

Day 15/20 - Have a Testimonial

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<https://docs.google.com/document/d/1-l48QdsbQQKKBUvTdmzLekqn4VXVedTrlli5WZG1tro/edit?usp=drivesdk>

? Who You Are Now vs Who You Want to Be ?

- **Now:**
 - Either too confident, or too insecure
 - Takes excuses from himself..."cope"
 - Is uncomfortable in the unknown. He enjoys doing what's familiar
- **Who You Want to Be:**
 - A perfect mix of humble confidence
 - Extremely dissatisfied and moving forward at full speed
 - But extremely confident in his capabilities: He knows he'll reach his goals
 - Someone who always finds a way to achieve his objective
 - He will force it into the universe with his bare hands if he has to
 - Someone who likes the unknown, and thrives in it. It's his comfort zone

🔥 Your Reason Why 🔥

- **For My Mom**
 - Before she died, I watched her bust her ass day-in and day-out to give me an honestly spoiled life
 - Now, it's up to me to honor her legacy, and make people go, "Who raised him?"
 - One day, I'll reunite with her in heaven. **She'll wear a big smile on her face, wrap her arms around me, and tell me how proud she is of the empire I built**
 - If I never get copywriting to work, then I'll never be able to create a charity in her name
- **For my girlfriend**
 - **Because no girlfriend of mine should have to slave away at a job**
 - No girlfriend of mine should have to work in a gas station with meth heads, perverts, and transgender weirdos

- Any girlfriend of mine should be able to have any pet, clothes, or vacation she wants
 - **Proving Everyone Wrong**
 - Because my family laughed and mocked when I said I wanted to be a copywriter....I need to prove them wrong
 - I need to make enough money to buy 4 sports cars, take a picture of me in each of them, then send each picture (1 sports car per family member) with a text saying, "Not too bad for someone 'not cut out for sales'."
 - **Legacy**
 - Because I want my kids, their kids, their kids, and so on to say, "Yep, he was a certified badass." And aim to be more successful than me
 - I don't know much about my grandpas, or their dads. I refuse for that to be said about me. Everyone with the last name Kristiniak will know who Josh Kristiniak is
 - **Fuck the matrix**
 - Because I REFUSE to destroy my body for a bunch of matrix-minded idiots sitting in a corporate office
 - If I can go from jerking off daily, playing hours of videogames & watching YouTube everyday, to being a mega successful copywriter. Then, I will be an inspiration to young, aspirational men all over the world. I will do my part to break the matrix
 - **Security**
 - With the world getting more and more dangerous, I need to keep my woman/women, kids, and other family members away from the slum that the general populace will become
 - I will not live in a pod and eat fucking bugs
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G Work Checklist

- ☐ Set a binary, tangible goal
- ☐ Pick an attitude
- ☐ Hydrate, Caffeinate, Get the blood flowing
- ☐ Remove distractions
- ☐ Set a challenging timer and try to beat it
- ☐ Get started

☐ Evaluate afterwards

Day X - DATE

8:30-Wake up and do morning routine

9-First GWS

10-End GWS. Eat breakfast + check notis

10:30-2nd GWS

11:30-End GWS. Walk to the gym and train

12:35-End training. Walk home, and do pre sales call routine

12:45-Call W/ Tom

1:05-End call

- Call Window tinting prospect
- Call glass company lead

1:15-Spend time with GF

2:15-Leave for work (listen to PUC while driving

2:40-Walk outside in the sun

3-Clock in

4-Finish drinking 2nd coffee + eat lunch

9-Eat dinner

11:30-Clock out, drive home

- Listen to something educational/helpful for my business while driving home

00-Shower + brush teeth

00:10-Reflect on the day + plan my next

00:20-Take earned reward, then get ready for bed

00:40-Be in bed

GWS #Schedule New Sales Calls-80

- Message Jay
- Collect Wednesday OR Feedback
 - Ask AI if there's some way it can do it for me
 - Check if there's a way MailSuite can speed up this process
- Schedule group Charlie FOs
- Schedule Delta FOs
- Warm-up josh@kristiniak

GWS Reflection:

What tasks/objectives did I demolish?

- Messaged Jay, my fencing client asking how the posts I sent him performed
- Collected yesterday's OR feedback
 - Asked ChatGPT if there was a way it could do it for me... it said no
 - Checked if MailSuite could speed up the process, doesn't look like it
- Scheduled about 50 FO messages (groups charlie and delta)
- Attempted to warm up my 2nd business email with snov.io...ran into tech troubles there
- Began making the slideshow for my discovery call

Problems/mistakes encountered?

- I don't have my 2nd business email being warmed up

Solutions to each mistake/problem?

- I'll see if I can find an alternative solution

GWS #2-Close Tom on a Discovery Project-70

- Send confirmation text
- Create slideshow using the pre-built checklist
- Use rest of GWS practicing for call

GWS Reflection:

What tasks/objectives did I demolish?

- Sent a confirmation text...no response yet
- Created a slideshow for the discovery call, then went through it 4 times
- Began using my sales simulation bot to practice for the call

Problems/mistakes encountered?

-

Solutions to each mistake/problem?

-
-

End day review:

Wins/Progress Made Towards Earning a Testimonial

- Scheduled a new discovery call for next Tuesday
- Spoke to my home furniture lead
 - He said he's too busy
 - Working on Aikidoing that objection
- Spoke To my fencing client
 - Post did not perform well, which from what it seems was a mix of his carelessness, and the algo screwing us
 - Sucks this is being delayed, but it doesn't look like the relationship is over
- My focus was on-point today (despite my low-sleep this week)
- Got a not interested email response

Losses & How I Will Prevent Them From Happening Again

- Lead didnt show today
 - Not sure why. We built pretty good rapport yesterday. Rhe only thing I can think is that he genuinely forgot/got busy
- The Sun's been waking me up much earlier than I like, lately
 - Tried black-out curtains, but that didn't work
 - So, next I'll be trying a face mask

Insights And How I Will Apply Them to Win More

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What Worked Well and Will Be Repeated

- Using the kast 30-minutes at work, when there's nothing going on and everyone is winding down to start packing up, then reflect on ny day + plan my next

How I Can Improve My System to be More Productive

- I'm going to make a list of easy topics to talk about to build rapport with prospects, for situations like today where I had no idea what to say when I spoke to my window tinting lead
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