

## GRITLY AUDIO TRAINING: DO LESS IN MORE TIME

Learn how to take simple & actionable steps to develop a grit mindset to successfully execute on your ideas fast!

### CULTIVATE THE RIGHT MINDSET TO DO

Developing the right mindset to do first starts with changing your beliefs and the conversation you're having in your head. Shutting down the negative voices telling you "you cannot" or you don't have enough time, and all the others excuses you can come up with.

It all sounds easy but let me tell you, it's not. Our brain is very strong at making us doubt ourselves and keeping us from doing more, from doing the extraordinary, something risky. It's well designed to keep you safe and keep your energy in case you need it. So nurturing your grit mindset, being consistent in your actions and doing more takes efforts and lots of discipline.

I've worked with hundreds of people to help improve their performance and I've seen times and times again that the ones who couldn't take massive actions where the ones who did not have a grit mindset. Sure, they could do the bare minimum and maybe check their objectives, but they never went beyond that. They were doing business as usual. Those people are the ones who have side projects who never get started or grow very slowly in their careers.

If you want to reach your best performance you cannot do business as usual. You have to be ready to execute on a grit mindset and take massive actions every day.

Here are a few tips to keep in mind to help you start now:

- **Motivation is bullshit.** Your level of energy or motivation does NOT matter. It does not matter if you are tired, if you do not want to do the work, if you'd rather do something else. The best achievers do not even ask themselves if they feel like it, if they feel inspired. They just do.
- **Get started before you're ready.** There will never be a perfect moment, you will never feel 100% ready. You better start now.
- **You don't need anyone's permission** to get started. Nobody cares if you have enough experience or if you are the right person to do it. Don't turn to friends or family for validation, it's not relevant. Focus on your goals.
- Also **you don't need the perfect working setting** to be productive. It's ideal to maximize your productivity of course, but you should be able to focus and take actions almost anywhere. Routines and rituals are great but it shouldn't keep you from doing the work.

Now I want you to reflect on a few questions to help you nurture your grit mindset. I invite you to download the transcript of this audio and work on those questions when you have time:

- What negative voices stop you from doing what you want?

- If you could do anything right now, knowing you will succeed and cannot fail, what would you do?
- What steps can you take right now to ensure you develop your grit mindset (steps like cutting off things or people in your life that don't contribute to the desired mindset).

A grit mindset with no actions is useless. It's what you do every day that drives results. I understand people who believe in visualization or even writing down their goals every day -I do it as well- but without the right execution nothing will come out of it.

You have to know what to work on and what results you want to drive. Now let's look at how you can execute on your ideas fast to do more in less time.