



MONTHLY MEETUP – JANUARY 2024

Looking back from the future

- Michael and the Mastermind community completed an activity where they shifted their mindset to January 2025 and looked back on the year 2024 and listed all that they've accomplished. A very powerful exercise that allows you to really focus on your goals as real possibilities.
- Michael's challenge to you: Write down all that's going to make you happy one year from now and put it in your calendar as a reminder to give you that extra boost. You can either set up a monthly reminder on your calendar or put it in as an event one year from today in your calendar.
- Workshop spoiler alert: At your first mastermind workshop, you will be getting a book written by Michael's coach, Dan Sullivan, called *The 25 Year Framework*. This book completely changed Michael's perspective on goal setting and stresses that over 25 years, you can accomplish absolutely anything. But to get to those bigger picture goals, we still need to have smaller measures of success which is this Monthly Meetup's focus.

Defining success:

- Discussion questions: What does it mean to be successful? How does one know that they're successful? These two questions can begin giving us the raw material we'll need to complete the activity.
- Defining success: Achieving a favourable or desired outcome.

Transactional goals vs lifestyle goals:

- Whenever you do goal setting, it's almost always in terms of transactional goals. For example, where do you want to be at the end of the year? Where do you want to be at the end of the month? What is the goal? You might want to lose 20 pounds, or want to make a million dollars, buy five properties. These are all transactional goals. They don't drive your happiness.
- This Monthly Meetup's focus is on lifestyle goals. Instead of focusing on transactional, milestone goals that leave you feeling unsuccessful until you reach that goal, let's focus on everyday lifestyle goals so that you can be successful every day.

Activity: I Know I'm Successful When...

- Part 1: Think about what happens in your perfect day, week, and month.
- Part 2: Based on the brainstorming you did in Part 1, identify what success means to you on an everyday basis.
- It might not be easy to know exactly what you want, and that's true for a lot of people. Don't get discouraged, but instead dedicate some more time to figuring out what being successful means to you.
- Michael recommends writing down what success means to you on a cue card or piece of paper and carrying it around with you. When you're feeling unsuccessful, refer to this activity for a reminder.

Tool: The Success Scorecard

- The "I Know I'm Successful When..." activity allows us to have a vision. But how do we put this into traction? We're going to use The Success Scorecard™ which acts as your weekly accountability partner.
- The process involves setting up a grid where along the top, you list the year, quarter, and date range, allocating 13 weeks. Along the left-hand column, you jot down up to 10 measurable "I know I'm successful when" statements. These could be personal goals that you can measure on a weekly basis. For instance, making breakfast for your kids every morning.



- The grid is filled out weekly, marking checks or X's against each goal based on whether it was achieved that week. The aim is to reach 80% completion by the end of the quarter. If you've attained this or more, you reward yourself with a pre-set celebration, which can be anything significant to you, like a night at a hotel with a massage and dinner.
- The process encourages self-accountability and consistency by regularly reviewing progress on your defined goals. It's suggested to keep this grid handy and check in every Monday. It's emphasized that this method works effectively even if kept private or out of sight.
- Ultimately, this approach aims to align lifestyle goals with a structured system to track progress, emphasizing the journey towards success rather than aiming for perfection.