I did poorly on

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a few tests and a teacher wanted to fail me in the 8<sup>th</sup> grade. He said damaging things. Ridiculous as a teacher or a parent is there to make you more confident because with confidence you eliminate all of your limiting beliefs.

My parents were awesome, but many teachers kill confidence instead of inspiring us. I don't know why; maybe they are so insecure about what they have accomplished in life that they want to limit the abilities of their students and piss on their dreams. I am not picking on all teachers...only the ones that see teaching as a job and not as a passion.

So my limiting belief was that I wasn't smart enough and it really hurt my confidence until I decided years later that I chose not to accept that limiting belief. If you believe that you are the smartest person in the world, then these limiting beliefs go away.

All I did was I changed that limiting belief in myself. How? I prayed [I'm telling you how I did it...please use whatever methodology works best for you]. I prayed and I realized that God had full confidence in me and if I didn't then am I disrespectfully disagreeing with God? Of course not. Bear with me on this one for a few minutes.

In venture capital our job is to invest in great people first and in great ideas second as ideas are commodities, but execution is not. I bring this up because the best entrepreneurs that we invest in all had or have a limiting belief in themselves that make them want to prove the rest of the world wrong. It's not about money or they would sell their company if they got an offer for a few million. It's about proving the world wrong because someone or some people put a limiting belief in their mind when they were younger. A great

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example of this is Elon Musk who was beaten up and picked on many times as a child in South Africa.

Ok let's talk about my 2<sup>nd</sup> limiting belief, which was an incredible fear of public speaking. Whenever I have limiting beliefs I try to think, how can I conquer this limiting belief by doing something I enjoy or doing something that will help others. For me, happiness or giving are 2 driving things that make me take action.

How did I conquer my limiting belief of not being able to enjoy



public speaking? I had the police department do a background check on me and let me go into the MaGuire Correctional facility in Redwood City here in California through my church.

I then gave presentations on hope and confidence to change to inmates. Many of these inmates didn't have a great father figure like I did so they got caught doing something they shouldn't have been doing (this could have been me).

The inflection point in my life that changed my ability to speak in public was one day the priest didn't show up at the jail and the warden told me I had to conduct mass. Before communion at church the priest stands up and gives a speech on the passage from the Bible. I had no idea what to say.

After I read the passage from the Bible, which was about hope, I stood in front of 30 or so inmates that were incredibly intimidating.

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I thought oh my goodness I am terrified and I have no idea what to say. Then I said this, which changed me and obliterated my fear of public speaking...I said : “Do you believe in God?” Most of them nodded yes. Then I said “does God believe in you?” Most mouthed yes. Then I said “If you don’t believe in yourself, then do you really believe?”

There was silence for about 10 seconds and this was a breakthrough for the inmates and for me. In fact, this circular logic is the basis and inspiration for all of the circular diagrams with arrows that I created at the beginning of every section of this course! Who knew that the inspiration for this course and book would be when I was standing there absolutely terrified in front of 30 prisoners in a small room in jail. The Lord works in mysterious ways.

My last or 3<sup>rd</sup> limiting belief and the action that I took to conquer it was that I felt trapped working for someone else and that I will never be independent. I felt suffocated (thank you spell check!) and I was tired of being someone else’s bitch and I thought I will never be able to break free of those chains and start my own company. You only have to be right in business once and failure is an admirable trait. Why? Because Bill Gates, Jay Z, Thomas Edison and so many other successful people actually failed in business before they succeeded.

I conquered this limiting belief by writing MANY business plans. You only have to be right in business once. Eventually a few of my business plans them worked out. The action I took was to write these business plans. I channeled my frustration of not being free enough by putting pen to paper. We weren’t meant to work for

people for our entire lives and if I can humbly help you to be self employed one day, then I feel proud about that.

Change your mind so you can not only conquer your fears, but embrace them in order to take your career and life to the next level. Let's conquer your limiting beliefs right now and you'll never be the same.

**Quotes About Attitude:**

*“My attitude is that if you push me towards something that you think is a weakness, then I will turn that perceived weakness into a strength.” – Michael Jordan*

*“Attitude is a little thing that makes a big difference.”– Winston Churchill*

*“The greatest discovery of all time is that a person can change his future by merely changing his attitude.” – Oprah Winfrey*

**Today's Exercise: Think of 3 limiting beliefs & chose 1 action to eliminate each of them. With frustration comes breakthrough. Welcome to the new you :) :**

Limiting Belief #1 \_\_\_\_\_

Action to take today to eliminate this belief forever:

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Limiting Belief #2 \_\_\_\_\_

Action to take today to eliminate this belief forever:

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Limiting Belief #3 \_\_\_\_\_

Action to take today to eliminate this belief forever:

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# DAY 10 & EXERCISE 10: ALWAYS BE GRATEFUL

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I have always believed that the happiest people are those that are incredibly grateful for what they have. I remember in January of 2005 at 3am the phone rang. Of course I knew something was wrong.

My Godmother Aunt Dorothy was on the phone and she told me that my Father had a heart attack and he was in a hospital in Toronto. I had that incredibly uncomfortable and unstable nervousness that you felt on the first day of school when you were a kid.

Christine called Air Canada to book the tickets while I packed my suitcase. I remember putting a black tie, a black jacket, my black shoes into my suitcase ....and then I picked up all 3 of those items and threw them on the floor in my closet and told those 3 items to F off and I packed jeans and my sweatshirt instead as I wasn't willing to accept the fact that I would be attending a funeral service...that's how naively positive I can be sometimes.

Christine and I immediately flew home to Toronto with Andrew who was 8 months old then. I prayed a lot and there were tears.

Thank God my Dad was ok. Then I had this incredibly joyful feeling and I was so happy that Dad was ok. In fact, I was happier after I found out he was ok than before he had his heart attack. Sometimes we don't realize how fortunate we are until we realize how close we came to losing what we have.

I had the same feeling when I lived in New York City in 2003. There was a power outage and we all lived there through 9/11 so we were scared as we had no idea what caused the outage. Then we found out it was just a grid issue and nothing more. As a result, I never saw so many happy people in New York as I did on that day. Nine

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months later you couldn't find a maternity room available in the hospitals in New York City. True story.

When I put my kids to bed we say prayers and they have to be grateful for a different item every day. You should hear their answers as it was an easy task for the first few months. Now they are thankful for getting a lollipop when they went to the doctor to get their shots.



I challenge you respectfully to try to be grateful for at least a few different non-material things every day. I do this when I wake up and it puts me in a really positive state which not only makes me happy, but it makes me more productive that day and every day.

**Today's Exercise: Please list 10 different non-material items that you are grateful for.**

1: \_\_\_\_\_

2: \_\_\_\_\_

3: \_\_\_\_\_

4: \_\_\_\_\_

5: \_\_\_\_\_

6: \_\_\_\_\_

7: \_\_\_\_\_

8: \_\_\_\_\_

9: \_\_\_\_\_

10: \_\_\_\_\_

**Quotes About Gratitude:**

*"Be thankful for what you have; you'll end up having more. If you concentrate on what you don't have, you will never, ever have enough." – Oprah Winfrey*

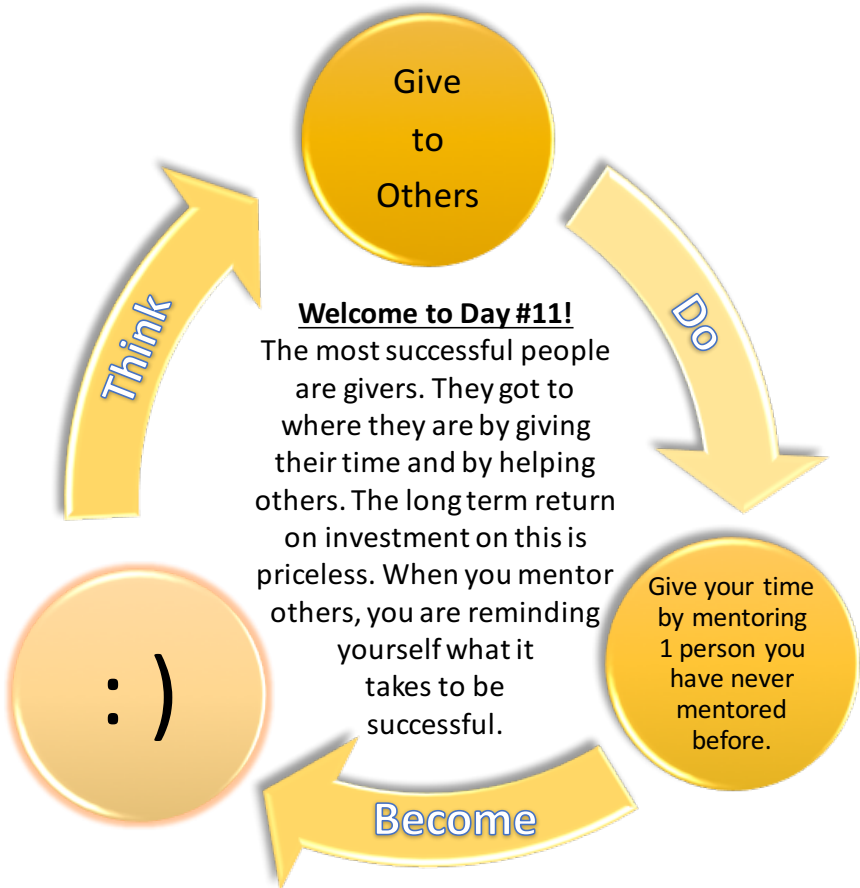
*"Feeling gratitude and not expressing it is like wrapping a present and not giving it." – William Arthur Ward*

*"If you want to turn your life around, try thankfulness. It will change your life mightily." – Gerald Good*

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## DAY 11 & EXERCISE 11: SUCCESS IS GIVING

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The poorest 1% of people are givers, including inspiring people like Mother Theresa. The middle 98% of people are takers. Interestingly enough, the wealthiest 1% are givers, not that money is a measure of success, but you can quantify it.

The best way to network is to accept meetings from those younger than you and help to mentor them. When you give your time (not money) to a cause, you have more of an impact (on yourself as well). When you mentor someone you are in essence mentoring yourself because you are reminding yourself what your core beliefs are and what the blueprint to success is.

I am on the board of an amazing charity here in the San Francisco Bay Area called the [LEMOFoundation.org](http://LEMOFoundation.org). We give scholarships to children from difficult backgrounds in East Palo Alto where the high school graduation rate is only 40%. The slogan of this charity is incredible:

***“Don’t expect to accomplish your dreams in life unless you help others accomplish theirs first.”***

I really believe this. If you give, you always receive. That’s not just



a karma statement; the reality is that the more generous you are with your time by mentoring and helping to educate others, the more problems you fix in the world because all problems can be solved with education.

We need to mentor others as it only takes one person to change the world; [Malala Yousafzai](#) once said that ***“One child, one teacher, one book, one pen can change the world.”***

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**3 Quotes About Mentoring/Teaching:**

*“Tell me and I forget, teach me and I may remember, involve me and I learn.”* – Benjamin Franklin

*“Give a man a fish and you feed him for a day; teach a man to fish and you feed him for a lifetime.”* – Maimonides

*“When one teaches, two learn.”* — Robert A. Heinlein

**Today’s Exercise: Give your time by mentoring someone.**

Please find someone that has asked for your advice in the past but you have not responded to their request. For example, if someone younger than you that went to the same university as you contacted you via email to meet for a coffee/tea in order to receive advice/mentoring, please respond to that request and meet with and mentor this person.

Name of one person you will mentor today (or this week):

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[Optional] Name of another person you will mentor today (or this week):

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# **PART 3: CHANGING YOUR PERCEPTION**

*“The mind is everything.  
What you think you become.”*

-Buddha



## DAY 12 & EXERCISE 12: ASK & RECEIVE

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You will never get anything in life unless you ask. You won't get a raise unless you ask. You won't get a promotion unless you ask. You won't get a discount unless you ask. You won't get an extra 5% on that exam unless you ask. You won't get a date unless you ask. You won't get that huge customer if you don't ask. You won't ever get ahead in life unless you ask.

I know it sounds simplistic. As kids we asked all the time. My kids are as relentless at this as I was. Then we get to our 20s and we ask less often because we think that we will receive if we keep our heads down and work hard. The reality, of course, is the polar opposite as it doesn't work this way. Most people don't get what they want in life because they never ask.

My friends that dated the most perfect people ever, asked over and over and over again. My friends that are the most successful salespeople ask over and over and over again. They see failure as an opportunity to try again. J.K Rowling asked a ridiculously high number of publications to publish her book. She was rejected more times than you and I combined! If she didn't keep asking the world would never have heard her Harry Potter books.

Think of the pleasure you will receive in life if you get what you ask for. The pain of getting shut down and not receiving what you ask for in life is way way way bigger than the pain you will feel of not having what you ask for the rest of your life. We need to change the lens by which we see the world and respectfully realize that we will get what we want by asking more often.



**Today's Exercise: Think of 3 things you want in your life that you need to ask more often for and then take action and ask today (imagine how happy you will be if you get it...if you feel very motivated, make the list below 30 things to ask for...think of the long term pleasure you will be receiving and know in your heart that the short term pain of getting rejected or a "no" when you ask is so small compared the the long term pleasure of receiving what you ask for).**

1: \_\_\_\_\_

2: \_\_\_\_\_

3: \_\_\_\_\_

**Quotes About Asking & Thinking Long Term:**

*"The longer the view, the wiser the intention."*

– Warren Buffett

*"If you don't ask, you don't get."*

– Stevie Wonder

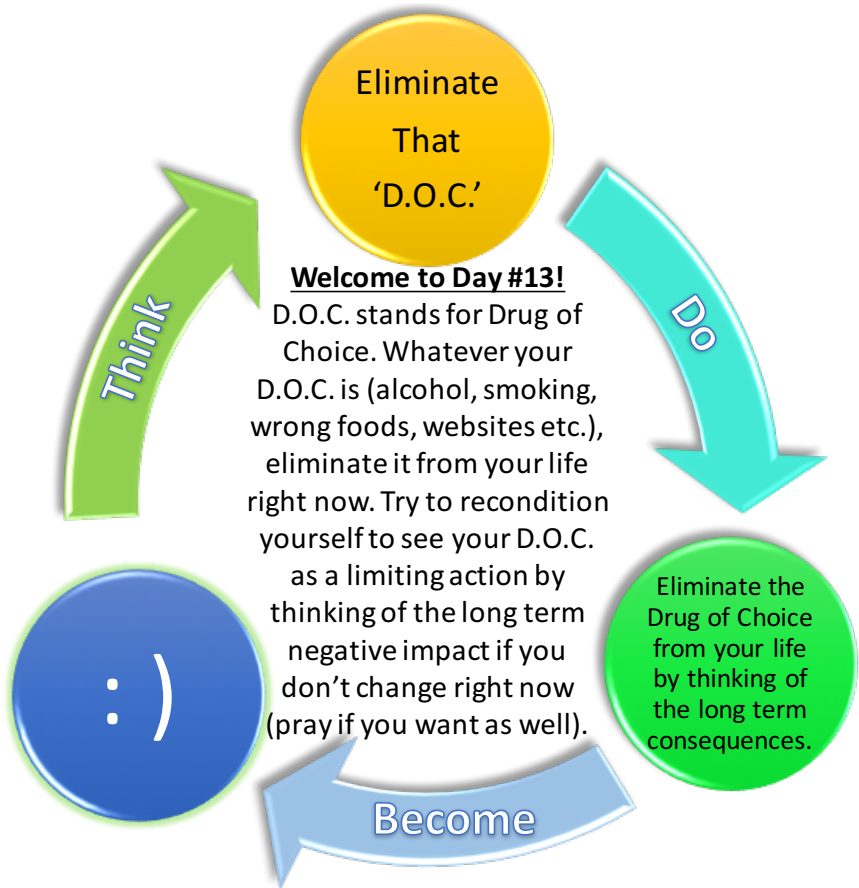
*" \* If there are no stupid questions, then what kind of questions do stupid people ask? Do they get smart just in time to ask questions?" –Scott Adams*

\* Note from Chris: Sorry this last one has nothing to do with this section...but it is too funny not to include! : )

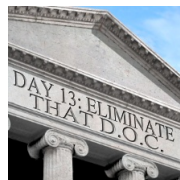
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## DAY 13 & EXERCISE 13: ELIMINATE THAT 'D.O.C.'

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I am close to a family member that had substance abuse problems and she went to rehab. What helped her cope with it was that she is the funniest person ever and she always finds humor in everything. She is self deprecating which is the best quality ever. She said “Chris rehab...rehab is for quitters.” : )



She told me that in rehab they are taught to identify and think of ways to eliminate their D.O.C. – not their doctor, but their Drug of Choice. We all have a drug of choice, even if it isn't actual drugs or alcohol.

A Drug of Choice or DOC doesn't have to something that we consume; it can be an action, a reaction, an even worse, a thought or a limiting belief that we have. I went to confession years ago and the priest recommended that I replace my DOC (whatever it was) with the act of going to the gym. This worked incredibly well for me and materially increased my happiness.

Why? Because when we exercise, it releases serotonin and endorphins. Our body is the most incredible system ever created because it is self correcting. Treat it well and it treats you well. It rewards you! It wants you to enjoy this euphoric happy feeling the natural way. Many of the D.O.C.s that we consume are there to make us happy in the short run, but the medium and long term impact of the D.O.C. is catastrophic. If we exercise more, we get the same euphoric happy feeling as we do when we consume our D.O.C.!

I humbly recommend that whatever your Drug of Choice is that you and I have can be completely eliminated by exercising for at least 1 hour per day. We get the same high from exercising as we do from consuming our D.O.C., except exercising makes your mind and

body happier in the short and long run. Yes, you and I do have time to do this daily. If you want more information on this topics, then you will really enjoy learning how in tomorrow's exercise.

**Today's Exercise: List 1 of your D.O.C.'s to eliminate from your life right now:**

The Drug of Choice I will eliminate right now is: \_\_\_\_\_.

Why has this D.O.C. hurt me or will limit me from reaching my full potential in life if I don't take action and stop consuming this D.O.C. right fucking now (sorry for swearing but I want you to remember this exercise and please answer this question in great detail)? List 5 things that will happen to me in the long run if I don't stop consuming this D.O.C. right now (you will be less happy and less productive in the long run if you don't take action right now):

- 1: \_\_\_\_\_
- 2: \_\_\_\_\_
- 3: \_\_\_\_\_
- 4: \_\_\_\_\_
- 5: \_\_\_\_\_

*“When we meet real tragedy in life, we can react in two ways - either by losing hope and falling into self-destructive habits, or by using the challenge to find our inner strength.”*  
– Dalai Lama

## DAY 14 & EXERCISE 14: LOVE YOUR HEART

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**Welcome to Day #14!**  
If your heart isn't working well, neither will your mind. Think of & with your heart 1<sup>st</sup> always (& your mind will follow). Do you ever wonder why people in great shape are more productive? Now is your chance to find out why. Today (and every day from now on), improve your happiness, heart & productivity by boosting your serotonin by exercising.

Tomorrow we will discuss loving, caring and rewarding our mind by resting it for at least one day per week. Now let's talk about loving our heart (and the rest of us) by exercising for at least 1 hour per day. I promise you that you do have time (if you disagree, then by the end of Day 30 you will understand how to optimize your daily schedule so you can be more productive).

I exercise for 1 hour every evening and I am more productive than I am at work when I exercise. Why? Because I use the elliptical trainer that exercises every muscle group while I am using my iPad to do work. I have been doing this daily since I was in university 25 years without almost any interruption; as a result, my productivity and happiness has been amazing. Before the iPad, I would read text books or business magazines or men's fitness on the elliptical trainer.

Why does this work? Because when you take in more oxygen you are feeding your mind and when you do this you can absorb and retain much more information. I try to do a lot of reading on the elliptical trainer at my gym and it is the most productive hour of my day.



Steve Jobs and many successful entrepreneurs go on walks and they come up with their best ideas then. Why? Because they are more creative and productive as exercise leads to the release of serotonin and endorphins which makes us happier. When we are happier, we are more productive and we are in the ideal state of mind.

Some people experiment with awful illegal drugs that releases serotonin and endorphins without the need for exercise. The side effects are catastrophic. Your body will reward you for releasing

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serotonin and endorphins the natural way, which means through exercise. You will be more confident, productive and happy if you do this daily.

Please believe me that you do have the time because you will be way way way more productive at work and in every aspect of your life if you exercise. See it as an incredible investment in you that allows you to do 3 hours of work in just one hour....not just today, but forever. Your ability to concentrate will surprise the heck out of you if you follow through, take action and commit to exercising every day for the rest of your life.

If you can, please pay for a gym membership because if you pay, you will play – meaning you will likely go to the gym. Kind of like when you buy groceries, you try to consume them before they go bad...not always because you are hungry, but often because you spent the money.

I am a member of the most affordable gym in the San Francisco Bay Area called 24 Hour Fitness, which has many locations (and I don't know anyone there which is perfect so I don't get distracted). If I see rush hour traffic, wherever I am. I ask Siri on my iPhone for directions to the nearest 24 Hour Fitness and, as a result, I miss most of rush hour traffic and end up having a more complete, productive and happy day.

Do you ever notice how many people are in great shape and they are also so incredibly productive in almost all aspects of their lives? Loving your heart by exercising makes you much more productive and happy of course.

**Quotes About Exercise/Health:**

*“I play tennis five hours a week, from Monday to Friday, for one hour every day. I like to be fit. If I can't exercise, I feel bad.”*

– Bjorn Borg

*“Reduce the stress levels in your life through relaxation techniques like meditation, deep breathing, and exercise. You'll look and feel way better for it.”*

– Suzanne Somers

*“There are times when I feel lazy and just want to stay in bed all day, but I know that working out is the best way to get those endorphins going, which will make me feel better emotionally and physically.”*

– Heather Locklear

**Today's Exercise: Commit to rewarding and investing in your heart by either joining a gym right now or by going to the gym today and every day. We will discuss scheduling time for this when we make our daily schedules later in the course.**

What gym will I join or go to today and every day? \_\_\_\_\_.

What are 3 benefits of me taking action today (and in the long run) by exercising:

1: \_\_\_\_\_.

2: \_\_\_\_\_.

3: \_\_\_\_\_.

## DAY 15 & EXERCISE 15: KOUFAX IS CORRECT

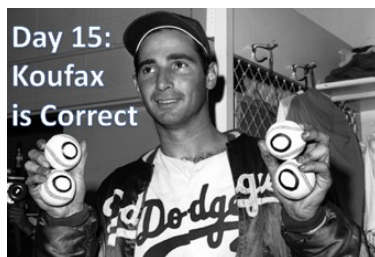
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Our smart phone stops working and we recharge it of course. Our car runs out of gas and we refill it with gas of course. Our printer runs out of paper and we refill it with paper of course.

Our mind stops working as well as it used to and, for some reason, we don't recharge or refill it. Sleep is not enough. When we sleep we are resting our body, but our mind doesn't rest as it is in a different stage of consciousness.

The best way to recharge our mind is to take one day off per week where we not only shouldn't work, but we should detach ourselves from all screens. In our house we *try* to have *screen free Sundays*. We do this so our minds can rest and more importantly, so we can reconnect with each other and not be connected to only ourselves or non-family members.



Sandy Koufax was this incredible baseball player that was so dominant for many reasons, including the fact that he refused to play on one day of each week. Nobody argued with him as he was at the top of his game and he was way way way more productive than any other baseball pitcher despite the fact that he chose to not work for at least one day per week. Good for him. I respect him because he lived life on his terms as we all should....if not today, then in the not too distant future.

The same thing applies to us. If we rest our mind for one day per week, then we will be at the top of our game too. Why? Because if our minds are well rested, then we are happier and if we are happier we are more productive.

Remember when you were younger and you spent the first hour of a day studying and what you retained in that first hour was more than 5 hours at night? We can have that same productive feeling by realizing that Koufax is correct. What is more important to you – your smart phone, your car or your mind?

**Quotes About Sunday (Resting on 1 Day Per Week):**

*“Sunday, for me, is all about being home with the family with no plans.”*

– John Lasseter

*“Sunday clears away the rust of the whole week.”*

– Joseph Addison

*“We’re going to win Sunday. I guarantee it.”*

– Joe Namath

**Congratulations as we are half way through the course! Today's Exercise: List what day you will take off this week to spend with family and without working:**

This is your day to mentor your children (or seek mentoring from your parents) .... why? Because when you have small children, you have small problems...and if you don't mentor them often, then when you have BIG kids, you have BIG problems (and expensive ones too).

The day I will not work this week in order to spend time with family is: \_\_\_\_\_.

The benefits of doing this are as follows:

1: \_\_\_\_\_.

2: \_\_\_\_\_.

3: \_\_\_\_\_.

4: \_\_\_\_\_.

5: \_\_\_\_\_.

6: \_\_\_\_\_.

7: \_\_\_\_\_.

8: \_\_\_\_\_.

9: \_\_\_\_\_.

10: \_\_\_\_\_.

## DAY 16 & EXERCISE 16: GET BETTER FRIENDS

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Do you ever notice how an amazing band makes amazing music...but when the lead singer quits to make his or her solo album, the music more often than not isn't as good. There are plenty of examples [and I am dating myself here] like Van Halen, Motley Crue, The Beatles, Led Zeppelin, Journey etc. Some of these bands find new lead singers, but most of the time, the quality of the music is never as good as it was.



Those bands had incredible chemistry and a positive influence on each other from an artistic and creative perspective. With the Beatles there were incredible synergies and co-opetition between Paul McCartney and John Lennon.

A similar analogy is when you were younger and you had a friend that wasn't a great influence. Your parents expressed their dislike of this person perhaps because this person did drugs or was a negative influence in other ways.

We are who we hang out with. We are a product of our environment. Our success or lack thereof is partially based on the influence of our peer group. We can't choose our family, but we can choose our friends.

If we chose to avoid people that bring us down, make us feel less confident or piss on our dreams then we aren't doing ourselves any favors. It doesn't matter how old or how young we are as our peer group has an influence. Do you ever notice how smokers often hang out together? It's the most ridiculous thing in Toronto where I grew up when it's the middle of winter and these smokers go



outside together to smoke and they are freezing and shaking as they try to light a cancer stick.

When I see that I think they chose to hang out with people that make them freeze and die faster! We are a product of our environment and we should improve our peer group if we want to see incredible results in our life.

The same thing can be said for anyone in school that is struggling in a course and the smart student helps us pass. We hang out with this smart student because they are a friend and because they are a positive influence. We knew from a young age that survival of the fittest included seeking help and hanging out at school with those that can help us succeed. We need to be like that in all aspects of our life starting today as we are a product of our peer group.

**Quotes About Negative Influence:**

*“Associate yourself with people of good quality, for it is better to be alone than in bad company.”*

– Booker Washington

*“If you accept the expectations of others, especially negative ones, then you never will change the outcome.”*

– Michael Jordan

*“LET GO of the people who dull your shine, poison your spirit and bring you drama. CANCEL your subscription to their issues.”*

– Steve Maraboli

**Today’s Exercise: Please list 3 people that are not a positive influence on us and what negative quality do they have that negatively influences us?**

1: Person #1 is \_\_\_\_\_ and their negative influence  
is \_\_\_\_\_.

2: Person #2 is \_\_\_\_\_ and their negative influence  
is \_\_\_\_\_.

3: Person #3 is \_\_\_\_\_ and their negative influence  
is \_\_\_\_\_.

# **PART 4: CHANGING YOUR VISION**

*“In order to carry a positive action we must  
develop here a positive vision.”*

-Dalai Lama

## DAY 17 & EXERCISE 17: RELAX & MEDITATE

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The most successful people that I have worked with in business, including several billionaires at hedge funds I have worked for are incredibly unemotional about business. Many of them don't overreact. They also don't get too happy when things go well and vice versa of course. It's as if they have this calm peaceful demeanor that helps them make better decisions.

Warren Buffett once said that the New York Stock Exchange is the only store in the world where people sell stuff when it goes on sale. The best investors stay calm and they buy stocks when everyone else is panicking. One of the reasons is that they are long term greedy or long term focused.

If you are relaxed and long term focused, you can beat the competition in almost all industries. You can also live a lot longer. So in today's exercise, we will focus on relaxing, feeling peace in our heart and then in our mind. During this peaceful state really feel what our perfect life will be like from now on for decades and decades to come.



If we can't deal with stress, then our heart gives up on us. I believe that the person that will live until 150 years old is alive today and most of us will live way past 100 years old if take care of our heart and our mind. The average age of someone starting a company in the US is now over 50. It won't take long until it's over 60 and then over 70. When I was a kid in Canada people wanted to retire in their 50s!

People that live a long time are more emotionally stable and more social. They also feel a sense of purpose. In many occasions when

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a spouse passes away or if someone retires, they can have a slightly diminished sense of purpose which has an impact on health.

If you have a better sense of purpose and if you are even more social and even more long term focused to the extent that small speed bumps that you can't control along this long journey in life don't negatively impact you, then I think we can all be happier, much more productive and much more relaxed.

It doesn't take much to get into and remain in this peaceful happy and calm productive state. The most productive athletes don't hear the crowd or notice any distractions that they can't control. They are often in an optimal state where they don't lack focus.

We all get into this perfect peaceful happy productive state in different ways. We are all different. I personally like to pray and others chose to meditate; prayer and meditation have the same impact of making us more calm, more loving, more focused and more relaxed, which leads to us being much more productive the more often we get ourselves into this optimal state.

The exercise for today (or for the next few days, weeks, months etc) is to mediate for 10 minutes. Sit down and breathe in slowly (bigger breath than usual) and breath out slowly. For the first 5 minutes or so, I want you to picture your perfect life in the next few decades and please don't be conservative. Please think big...and then think much bigger.

Then in the next 5 minutes I want you to only focus on what you can control in your life to make those goals a reality. You can easily achieve these goals. Rome wasn't built in a day. If you have ten year goals, then that means you have 3,650 days to work towards controlling what you can control and making it happen.

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One day is only 0.3% of a year and one day is only 0.03% of a decade! You can easily get 0.03% closer to your wildest dreams and 10 year goals in just 1 day; meditation will put you in this relaxed state to be able to visualize the goals and then commit every day to working on getting 0.03% closer to your goals.

Try to remain in this calm state for the entire day after you meditate. This exercise will make you relaxed, motivated and with a sense of even more purpose.

### **Quotes About Meditation & Relaxation:**

*“Peace comes from within. Do not seek it without.”* – Buddha

*“Do not let the behavior of others destroy your inner peace.”*

– Dalai Lama

*“I never see what has been done; I only see what remains to be done.”* – Buddha

**Today's Exercise: Meditate for 10 minutes. The first 5 minutes are focused on your top 5 long-term goals and the next 5 minutes is how to achieve them (enjoy this exercise and repeat it daily if you think it helps you become more focused, happy productive and fulfilled.):**

For the first 5 minutes think of and complete:

Goal #1 = \_\_\_\_\_

Goal #2 = \_\_\_\_\_

Goal #3 = \_\_\_\_\_

Goal #4 = \_\_\_\_\_

Goal #5 = \_\_\_\_\_

For the next 5 minutes think of and complete:

How I Will Achieve Goal #1: \_\_\_\_\_

\_\_\_\_\_.

\_\_\_\_\_.

How I Will Achieve Goal #2: \_\_\_\_\_

\_\_\_\_\_.

\_\_\_\_\_.

How I Will Achieve Goal #3: \_\_\_\_\_

\_\_\_\_\_.



\_\_\_\_\_.

\_\_\_\_\_.

How I Will Achieve Goal #4: \_\_\_\_\_

\_\_\_\_\_.

\_\_\_\_\_.

How I Will Achieve Goal #5: \_\_\_\_\_

\_\_\_\_\_.

\_\_\_\_\_.

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## DAY 18 & EXERCISE 18: FIND YOUR PASSION

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If you wake up in the morning and you tell yourself that you are going to work, then with all due respect, you are doing it wrong. You need to find what is the reason you were put on this earth. What is your passion?

What drives you? What job ...or I should say...what passion makes you happiest? If you are happy doing that passion instead of a job, then you will be incredibly productive you don't see it as a job. You see it as your raison d'être or your passion and purpose.

Do you ever notice how athletes and musicians don't look like they have a job? The Beatles or Led Zeppelin or Michael Jordan or Wayne Gretzky didn't have a job. They had a passion. Don't think you are too young to be amazing at your passion as all of the aforementioned people had their greatest creative brilliance in their 20s.



And for those of you that think you are too old to start a company based on your passion, I respectfully say that you are wrong because the average age of someone starting a company in the US is now over 50! It's never too late to start over by following your heart.

Rejection or failure shouldn't impact your ability to live every day doing what you are passionate about. You only have to be right in business one time and almost every successful business person failed more times than you and I have. There are so many examples. Here are a few – let's just focus on authors and, by the

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way, I want to again reinforce that these people all failed more times in their lives than you and I have:

1: Agatha Christie: She was rejected consistently for 5 years. Now her book sales have exceeded \$2bn.

2: Dr. Seuss received a rejection letter that said this: "Too different from other juveniles on the market to warrant its selling."

3: C.S. Lewis: He said that years of rejection do not break his spirit. It just made him more determined to succeed.

4: Nicholas Sparks: 24 publishers said NO to *The Notebook*. The 25<sup>th</sup> said yes.

5: John Grisham: 12 publishers said NO to *A Time to Kill*.

The list goes on and on and on. The point here is that the 5 aforementioned authors were successful in having a passion and not a job because they never gave up. I want you to find your passion and then be a pit bull on a pork chop and never give up until you are living your dream.

**Quotes About a Jobs Versus a Passion:**

*“Choose a job you love, and you will never have to work a day in your life.”*

– Confucius

*“I’d rather be a failure at something I love than a success at something I hate.”*

– George Burns

*“My mother said to me, “If you become a soldier, you’ll be a general, if you become a monk you’ll end up as the pope.” Instead, I became a painter and wound up as Picasso.”*

– Pablo Picasso

**Today’s Exercise: Ask yourself if you have a job or a passion. If you think you have a job, think of ways to have that passion by switching careers within 10 years.**

***Ask yourself “What was the reason you were put on this earth?”  
What is your purpose, passion and preferred profession?***

What would your ideal profession be within 5-10 years that you would really enjoy and never see as work?

\_\_\_\_\_.

Take action and think of 20 things you can do right now (or in the next few days) that will get you closer to ditching your job and replacing it with your passion within 10 years:

1: \_\_\_\_\_.

\_\_\_\_\_

2: \_\_\_\_\_.

3: \_\_\_\_\_.

4: \_\_\_\_\_.

5: \_\_\_\_\_.

6: \_\_\_\_\_.

7: \_\_\_\_\_.

8: \_\_\_\_\_.

9: \_\_\_\_\_.

10: \_\_\_\_\_.

11: \_\_\_\_\_.

12: \_\_\_\_\_.

13: \_\_\_\_\_.

14: \_\_\_\_\_.

15: \_\_\_\_\_.

16: \_\_\_\_\_.

17: \_\_\_\_\_.

18: \_\_\_\_\_.

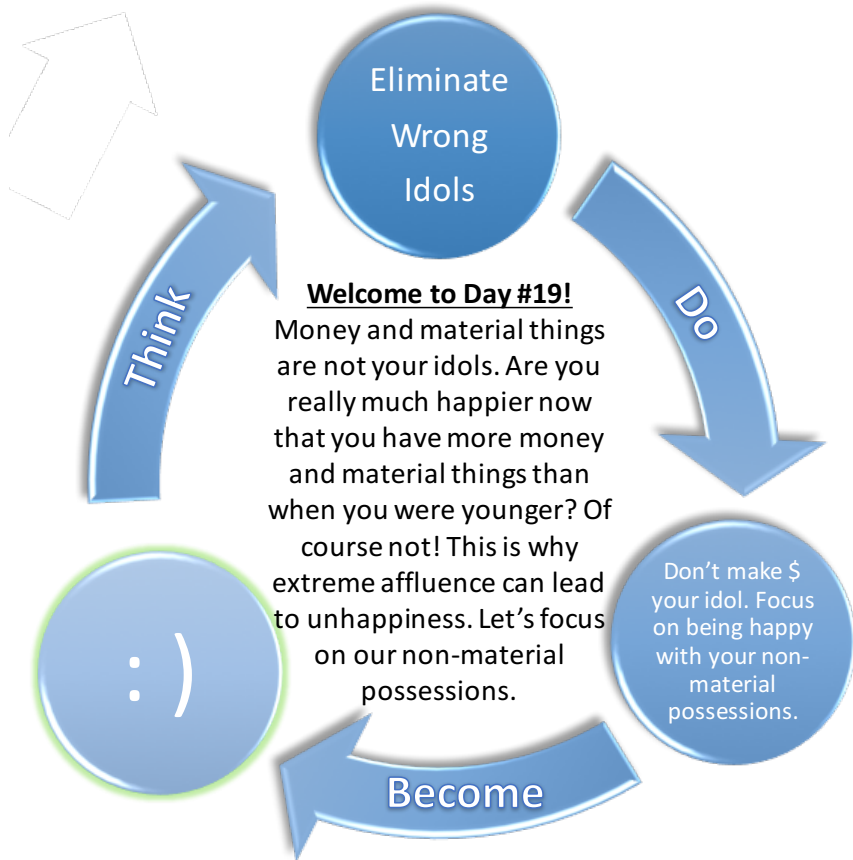
19: \_\_\_\_\_.

20: \_\_\_\_\_.

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## DAY 19 & EXERCISE 19: ELIMINATE WRONG IDOLS

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I have met many people whose parents are billionaires and almost every single one of them is depressed. I have also met many people that are incredibly wealthy and many of them are depressed. Why is this the case? Why are wealthy people more depressed than the rest of us?



Because money doesn't love you back. If we make money our idol or material things our idols, then this is a recipe for depression. Many people work so hard towards a goal of making a lot of money that they are unhappy when they finally receive it (or they are only happy for a short amount of time). Then they get even more unhappy because they are not sure if new friends of theirs are their friends for the wrong reasons.

Many wealthy people lose it all and become even more depressed than before they had money; then they realize that having money and then losing it is worse than never having had money at all.

So what Chris. What is your point? I think that if we focus on achieving success because it will help others then we will feel better about ourselves. Every day if I don't help someone out, then I feel like that day was unsuccessful.

If our goals include being wealthy or starting a company, then we will be happier if we incorporate a giving element to our company or a charitable initiative that is so deeply embedded in the DNA fabric of the company you are going to create that you make the world a better place during your journey to success. I promise you



that this will make you a much happier and productive person in your personal pursuit of your passion.

Look at Bill Gates now versus when he ran Microsoft. God bless him and Melinda for eradicating diseases and poverty. Bill seems so much happier now than when he was running Microsoft.

Bill seems well rounded but there are so many people that work so hard to achieve their material dreams that they are such incredible failures as they are on their 3<sup>rd</sup> or 4<sup>th</sup> marriage and they can't remember the name of the private boarding school that they sent their kids away to so they can work on making even more money.

Do you know that 90% of the time that you will spend with your child is gone forever by the time they are 12 years old. A trillion dollars can't get you that time back.

In 2008 and 2009 when I was running my company I was stressed out as the world was literally within 24 hours of bank machines not working. I took a day off and went for a drive down the beautiful California coast to collect my thoughts. I stopped by Monterey and went for a walk. I saw this beautiful old church and I sat in the pew in the last row to think about my life.

A priest saw me and he asked if everything was all right. I said that I wanted to make as much money as possible so that I can provide my children with the best standard of living. He said something that changed me. He told me that in 50 years my children will look back upon their lives and they won't remember or care how much money we had. They will care about how good of a father I was and the fun times that we spent together.

Remember when you were younger and you laughed so hard until it hurt. Why don't we do that anymore when we get a bit older? Maybe because our perception of happiness was correct when we were younger as we lived for that moment only... instead of "only living" in the future when we accumulate money, which will again never love you back. When we were younger we laughed more often as we had nothing material to lose.

As you think about your goals in life, remember to smell the roses along the way and never make money your master.

**Quotes About Money:**

*“Where large sums of money are concerned, it is advisable to trust nobody.”*

– Agatha Christie

*“I don't view wealth as something that validates my intelligence.”*

– Steve Jobs

*“Anybody who thinks money will make you happy, hasn't got money.”*

– David Geffen

**Today's Exercise: Think about whether or not you are happier now that you have more material possessions than when you were younger. List 10 non material things that you are proud and happy that you accomplished in your life:**

1: \_\_\_\_\_

2: \_\_\_\_\_

3: \_\_\_\_\_

4: \_\_\_\_\_

5: \_\_\_\_\_

6: \_\_\_\_\_

7: \_\_\_\_\_

8: \_\_\_\_\_

9: \_\_\_\_\_

10: \_\_\_\_\_

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## DAY 20 & EXERCISE 20: LOVE YOUR ENEMIES

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This one is very hard. Quite often we waste a lot of time with hateful feelings that distract us, hurt our productivity, make us less happy and stress us out, which makes us unhealthy and we actually age in the process. Condition yourself never to be defensive, hurt or upset as unjustified criticism is a disguised complement.



It's tough to turn the other cheek or ignore these hateful negative feelings, but I promise you that you will be much happier and productive if you try. There is a line from an old U2 song, "don't let the bastards get you down." Maybe they win if they know they are getting to you. Either way, it's a really unhealthy use of our time.

The human body works better if we are not angry; it really is fascinating how our system rewards us for treating ourselves right. If we eliminate anger in our hearts, we will be more productive and happier. If watching the news angers you, don't watch it.

In the epic movie *The Godfather*, there is that line that states "keep your friends close and your enemies closer." I am not saying to be 2 faced, but don't let them get to you. Someone must love these people that are our perceived enemies – as hard as that is to comprehend, these people are loved.

This is where it gets really tough. Please bear with me on this one. Try to think of a few positive qualities that these people have to reverse the hate in your heart. Only then will you have true peace of mind.

I promise you the more successful you become, the more enemies you will have. Unjustified criticism is a disguised complement, so

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let them complement you by their unjust comments. Smile, move on, avoid them if you can and focus instead on stuff that will get you closer to your goals in life.

**Quotes About LOVE:**

*“Where there is love there is life.”*

– Mahatma Gandhi

*“You know you’re in love when you can’t fall asleep because reality is finally better than your dreams.”*

– Dr. Seuss

*“Who, being loved, is poor?”*

– Oscar Wilde

**Today’s Exercise: Think of 3 loving qualities of your [former] enemy has and, in the process, allow all hate in your heart to leave you forever. You will age much slower if you do this : ) ...let it all out of you forever and feel the peace of mind this provides you.**

1: \_\_\_\_\_

2: \_\_\_\_\_

3: \_\_\_\_\_

*“The only people with whom you should try to get even are those who have helped you.” -John E. Southar*

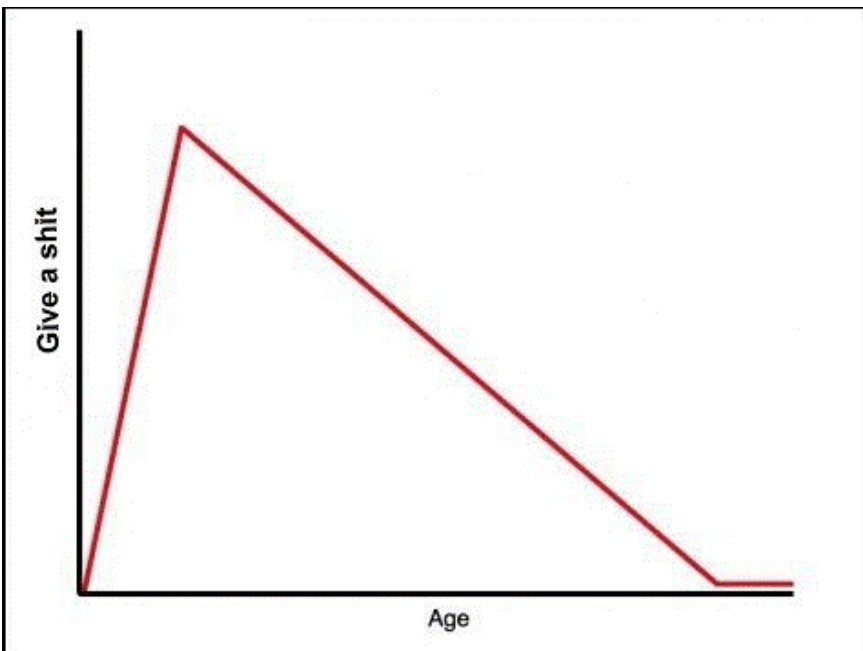
## DAY 21 & EXERCISE 21: BE CONFIDENT NOW

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Do you ever see someone that is older that is not confident? Not that often. Why is this the case? Also, do you ever see someone that is in incredible shape that is not confident? Rarely! It's amazing how the body rewards you for treating it well! Today I want to cover how we can destroy our insecurity and be much more productive and happy by not wasting time thinking about what other people think of us.

How? Well – I love this chart as it says so much (and it's funny too):

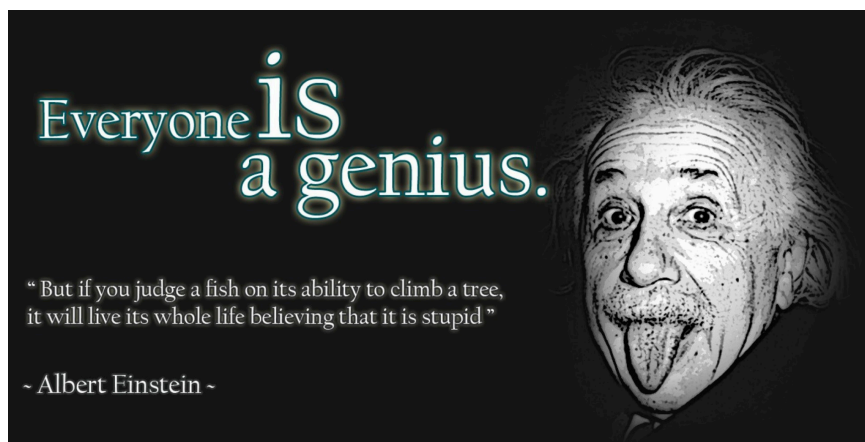


My 3 sons are all the way to the left and some of my older mentors are all the way to the right. I am almost there too as I'm getting older. I was at the peak of that chart probably when I was in my 20s. I cared about what other people thought about me too much – including my job, the brand of the company I worked at, the school I went to etc. I was much less happy then because I cared what others thought about me.

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The most successful people don't give a damn what people think about them. Here is a wonderful quote from Albert Einstein: "Everyone is a genius. But if you judge a fish by its ability to climb a tree, it will live its whole life believing that it is stupid."



All that should matter is what we think of ourselves. It's impossible to control what others think. They might hate you for being unsuccessful or they might hate you even more for being successful. You can't win! Actually you can. You can win by not giving a damn what other people think. Unjustified criticism is a disguised complement so bring it on as we don't care what they think anymore.

I don't have time to think about what people think about me. It takes me away from being productive, happy, healthy and spending quality time with my family. I was the guy that used to go on Facebook and post something and I thought wow I am getting a lot of likes...I now feel good about myself because other people approve! Many people go on Facebook and then they get depressed or a bit sad because everyone is only posting positive

things about themselves. Interesting eh! Well if it makes you less happy then stop doing it.

Bono from U2 in between songs at a concert asked the audience to stay quiet for a few minutes. He gave this passionate speech and said this: “Every time I clap my hands a person dies because of an awful illness.....clap....[pause for 3 seconds]....clap....[pause for 3 seconds]....clap [pause for 3 seconds].”

All of a sudden somebody in the audience yelled “Then stop clapping your fricking hands then!” There was lots of laughter after that heckle, including from Bono himself. We choose what we want to see, we choose how we want to interpret things. We can mute what we choose not to hear.

Your happiness and productivity goes up a lot if you don’t give a damn what others think (within reason of course.....don’t go streaking in the quad like Will Ferrell though...or maybe that’s something we do when we get even older!).

Your task for today is don’t give a darn what others think....you will feel more complete, happier and you can focus on thinking about how to increase your productivity and therefore your happiness. Again, I promise you that it’s only going to get worse as you become more successful and if it does, again remember that unjustified criticism is a disguised complement.



### **Quotes About Confidence:**

*“When you have confidence, you can have a lot of fun. And when you have fun, you can do amazing things.” – Joe Namath*

*“Concentration comes out of a combination of confidence and hunger.” – Arnold Palmer*

*“Confidence is the most important single factor in this game.”  
– Jack Nicklaus*

### **Today’s Exercise: I don’t give a damn.**

Think about how your goals in life change if you don’t care what people think about what you do in life. The worst thing we can ever do is live someone else’s life because we need to seek their approval. Depressing isn’t it. Parents often want their children to be doctors or lawyers. Only do it if you enjoy that stuff and not because you care what anyone else thinks. I thought about being a doctor or a lawyer and I met with doctors and lawyers and I thought I don’t want to be around sick people or people that lie.

All joking aside, being a doctor is a noble and respectable profession. I bet you know of at least one person who is a lawyer and hates their job. Their happiness peaked the day that they got accepted to law school. The exception here is if they are a civil rights lawyer, which is awesome.

So the exercise today is to think about how your long-term life goals might be different if you pursued them only for yourself instead of living someone else’s life. Focus on your own approval and your own peace of mind and your own happiness only and your confidence will be at an all time high.

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## DAY 22 & EXERCISE 22: DREAM MORE OFTEN

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Feel and experience your perfect life right now and every day from now on. What we think and dream we become. Studies have shown that athletes that close their eyes and imagine scoring a basket in basketball or scoring in other sports over and over again, achieve what they think.

Muhammad Ali was the best at this; he was so confident and awesome that he became what he believed. We need to think like elite athletes and condition our minds to expect and accomplish great things. I love to golf and when I lose even a little bit of confidence in my backswing, I more often than not, hit a bad shot. However, when I am confident and I imagine a great shot, then I score a better round. I don't focus on failure or what if I hit a bad shot. I only see a great shot happening.



Hitting a baseball that is thrown 60 feet 6 inches away from you and at 100 miles per hour that curves is so hard to hit. Cricket is even harder as the ball is allowed to bounce. The best baseball players are confident and they picture a successful hit before it takes place (it's not only about athletics). The late great Yogi Berra who was an incredible baseball player once said that "baseball is 90 per cent mental. The other half is physical."

For 5 minutes every day, relax and meditate and experience the euphoric feeling of what it would be like to accomplish everything you want to accomplish in life (and even more – set the bar higher). You can choose to do this at the gym when you are stretching before doing weights. The aforementioned process is somewhat

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similar to prayer where many people that pray are happy because when they pray they do 2 things: 1: they are grateful for what they have and 2: they think and dream about their goals and if they do this often enough and execute, they accomplish them.

Spending time thinking of our past near accomplishments or failures is a waste of time as the past has nothing at all to do with the future. Let's focus on what will be and not what was. What we think and dream we become. The only limits that we have are the limits that we set for ourselves.

**Quotes About Dreams:**

*"You have to dream before your dreams can come true."  
– A. P. J. Abdul Kalam*

*"When you cease to dream you cease to live."– Malcolm Forbes*

*"The biggest adventure you can take is to live the life of your dreams." – Oprah Winfrey*

**Today's Exercise: Meditate for 5 minutes and write down 3 incredible feelings that you would have/feel if you accomplished all of your dreams.**

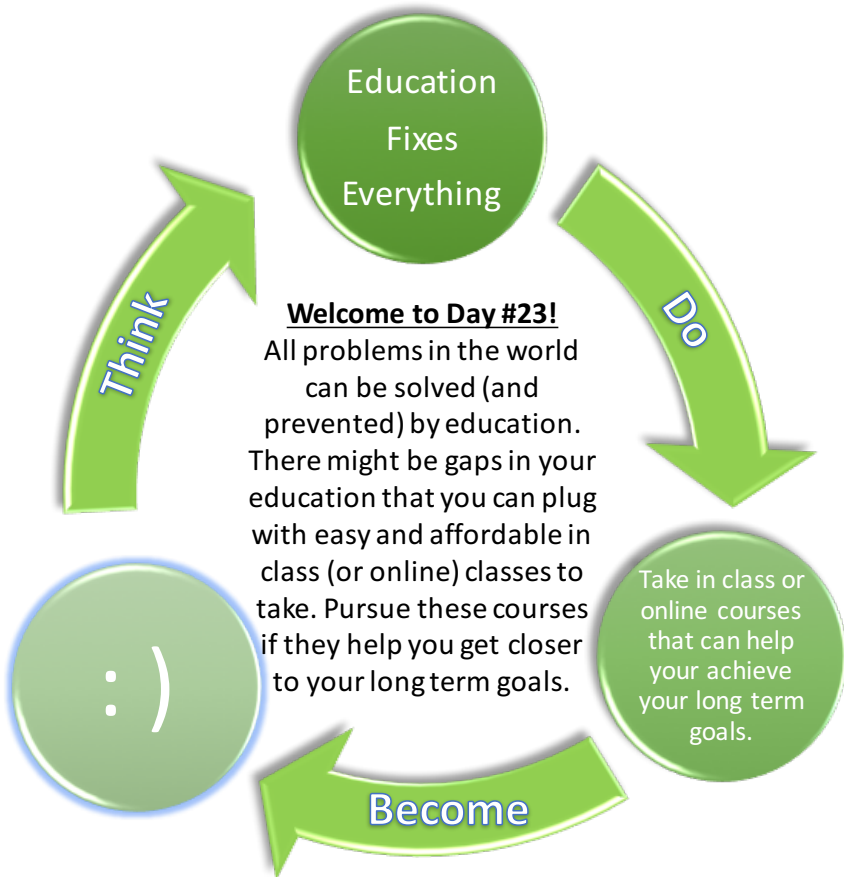
1: \_\_\_\_\_

2: \_\_\_\_\_

3: \_\_\_\_\_

## DAY 23 & EXERCISE 23: EDUCATION FIXES EVERYTHING

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I am a firm believer that every problem in the world can be fixed with education, which is why I am dedicating the rest of my life to this cause.

We have a much better chance of achieving our dreams and goals with more education. Would you be happier if you were a doctor? Is being a doctor your passion? Did you give up on your dreams of becoming a doctor earlier in life because you didn't think you would get into medical school? Do you know that your chances of getting into almost any university program rises a lot if you have been out of school for a long time? If that's your dream, follow through and apply today. Nobody is stopping you!

Do you hate your job? Do you wish you could change careers, but you think you are too old or too young or whatever excuse we might have that is limiting us from changing careers? Would you be happier if you worked in industry x? Do you think that you can't get a job in industry x because of a lack of education? If so, get that degree that will help you get into industry x. Do you need an MBA from Harvard to get into industry x? Probably not, but if so, then apply to Harvard Business School. If you get rejected, then apply again. I have a few friends that were like



pit bulls on a pork chop as they kept applying. Both of them had awful grades so they took a few night courses at a local university and submitted the grades from those classes in their applications. They both got in! Anyone can get in with persistence and the will to never give up. Keep trying; rinse lather repeat until you succeed.



I am not saying we need to go back to school in order to change careers or be happier or be more productive. The incredible thing about online education is that it is cheap and accessible to almost everyone on the planet! What is limiting your professional growth might be solved with education.

What is limiting your advancement in business or in life? Is it the ability to present to hundreds of people in public? Is it the ability to improve your business by using social media (which is confusing to most of us)? Is it the ability to understand accounting or the ability to learn how to stay relaxed and focused?

Think about the gaps in your understanding of subjects that, if addressed, can help you get to the next level in your career. Then use online education to plug that gap. I know it sounds simplistic, but you now have access to the same education online that anyone that went to Harvard Business School had. So instead of only focusing on going back to school, plug those gaps in your education by leveraging cheap online courses.

If you don't think you can follow through by doing courses online, then do them in person at a local university. Anyone can attend these in class courses. I took one recently at night at Stanford University and there were no prerequisites to take the course. Anyone can take them! Then you can put this on your LinkedIn profile, which I did. Anyone can do this.

The bottom line is that whatever gaps in your education that you think might be limiting your personal and professional growth can be addressed by taking in class or online classes. Please think about your gaps and take action to fill that educational gap today and enjoy the process.

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**Quotes About Education:**

*“Education is the most powerful weapon which you can use to change the world.”*

– Nelson Mandela

*“Education is the key to unlock the golden door of freedom.”*

– George Washington Carver

*“An investment in knowledge pays the best interest.”*

– Benjamin Franklin

**Today’s Exercise: Please think of 3 gaps in your education and how you can address the gaps by taking a few in class or online courses:**

1: \*Gap #1 is: \_\_\_\_\_ . I can fill this gap by taking the following course: \_\_\_\_\_ .

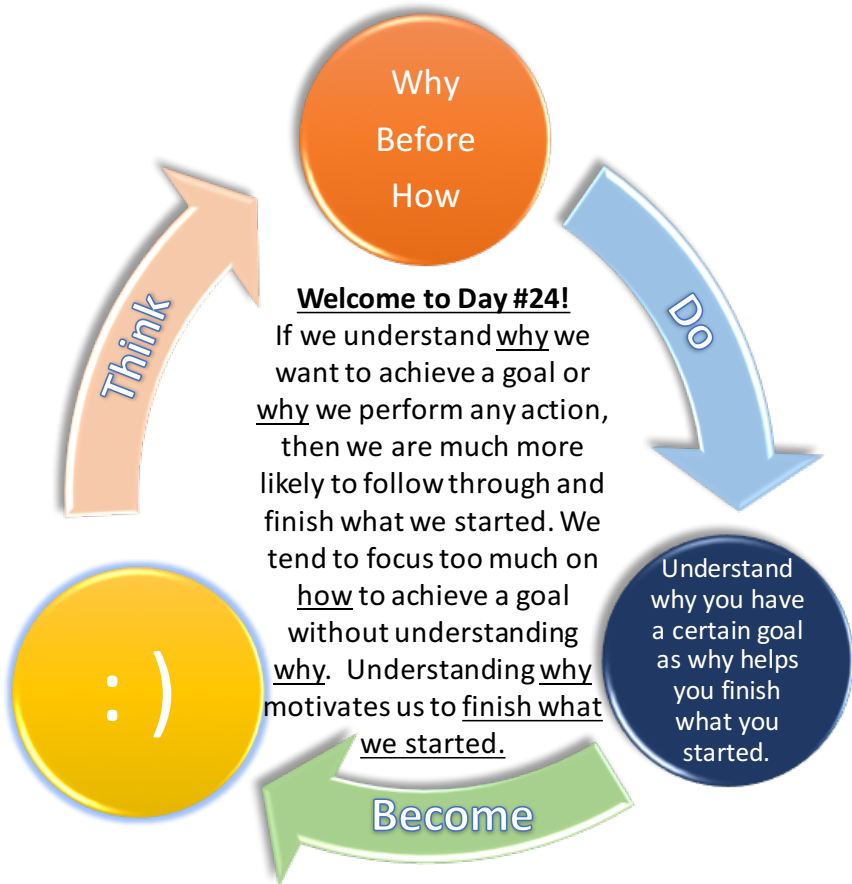
2: \*Gap #2 is: \_\_\_\_\_ . I can fill this gap by taking the following course: \_\_\_\_\_ .

3: \*Gap #3 is: \_\_\_\_\_ . I can fill this gap by taking the following course: \_\_\_\_\_ .

\* Please take action today.

## DAY 24 & EXERCISE 24: WHY BEFORE HOW

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If we understand **why** we want to achieve a goal or **why** we perform any action, then we are much more likely to follow through and finish what we started. We tend to focus too much on how to achieve a goal without understanding **why**. Understanding **why** motivates us to finish what we started.



### **Quotes About Why/Understanding Yourself:**

*“Know yourself to improve yourself.”* – Auguste Comte

*“I’ve come to believe that each of us has a personal calling that’s as unique as a fingerprint—and that the best way to succeed is to discover what you love and then find a way to offer it to others in the form of service, working hard, and also allowing the energy of the universe to lead you.”* – Oprah Winfrey

*“If you don’t like something, change it. If you can’t change it, change your attitude.”* – Maya Angelou

*“I always did something I was a little not ready to do. I think that’s how you grow. When there’s that moment of ‘Wow, I’m not really sure I can do this,’ and you push through those moments, that’s when you have a breakthrough.”*

– Marissa Mayer

*“You must do the thing you think you cannot do.”*

– Eleanor Roosevelt

If we understand **why** we do certain actions, then we are more likely to follow through and make them part of our daily routine!

**Today's Exercise:** Look at what you documented in exercises 1 through 23 during days 1 through 23. Then in the chart in this exercise, for all of the 23 days, please write down **why** you will be much more **productive** and **why** you will be much **happier** if you try to repeat each exercise daily (or as often as possible).

<p><b><u>Daily Exercise</u></b></p>	<p>Please write down <b>why</b> your chances of being more <b>productive</b> are higher if you repeat the exercises in Days 1-23 as often as you can from now on:</p>	<p>Please write down <b>why</b> your chances of being much <b>happier</b> are higher if you repeat the exercises in Days 1- 23 as often as you can from now on:</p>
<p><b><u>Day 1:</u></b></p> <p>Eliminate Those Distractions</p>		
<p><b><u>Day 2:</u></b></p> <p>Use Your Commute</p>		

<p><b><u>Daily Exercise</u></b></p>	<p>Please write down <b><u>why</u></b> your chances of being more <b><u>productive</u></b> are higher if you repeat the exercises in Days 1 to 23 as often as you can from now on:</p>	<p>Please write down <b><u>why</u></b> your chances of being much <b><u>happier</u></b> are higher if you repeat the exercises in Days 1 to 23 as often as you can from now on:</p>
<p><b><u>Day 3:</u></b></p> <p>Biohacks Increase Energy</p>		
<p><b><u>Day 4:</u></b></p> <p>Eliminate Your Worry</p>		
<p><b><u>Day 5:</u></b></p> <p>All You Need...</p>		

<p><b><u>Daily Exercise</u></b></p>	<p>Please write down <b><u>why</u></b> your chances of being more <b><u>productive</u></b> are higher if you repeat the exercises in Days 1-23 as often as you can from now on:</p>	<p>Please write down <b><u>why</u></b> your chances of being much <b><u>happier</u></b> are higher if you repeat the exercises in Days 1- 23 as often as you can from now on:</p>
<p><b><u>Day 6:</u></b></p> <p>Crisis Becomes Opportunity</p>		
<p><b><u>Day 7:</u></b></p> <p>Smile at Conflict</p>		
<p><b><u>Day 8:</u></b></p> <p>Random Kindness Act</p>		

<b><u>Daily Exercise</u></b>	Please write down <b><u>why</u></b> your chances of being more <b><u>productive</u></b> are higher if you repeat the exercises in Days 1-23 as often as you can from now on:	Please write down <b><u>why</u></b> your chances of being much <b><u>happier</u></b> are higher if you repeat the exercises in Days 1- 23 as often as you can from now on:
<b><u>Day 9:</u></b>  Change Your Mind		
<b><u>Day 10:</u></b>  Always Be Grateful		
<b><u>Day 11:</u></b>  Success is Giving		



<p><b><u>Daily Exercise</u></b></p>	<p>Please write down <b><u>why</u></b> your chances of being more <b><u>productive</u></b> are higher if you repeat the exercises in Days 1-23 as often as you can from now on:</p>	<p>Please write down <b><u>why</u></b> your chances of being much <b><u>happier</u></b> are higher if you repeat the exercises in Days 1- 23 as often as you can from now on:</p>
<p><b><u>Day 12:</u></b></p> <p>Ask &amp; Receive</p>		
<p><b><u>Day 13:</u></b></p> <p>Eliminate that 'D.O.C.'</p>		
<p><b><u>Day 14:</u></b></p> <p>Love Your Heart</p>		

<p><b><u>Daily Exercise</u></b></p>	<p>Please write down <b><u>why</u></b> your chances of being more <b><u>productive</u></b> are higher if you repeat the exercises in Days 1-23 as often as you can from now on:</p>	<p>Please write down <b><u>why</u></b> your chances of being much <b><u>happier</u></b> are higher if you repeat the exercises in Days 1- 23 as often as you can from now on:</p>
<p><b><u>Day 15:</u></b></p> <p>Koufax is Correct</p>		
<p><b><u>Day 16:</u></b></p> <p>Get Better Friends</p>		
<p><b><u>Day 17:</u></b></p> <p>Relax &amp; Meditate</p>		

<p><b><u>Daily Exercise</u></b></p>	<p>Please write down <b><u>why</u></b> your chances of being more <b><u>productive</u></b> are higher if you repeat the exercises in Days 1-23 as often as you can from now on:</p>	<p>Please write down <b><u>why</u></b> your chances of being much <b><u>happier</u></b> are higher if you repeat the exercises in Days 1- 23 as often as you can from now on:</p>
<p><b><u>Day 18:</u></b></p> <p>Find Your Passion</p>		
<p><b><u>Day 19:</u></b></p> <p>Eliminate Wrong Idols</p>		
<p><b><u>Day 20:</u></b></p> <p>Love Your Enemies</p>		

<p><b><u>Daily Exercise</u></b></p>	<p>Please write down <b><u>why</u></b> your chances of being more <b><u>productive</u></b> are higher if you repeat the exercises in Days 1-23 as often as you can from now on:</p>	<p>Please write down <b><u>why</u></b> your chances of being much <b><u>happier</u></b> are higher if you repeat the exercises in Days 1- 23 as often as you can from now on:</p>
<p><b><u>Day 21:</u></b></p> <p>Be Confident Now</p>		
<p><b><u>Day 22:</u></b></p> <p>Dream More Often</p>		
<p><b><u>Day 23:</u></b></p> <p>Education Fixes Everything</p>		

## DAY 25 & EXERCISE 25: TAKING ACTION NOW

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Understanding [how](#) to achieve a goal or complete an exercise motivates us to not only finish what we started, but to never ever ever give up on achieving this goal. If a goal seems too difficult to achieve, then break it up into smaller manageable milestones.



### **Quotes About Taking Action Now:**

*“You don’t have to be great to start, but you have to start to be great.”*

– Zig Ziglar

*“Take decisive action and your fear won’t matter. Take that decisive action enough times and your fear won’t exist any more.”*

– Dusan Djukich

*“Even if you’re on the right track, you’ll get run over if you just sit there.”*

– Will Rogers

*“Do you want to know who you are? Don’t ask. Act! Action will delineate and define you.”*

– Thomas Jefferson

*“Action is the foundational key to all success.” – Pablo Picasso*

If we understand **how** to do certain actions, then we are more likely to follow through and make them part of our daily routine!

**Today's Exercise:** For all of the exercises in Days 1 to 23, in the table below, please write down Yes or No to the question: "Did you complete this exercise today." If your answer is no, then please right down in the right hand column **how** you are going to follow through and complete each exercise daily.

<b><u>Daily Exercise</u></b>	<b>Did you complete this exercise today? Please write Yes or No.</b>	<b>If you wrote <b>no</b>, then please write down <b>how</b> you are going to follow through on completing each exercise by taking action right now.</b>
<b><u>Day 1:</u></b>  Eliminate Those Distractions		
<b><u>Day 2:</u></b>  Use Your Commute		

<u>Daily Exercise</u>	Did you complete this exercise today? Please write Yes or No.	If you wrote <b>no</b> , then please write down <b>how</b> you are going to follow through on completing each exercise by taking action right now.
<b><u>Day 3:</u></b>  Biohacks Increase Energy		
<b><u>Day 4:</u></b>  Eliminate Your Worry		
<b><u>Day 5:</u></b>  All You Need...		



<p><b><u>Daily Exercise</u></b></p>	<p><b>Did you complete this exercise today? Please write Yes or No.</b></p>	<p><b>If you wrote <u>no</u>, then please write down <u>how</u> you are going to follow through on completing each exercise by taking action right now.</b></p>
<p><b><u>Day 6:</u></b></p> <p>Crisis Becomes Opportunity</p>		
<p><b><u>Day 7:</u></b></p> <p>Smile at Conflict</p>		
<p><b><u>Day 8:</u></b></p> <p>Random Kindness Act</p>		

<u>Daily Exercise</u>	Did you complete this exercise today? Please write Yes or No.	If you wrote <b>no</b> , then please write down <b>how</b> you are going to follow through on completing each exercise by taking action right now.
<b><u>Day 9:</u></b>  Change Your Mind		
<b><u>Day 10:</u></b>  Always Be Grateful		
<b><u>Day 11:</u></b>  Success is Giving		

<p><b><u>Daily Exercise</u></b></p>	<p><b>Did you complete this exercise today? Please write Yes or No.</b></p>	<p><b>If you wrote <u>no</u>, then please write down <u>how</u> you are going to follow through on completing each exercise by taking action right now.</b></p>
<p><b><u>Day 12:</u></b></p> <p>Ask &amp; Receive</p>		
<p><b><u>Day 13:</u></b></p> <p>Eliminate that 'D.O.C.'</p>		
<p><b><u>Day 14:</u></b></p> <p>Love Your Heart</p>		

<b><u>Daily Exercise</u></b>	<b>Did you complete this exercise today? Please write Yes or No.</b>	<b>If you wrote <u>no</u>, then please write down <u>how</u> you are going to follow through on completing each exercise by taking action right now.</b>
<b><u>Day 15:</u></b>  Koufax is Correct		
<b><u>Day 16:</u></b>  Get Better Friends		
<b><u>Day 17:</u></b>  Relax & Meditate		

<p><b><u>Daily Exercise</u></b></p>	<p><b>Did you complete this exercise today? Please write Yes or No.</b></p>	<p><b>If you wrote <u>no</u>, then please write down <u>how</u> you are going to follow through on completing each exercise by taking action right now.</b></p>
<p><b><u>Day 18:</u></b></p> <p>Find Your Passion</p>		
<p><b><u>Day 19:</u></b></p> <p>Eliminate Wrong Idols</p>		
<p><b><u>Day 20:</u></b></p> <p>Love Your Enemies</p>		

<u>Daily Exercise</u>	Did you complete this exercise today? Please write Yes or No.	If you wrote <b>no</b> , then please write down <b>how</b> you are going to follow through on completing each exercise by taking action right now.
<u>Day 21:</u>  Be Confident Now		
<u>Day 22:</u>  Dream More Often		
<u>Day 23:</u>  Education Fixes Everything		

# **PART 5:** **CHANGING** **YOUR BLUEPRINT**

*“I know where I'm going and I know the truth,  
and I don't have to be what you want me to be.  
I'm free to be what I want.”*

- Muhammad Ali

## DAY 26 & EXERCISE 26: BECOME YOUR GOALS

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The best state of mind to be in when we set our goals is to be so frustrated with the state of our lives now that we want to make a change right now because...

## **Frustration leads to breakthrough**

This exercise is incredibly ambitious and I want you to please follow through and complete it. Why? Because many of the previous exercises made you feel more productive or happier today, but this next exercise is guaranteed to make you more productive and happier every day for the next 10 years and then the rest of your life. I am not kidding and it will cost you nothing!

Please follow through and complete these last 5 exercises in this course; I am begging you to please complete them as your life will never be the same once you complete the exercises over the next 5 days – I promise you.

I hope you're fired up to do this!!!! Buckle your seat belt because you are going to love **"You 2.0!"**

**Please** don't be conservative with this exercise.

Many of my students and executives that I train with this exercise find that it really helps them to understand what their passion is in life and quite often it results in them even changing careers. If you write down your goals, the likelihood that you will achieve them increases materially, so please take your time with this and really enjoy the exercise.

Please also review what you wrote in the exercises for Days 1 through 23 before completing this exercise as it will help you to identify and crystalize your goals.

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I want you to think **big**, and then please think **much bigger** than you ever have before as you (yes you and you only) set your own limits in life. Now with that in mind, I want you to write down 100, that's right, 100 10-year goals (goals you want to achieve within 10 years).

**In this list of 100 goals, I want you to write down:**

**1: Your 10-year work or professional goals.** (Work goals you want to achieve within 10 years).

**2: Your 10-year education goals.** (Education goals you want to achieve within 10 years).

**3: Your 10 year personal goals.** i.e., charities you will start to make the world a better place, happiness goals, spiritual goals, gold medals you will win, Nobel prizes you will receive etc. (Personal/Other goals you want to achieve within 10 years).

I put some inspirational quotes for you every few goals in order to give you more energy; this will help you with the **UNSTOPPABLE MOMENTUM** you're going to have in completing this life-altering exercise.

What I usually do when I do goal-setting exercises is I go for a long walk by myself and write down my goals, so why don't you do that? Go for a walk if you want to and enjoy this exercise.

Grab a park bench, sit down and buy a coffee at Starbucks, or wherever you go, and really take your time with this and do some soul-searching and enjoy it! Take as much time as you need to in writing down these goals and have fun doing this!

**Quotes About Goals:**

*“Accept the challenges so that you can feel the exhilaration of victory.” – George S. Patton*

*“If you set your goals ridiculously high and it's a failure, you will fail above everyone else's success.” – James Cameron*

**Today's Exercise:**

You can download the PDF and/or the Microsoft Word versions of this goal setting workshop at this address:

[www.HarounVentures.com/30-day-challenge](http://www.HarounVentures.com/30-day-challenge)

**100 GOALS..YOU IN 10  
YEARS..UNSTOPPABLE..LIMITS**

**The most brilliant entrepreneurs like Steve Jobs would go on long walks to soul search and think of business ideas. Consider going on a long walk while you complete this exercise:**

Please leave the square boxes on the right side blank for now. Enter your goals in the rectangle box to the left of the squares thanks!

1:	
2:	

*"Once you realize that everything around you was created by people that are no smarter than you, you'll never be the same" -Steve Jobs*

3:	
4:	

*"The secret of getting ahead is getting started." -Mark Twain*

5:	
6:	

*"It always seems impossible until its done." -Nelson Mandela*

7:	
8:	

*"Your time is limited, so don't waste it living someone else's life." - Steve Jobs*

9:	
10:	

*"I'd rather attempt to do something great and fail than to attempt to do nothing and succeed."-Robert H. Schuller*

11:	
12:	

*"Opportunity does not knock, it presents itself when you beat down the door." -Kyle Chandler*

13:	
-----	--

14:	
-----	--

*"Everything you can imagine is real." -Pablo Picasso*

15:	
16:	

*"Someone is sitting in the shade today because someone planted a tree a long time ago." -Warren Buffett*

*"Someday is not a day of the week." -Denise Brennan-Nelson*

17:	
18:	

19:	
-----	--

*"Don't count the days, make the days count." -Muhammad Ali*

20:	
21:	

*"In the middle of every difficulty lies opportunity." -Albert Einstein*

22:	
23:	

*"Accept the challenges so that you can feel the exhilaration of victory." -George S. Patton*

24:	
25:	

*"The best way to predict the future is to invent it." -Alan Kay*

26:	
27:	

*"You can never quit. Winners never quit, and quitters never win." - Ted Turner*

28:	
29:	

---



***“Big shots are only little shots who keep shooting.”  
- Christopher Morley***

30:	
31:	

***“Well done is better than well said.” -Benjamin Franklin***

32:	
33:	

***“Only I can change my life. No one can do it for me.”  
- Carol Burnett***

34:	
-----	--

35:	
-----	--

*"You can't wait for inspiration. You have to go after it with a club."*  
-Jack London

*"The purpose of our lives is to be happy."* -Dalai Lama

36:	
37:	

*"Perseverance is failing 19 times and succeeding the 20th."*  
-Julie Andrews

38:	
39:	

*"Failure is another steppingstone to greatness." -Oprah Winfrey*

40:	
41:	

*"Don't let the fear of striking out hold you back." -Babe Ruth*

42:	
43:	

*"If you don't like how things are, change it! You're not a tree."  
-Jim Rohn*

44:	
45:	

---

*"The more things you do, the more you can do." -Lucille Ball*

46:	
47:	

*"You miss 100% of the shots you don't take." -Wayne Gretzky*

48:	
49:	

*"We must accept finite disappointment, but never lose infinite hope."  
-Martin Luther King, Jr.*

---

50:	
51:	

*"If you don't ask, you don't get." - Stevie Wonder*

52:	
53:	

*"Your imagination is your preview of life's coming attractions." - Albert Einstein*

54:	
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55:	
-----	--

*“What keeps me going is goals.” -Muhammad Ali*

56:	
57:	

*“I can accept failure, everyone fails at something. But I can't accept not trying.” -Michael Jordan*

58:	
59:	

*“ You must expect great things of yourself before you can do them.”  
-Michael Jordan*


60:	
61:	

*"The more you dream, the farther you get." -Michael Phelps*

62:	
63:	

*"Happiness is when what you think, what you say, and what you do are in harmony."  
-Mahatma Gandhi*

*We must change the lens by which we see the world*



---

*The more I want to get something done, the less I call it work.” -  
Richard Bach*

64:	
65:	

*“The mind is everything. What you think you become.” -Buddha*

66:	
67:	

*“It does not matter how slowly you go, so long as you do not stop.”  
-Confucius*

68:	
-----	--



69:	
-----	--

*"If you want to be happy, set a goal that commands your thoughts, liberates your energy, and inspires your hopes." -Andrew Carnegie*

70:	
71:	

*"We may encounter many defeats but we must not be defeated." -  
Maya Angelou*

72:	
73:	

*"The two most important days in your life are the day you are born and the day you find out why." -Mark Twain*

---

74:	
75:	

*“Your work is going to fill a large part of your life, and the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do. If you haven’t found it yet, keep looking. Don’t settle. As with all matters of the heart, you’ll know when you find it.” - Steve Jobs*

76:	
77:	

*“Two roads diverged in a wood, and I — I took the one less traveled by. And that has made all the difference.” -Robert Frost (from his poem “The Road Not Taken”)*

78:	
79:	

*"The journey of a thousand miles begins with one step." -Lao Tzu*

*"Dream big and dare to fail." -Norman Vaughan*

80:	
81:	

*"Tough times never last, but tough people do." -Dr. Robert Schuller*

82:	
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83:	
-----	--

*“There is only one success: to be able to spend your life in your own way.” -Christopher Morley*

84:	
85:	

*“The power of imagination makes us infinite.” -John Muir*

86:	
87:	

*“Believe and act as if it were impossible to fail.” -Charles Kettering*

88:	
89:	

**"Every strike brings me closer to the next home run." -Babe Ruth**

**"The biggest risk is not taking any risk... In a world that's changing really quickly, the only strategy that is guaranteed to fail is not taking risks." - Mark Zuckerberg**

90:	
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91:	
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*"Believe you can and you're halfway there." -Theodore Roosevelt*

92:	
-----	--

*"Never let your memories be greater than your dreams."  
-Doug Ivester*

93:	
-----	--

*"If something is important enough, even if the odds are against you,  
you should still do it. -Elon Musk*

94:	
-----	--

*"It wasn't raining when Noah built the ark." -Howard Ruff*

95:	
-----	--

***"Don't wait. The time will never be just right." -Napoleon Hill***

96:	
-----	--

***"It's not whether you get knocked down, it's whether you get up."  
-Vince Lombardi***

***"Try not. Do, or do not. There is no try." -Yoda***

97:	
-----	--

***"Everything you've ever wanted is on the other side of fear." -  
George Addair***

98:	
-----	--

**"If you aren't going all the way, why go at all?" -Joe Namath**

99:	
-----	--

***"A year from now you may wish you had started today."***  
**-Karen Lamb**

100:	
------	--

***"Change your thoughts and you change your world."***  
**-Norman Vincent Peale**

Let's do one more to make it 101!

***"It is never too late to be what you might have been."***  
**-George Eliot**

101:	
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**Good job!!!!**  
**I hope you feel inspired and empowered!**  
**This is just the beginning!**



## DAY 27 & EXERCISE 27: CATEGORIZING YOUR GOALS

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### Today's Exercise:

Alright, I hope you're fired up! Today's exercise is very simple. We will categorize our goals that we documented in the previous exercise, which was on Day 26. Recall that there is a square box to the right of all 101 goals that we wrote down in the previous exercise. Please fill in all of those 101 square boxes as either Work Goals, Education Goals or Personal/Other Goals. Per the letters below, please just write **W**, **E** or **P/O** in the squares on the right side of all 101 goals that you documented in the exercise for Day 26. Thanks!



**W** (for **W**ork Goal)

**E** (for **E**ducation Goal)

**P/O** (for **P**ersonal/**O**ther Goal)

## DAY 28 & EXERCISE 28: PRIORITIZING YOUR GOALS

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### Today's Exercise:

Today's exercise is to categorize our top 5 goals for each of the 3 categories from the previous exercise. This means we will take our top 5 Work Goals, our top 5 Experience Goals and our top 5 Personal/Other Goals.



We will also document when we expect to achieve these goals. Why do we do this? Because people give up on literally 90%+ of their New Years resolutions before the end of January every single year! If people documented not just what their goals are, but by when they will accomplish them, then their chances of achieving their goals increases big time.

In order to complete this exercise, please fill in the blanks below:

**My top 5 Work Goals and when I will achieve them by (in order of importance to me) are:**

My #1 Work Goal is: \_\_\_\_\_.

I will achieve this goal by (MM/DD/YY): \_\_\_\_\_.

---

My #2 Work Goal is: \_\_\_\_\_.

I will achieve this goal by (MM/DD/YY): \_\_\_\_\_.

My #3 Work Goal is: \_\_\_\_\_.

I will achieve this goal by (MM/DD/YY): \_\_\_\_\_.

My #4 Work Goal is: \_\_\_\_\_.

I will achieve this goal by (MM/DD/YY): \_\_\_\_\_.

My #5 Work Goal is: \_\_\_\_\_.

I will achieve this goal by (MM/DD/YY): \_\_\_\_\_.

**My top 5 Education Goals and when I will achieve them by (in order of importance to me) are:**

My #1 Education Goal is: \_\_\_\_\_.

I will achieve this goal by (MM/DD/YY): \_\_\_\_\_.

My #2 Education Goal is: \_\_\_\_\_.

I will achieve this goal by (MM/DD/YY): \_\_\_\_\_.

My #3 Education Goal is: \_\_\_\_\_.

I will achieve this goal by (MM/DD/YY): \_\_\_\_\_.

My #4 Education Goal is: \_\_\_\_\_.

I will achieve this goal by (MM/DD/YY): \_\_\_\_\_.

My #5 Education Goal is: \_\_\_\_\_.

I will achieve this goal by (MM/DD/YY): \_\_\_\_\_.

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**My top 5 Personal/Other Goals and when I will achieve them by (in order of importance to me) are:**

My #1 Personal/Other Goal is: \_\_\_\_\_.

I will achieve this goal by (MM/DD/YY): \_\_\_\_\_.

My 2 Personal/Other Goal is: \_\_\_\_\_.

I will achieve this goal by (MM/DD/YY): \_\_\_\_\_.

My #3 Personal/Other Goal is: \_\_\_\_\_.

I will achieve this goal by (MM/DD/YY): \_\_\_\_\_.

My #4 Personal/Other Goal is: \_\_\_\_\_.

I will achieve this goal by (MM/DD/YY): \_\_\_\_\_.

My #5 Personal/Other Goal is: \_\_\_\_\_.

I will achieve this goal by (MM/DD/YY): \_\_\_\_\_.

Of all 15 of the goals you just listed, what is the most important goal for you to achieve within 10 years? We will call this your **“North Star Goal.”**

**My North Star Goal is:** \_\_\_\_\_

I will achieve this goal by (MM/DD/YY): \_\_\_\_\_.

## DAY 29 & EXERCISE 29: SUCCESS BLUEPRINT STRATEGY

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Imagine how much more productive we can be if we add more structure or long term planning to our lives? Today we will discuss creating a life altering schedule for every week day of what you will accomplish so that you are more balanced, more productive, happier and more in control of your life.



No day is complete without getting a bit closer to your goals.

Do you want to increase how productive you are every day by several hundred percent? You will find that your productivity and happiness will materially increase if you schedule friend or family time, exercise, meditation and spiritual time, in addition to work time. The busier you are, the more you accomplish.

There is a saying that if you want to get something done, give it to a busy person. You and I both know well how unproductive we can be when we are not busy or when we feel disorganized.

I will show you a daily schedule to complete that will change everything for you (in a good way of course).

This next image is the PDF and PowerPoint template that you can complete daily by hand. I recommend only completing it daily by hand as there are fewer distractions this way and because you really reinforce and you can really focus on your goals if you quickly write them down by hand, otherwise your goals can become a forgotten or overlooked calendar or email or to do item.

<b>⚽ DAILY ACHIEVEMENT BLUEPRINT ⚽</b>		DAY # : _____ DATE: _____
My North Star Goal is _____, which will be accomplished by _____.		
<p style="text-align: center;"><b>5 Work Goals</b></p> <p style="text-align: center;">(Insert MM/YY Deadline in Brackets):</p> <p>1: _____</p> <p>2: _____</p> <p>3: _____</p> <p>4: _____</p> <p>5: _____</p>	<p style="text-align: center;"><b>5 Education Goals</b></p> <p style="text-align: center;">(Insert MM/YY Deadline in Brackets):</p> <p>1: _____</p> <p>2: _____</p> <p>3: _____</p> <p>4: _____</p> <p>5: _____</p>	<p style="text-align: center;"><b>5 Personal/Other Goals</b></p> <p style="text-align: center;">(Insert MM/YY Deadline in Brackets):</p> <p>1: _____</p> <p>2: _____</p> <p>3: _____</p> <p>4: _____</p> <p>5: _____</p>
<b>TODAY'S ACCOMPLISHMENTS WILL BE THE FOLLOWING:</b>		
(Please also include time for exercise/nutrition, family/friends, mentoring/giving, spiritual (optional) and <u>you</u> time.)		
<p>5:00 AM: _____</p> <p>6:00 AM: _____</p> <p>7:00 AM: _____</p> <p>8:00 AM: _____</p> <p>9:00 AM: _____</p> <p>10:00 AM: _____</p> <p>11:00 AM: _____</p> <p>12:00 PM: _____</p> <p>1:00 PM: _____</p> <p>2:00 PM: _____</p> <p>3:00 PM: _____</p> <p>4:00 PM: _____</p> <p>5:00 PM: _____</p> <p>6:00 PM: _____</p> <p>7:00 PM: _____</p> <p>8:00 PM: _____</p> <p>9:00 PM: _____</p> <p>10:00 PM: _____</p>	<p>5:30 AM: _____</p> <p>6:30 AM: _____</p> <p>7:30 AM: _____</p> <p>8:30 AM: _____</p> <p>9:30 AM: _____</p> <p>10:30 AM: _____</p> <p>11:30 AM: _____</p> <p>12:30 PM: _____</p> <p>1:30 PM: _____</p> <p>2:30 PM: _____</p> <p>3:30 PM: _____</p> <p>4:30 PM: _____</p> <p>5:30 PM: _____</p> <p>6:30 PM: _____</p> <p>7:30 PM: _____</p> <p>8:30 PM: _____</p> <p>9:30 PM: _____</p> <p>10:30 PM: _____</p>	
<p><b>DID YOU MAKE TIME FOR:</b> FAMILY <input type="checkbox"/> ❤️ EXERCISE &amp; NUTRITION <input type="checkbox"/> ❤️ 7+ HOURS OF SLEEP <input type="checkbox"/> ❤️ YOU: <input type="checkbox"/></p>		
<b>TODAY'S ACCOMPLISHMENT SCORE OUT OF 100% IS: _____</b>		

You can download the PDF and/or the PowerPoint versions of this 1 page Daily Achievement Blueprint at this address: [www.HarounVentures.com/30-day-challenge](http://www.HarounVentures.com/30-day-challenge)

I promise you that you will be more balanced, happy and productive than you have ever been in the past if you complete this daily printed out schedule. I only recommend completing it during the week. Give yourself a break on the weekends.

Also, please score yourself out of 100% at the bottom of the printed out schedule. You can decide how to score yourself. For me, I deduct 10% if my diet wasn't great, 10% if I didn't get enough sleep, 10% if I didn't exercise, 10% if I didn't spend enough quality time with my family and 10% if I didn't get closer to one of my goals. In this case I would only get a 60% score for that example on that day. I have other criteria that I personally judge myself on, but please decide for yourself how you want to score yourself. This is an amazing personal improvement/optimizing exercise.

I complete the aforementioned 1-page schedule print out at nights right before I go to bed. It takes me about 5 minutes to complete and it saves me hours of time, money etc and makes me way more productive and happier every single day (i.e., by scheduling time to exercise etc).

If you want to change the template structure a bit, then please download the PowerPoint version of this document and then save it as a PDF before printing it. If you want to start using the document as is, then please just download the PDF version.

Lastly, near the top of the schedule, you will see the "North Star" goal, which is your most important goal.

I hope you enjoy the process of completing this schedule and I hope it helps you be even more balanced, productive, happier and gets you closer to accomplishing your goals. Thanks



## **DAY 30 & EXERCISE 30: UNLIMITED PRODUCTIVITY BREAKTHROUGH!**

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Although it is great to have long term goals, short term daily accomplishment goals can be just as satisfying. Most short term goals that we don't achieve are because we "chose" to get distracted. What do I mean by this?

Let's discuss a hypothetical situation. If told myself that I would use my large television screen as my computer monitor except I can only do work in the small picture in picture window in the bottom right hand corner, I would scratch my head and think... "how can I be productive?"

Let's add to this by saying that in the bottom left hand corner of that same large TV screen is another larger picture in picture screen that all of my friends can access to say hi to me or share updates on what they are doing any time they want to.

Then in the top left hand corner is an even larger picture in picture screen with incredible video games and music videos.

Then in the top right hand corner is an even larger picture in picture with funny pictures my friends send to me whenever they want to.

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We are not done yet! There are speakers on the left and right side of the screen that play music from your favorite musician.

Then on the top and the bottom of the screen are louder speakers that alert you every time anyone or any company wants to send you a loud alert.

**But wait there's more!** The entire large screen you are looking at is [hypothetically] going to be inside a beautiful awe inspiring virtual reality world in the next few years. There are 50 other small Bose speakers all over the place in this virtual reality world that represent 50 different types of Siri voices that will audibly answer every question you have in different ways.

Wow – my brain is full! This is what life can become like if we don't eliminate these distractions. I am quickly revisiting what we covered on day 1 in this course for an important reason as it's a great way to end this course (please bear with me).

How can we achieve anything daily with all of these distractions (it will only get worse in the years ahead). My humble and simplistic solution works incredibly well. My humble and simple solution will help you accomplish much more each day (and increase your happiness).

We are going to materially increase your daily productivity and happiness by using a simple technique that does not involve you staring at a screen at all (NO DISTRACTIONS)! Here is what we will do.

**Step 1:** Print out 20 copies of the 1 page PDF daily achievement blueprint schedule that we discussed in the previous exercise (you

can download it at <http://harouneducationventures.com/30-day-challenge> )

**Step 2:** Go to Amazon.com and order these 2 items [...hold on....no joke – I went to Amazon just now and I got sidetracked by a commercial for a new Amazon video show that looks awesome coming out soon...then I went to Wikipedia because I was curious if Home Alone 2 made more money than Home Alone 1].



Ok Haroun is back now [there goes 10 minutes of my life I will never get back].....let's start Step 2 over:

**Step 2:** Go to Amazon and order these 2 items (a clip board stand and a clipboard...here are the links to the ones I ordered: clipboard and clipboard stand):

**Delivered Monday**

Your package was left in the mailbox.



[Acrimet Pocket File Vertical Exhibitor \(Crystal Color\)](#)

Sold by: [Easy 2 Buy Distributors LLC](#)

**\$11.90**

Buy it Again



[Sparco SPR01866 Transparent Plastic Clipboard, Flat Clip, 9X12x7/64, Neon Orange](#)

Sold by: [BestSource OfficeSupplies](#)

**\$5.82**

Buy it Again

**Step 3:** Put the clipboard in the clipboard stand and put it by your sink where you brush your teeth so that you always see it right before you go to bed.

**Step 4:** Put the 20 printed out copies (for this month as all months have 20 working days) that you printed out and put all 20 copies behind the orange clipboard in the clipboard holder.

**Step 5: Put tomorrow's 1 page printed out schedule on the orange clipboard and complete that one-page schedule every week night before you go to bed** (for Monday's schedule you can choose to complete it Sunday night....or early Monday morning if you are strict about not working at all on Sunday). Each night when you complete this one pager by hand, you might have to repeat writing down the same goals, but that's a good thing because it keeps you on track. Also make sure to have health, spiritual (optional), family and customer service goals here too and grade yourself at the end of the day at the bottom of the 1-page printout.

**Today's [Final] Exercise: For the next month, year and decade, before going to bed, please complete the 1-page schedule by hand of what you will accomplish tomorrow.** It only takes a few minutes and I strongly recommend never completing this schedule on your smart phone or computer as there are too many distractions and I want us to be 1000% laser focused on our schedule and repeat the process of writing our daily, 5 year, 10 year etc goals on this one-page printout so that we keep reinforcing what our long term life strategies are.

### **Quotes About Productivity, Focus, Confidence and Persistence:**

*“Start by doing what’s necessary; then do what’s possible; and suddenly you are doing the impossible.”*

– Francis of Assisi

*“The way to get started is to quit talking and begin doing.”*

– Walt Disney

*“Infinite striving to be the best is our duty; It is its own reward. Everything else is in God’s hands.” – Mahatma Gandhi*

*“It’s not that I’m so smart, it’s just that I stay with problems longer.” – Albert Einstein*

*“Believe in yourself! Have faith in your abilities! Without a humble but reasonable confidence in your own powers you cannot be successful or happy.” – Norman Vincent Peale*

*“He who is not courageous enough to take risks will accomplish nothing in life.” – Muhammad Ali*

*“Plans are nothing; planning is everything.” – Dwight Eisenhower*

*“There are risks and costs to action. But they are far less than the long range risks of comfortable inaction.” – John F. Kennedy*

*“Tomorrow is the most important thing in life. Comes into us at midnight very clean. It’s perfect when it arrives and it puts itself in our hands. It hopes we’ve learned something from yesterday.”*

– John Wayne

***“Don’t expect to accomplish your dreams if you’re not willing to help others accomplish theirs.”***

– [www.lemofoundation.org](http://www.lemofoundation.org)

Thanks : ) C.H.



## ABOUT CHRIS HAROUN

CHRIS HAROUN is also the author of the book "*101 Crucial Lessons They Don't Teach You in Business School*," which Business Insider wrote is "the most popular book of 2016 according to Business Insider readers." In 2015 Forbes called this book "1 of 6 books that all entrepreneurs must read right now." Chris also teaches many business and self development courses online at Udemy.com and Amazon.com.

**CHRIS** is also the founder and CEO of Haroun Education Ventures, which has 3 areas of focus: 1: Edtech Venture Capital, 2: Education Charities and 3: Education Online Business & Self Development Courses. In addition he is an award winning business school professor, MBA graduate from Columbia University and former Goldman Sachs employee. He has raised/managed over \$1bn in his career.

**CHRIS** is passionate about educational charities and he is on the board of directors of several tech companies and The LemoFoundation, which offers scholarships and mentoring to East Palo Alto students where the high school graduation rate is only 40%. He is also on the board of Providing Opportunities for Women (P.O.W.) which was founded by a few of his business school students.

He also has work experience at hedge fund giant Citadel, consulting firm Accenture & several firms that he has started, including an investment firm that had a venture capital investment in Facebook several years before the Facebook IPO.

He is a frequent lecturer at several Bay Area business schools including Berkeley, Stanford, The Hult International School of Business and San Francisco State University. Chris also has an undergraduate degree with a major in Management Information Systems and International Business from McGill University where he is a McGill University Dobson Fellow (awarded for his work mentoring McGill students with venture capital start up business models).

**CHRIS** has written numerous articles and has been interviewed or profiled in Forbes, Business Insider, Entrepreneur Magazine, VentureBeat, Wired Magazine, AlleyWatch and several television, podcast and radio interviews, including one with Radio Television Hong Kong (RTHK) which is Hong Kong's oldest and sole public service broadcaster. He has his own entrepreneurship column in Inc. magazine.

### CHRIS HAROUN's goals are:

**1: ACCESS:** To help make education accessible and affordable to every person in every country (and without firewalls) by investing in disruptive edtech companies through his company (Haroun Education Ventures).

**2: GIVE:** If you work for a charity, Chris is more than happy to give you all of his online business and self development courses for free to every employee at every charity in the world; simply send him a LinkedIn message and he will send you coupons for all of his courses at 100% off.

**3: EDUTAINMENT:** His passion is to "make business education impactful and entertaining with no boring theory; edutainment works!"

**CHRIS** is very passionate about education, education related charities and edtech start-ups/companies as he believes that all problems in the world can be solved via education. He lives in Hillsborough, California with his wife Christine and 3 sons who are also passionate about baseball...especially the Toronto Blue Jays! :)