

HOW TO CREATE A GOOD HABIT

The 1st Law	Make It Obvious
1.1	Fill out the Habits Scorecard. Write down your current habits to become aware of them.
1.2	Use implementation intentions: "I will [BEHAVIOR] at [TIME] in [LOCATION]."
1.3	Use habit stacking: "After [CURRENT HABIT], I will [NEW HABIT]."
1.4	Design your environment. Make the cues of good habits obvious and visible.
The 2nd Law	Make It Attractive
2.1	Use temptation bundling. Pair an action you want to do with an action you need to do.
2.2	Join a culture where your desired behavior is the normal behavior.
2.3	Create a motivation ritual. Do something you enjoy immediately before a difficult habit.
The 3rd Law	Make It Easy
3.1	Reduce friction. Decrease the number of steps between you and your good habits.
3.2	Prime the environment. Prepare your environment to make future actions easier.
3.3	Master the decisive moment. Optimize the small choices that deliver outsized impact.
3.4	Use the Two-Minute Rule. Downscale your habits until they can be done in two minutes or less.
3.5	Automate your habits. Invest in technology and onetime purchases that lock in future behavior.
The 4th Law	Make It Satisfying
4.1	Use reinforcement. Give yourself an immediate reward when you complete your habit.
4.2	Make "doing nothing" enjoyable. When avoiding a bad habit, design a way to see the benefits.
4.3	Use a habit tracker. Keep track of your habit streak and "don't break the chain."
4.4	Never miss twice. When you forget to do a habit, make sure you get back on track immediately.

HOW TO BREAK A BAD HABIT

Inversion of the 1st Law	Make It Invisible
1.5	Reduce exposure. Remove the cues of your bad habits from your environment.
Inversion of the 2nd Law	Make It Unattractive

2.4	Reframe your mindset. Highlight the benefits of avoiding your bad habits.
Inversion of the 3rd Law	Make It Difficult
3.6	Increase friction. Increase the number of steps between you and your bad habits.
3.7	Use a commitment device. Restrict your future choices to the ones that benefit you.
Inversion of the 4th Law	Make It Unsatisfying
4.5	Get an accountability partner. Ask someone to watch your behavior.
4.6	Create a habit contract. Make the costs of your bad habits public and painful.

SUMMARY

- 1) The more you repeat a behavior, the more you reinforce the identity associated with that behavior.
- 2) This is the feedback loop behind all human behavior: try, fail, learn, try differently.
- 3) In 1936, psychologist Kurt Lewin wrote a simple equation that makes a powerful statement: Behavior is a function of the Person in their Environment, or $B = f(P, E)$.
- 4) One of the most effective things you can do to build better habits is to join a culture where your desired behavior is the normal behavior.
- 5) Once you associate a solution with the problem you need to solve, you keep coming back to it.
- 6) Change from You don't "have" to. You "get" to. You get to wake up early for work. You get to make another sales call for your business. You get to cook dinner for your family
- 7) Sometimes success is less about making good habits easy and more about making bad habits hard.

QUOTES

- 1) Sometimes a habit will be hard to remember and you'll need to make it obvious. Other times you won't feel like starting and you'll need to make it attractive. In many cases, you may find that a habit will be too difficult and you'll need to make it easy. And sometimes, you won't feel like sticking with it and you'll need to make it satisfying.

LESSONS

- 1) 1% Better Everyday
 - a. 1% worse every day for one year. $0.99^{365} = 00.03$, 1% better every day for one year. $1.01^{365} = 37.78$
 - b. Improve 1% better in all the things you can as well as try to get 1% better everyday
- 2) Systems vs Goals
 - a. Problems with Goals
 - i. Winners and losers share the same goals: Everyone wants to win a match, but only ones who work wins
 - ii. Achieving a goal is temporary: If you will clean your untidy room, it will be cleaned. But in few days, it will again be like that. So start focusing on systems that will keep it tidy
 - iii. Goals restrict happiness: It is like if you win your goal, you will be happy, if not, then sad
 - iv. Goals are at odds with long-term progress: Once you win your goal, you stop working on that
- 3) Identity vs Outcome based habit
 - a. Outcome based habit means first you focus on your goal, then system, and then your belief will change. It's one thing to say I'm the type of person who wants this.

- b. Identity based habit, change you belief, then system and finally result. It's something very different to say I'm the type of person who is this.
 - c. The most effective way to change your habits is to focus not on what you want to achieve, but on who you wish to become.
- 4) two-step process:
 - a. 1. Decide the type of person you want to be. 2. Prove it to yourself with small wins.
 - b. To archive anything say I'm that (writer) instead of saying I do that (write) everyday Instead of focusing on I want to archive X, say I'm X.
 - c. Don't use it in negative saying I'm bad at Y.
 - d. The more you repeat a behavior, the more you reinforce the identity associated with that behavior.
- 5) 4 Step Process
 - a. Habit Formation
 - i. Cue: A predictive signal triggering behavior.
 - ii. Craving: Motivational force driving habit.
 - iii. Response: The actual habit/action performed.
 - iv. Reward: The end goal of every habit.
 - v. Habit: Reward gets associated with Cue
 - b. To from: 1) make it obvious, (2) make it attractive, (3) make it easy, and (4) make it satisfying.
 - c. To remove: 1) Make it invisible. 2) Make it unattractive. 3) Make it difficult. 4) Make it unsatisfying.
- 6) The Habits Scorecard
 - a. Firstly make a list of you dialy habits, Wake up Turn off alarm Check my phone Go to the bathroom Weigh myself Take a shower
 - b. Second, rate them + or – or + based on your goals
 - c. Ask this this help me become what I want
 - d. In start don't, worry about your habits, just find them and see what is good or bad
 - e. To implement the habit, make alist of things that will happen for sure, "sun rises, you wake up, eat, etc". Then add the desired habit n between
- 7) implementation intention
 - a. If you give yourself set time, place and task, you will do it even if you don't have the moivation
 - b. The simple way to apply this strategy to your habits is to fill out this sentence: I will [BEHAVIOR] at [TIME] in [LOCATION].
 - c. To implement other habit, take
- 8) Habit Stacking
 - a. One of the best ways to build a new habit is to identify a current habit you already do each day and then stack your new behavior on top.
 - b. The habit stacking formula is: "After [CURRENT HABIT], I will [NEW HABIT].
 - c. After I sit down to dinner, I will say one thing I'm grateful for that happened today.
- 9) Look and Act
 - a. In 1936, psychologist Kurt Lewin wrote a simple equation that makes a powerful statement: Behavior is a function of the Person in their Environment, or $B = f(P, E)$.
 - b. The more we see something, it becomes easier to get the CUE, thus we act
 - c. To make you do something increase the indicationmof it in your surrounding, to stop you from doing something, make it away from your surrounding
 - d. Create a separate space for work, study, exercise, entertainment, and cooking. The mantra I find useful is "One space, one use."
 - e. If your space is limited, divide your room into activity zones: a chair for reading, a desk for writing, a table for eating. You can do the same with your digital spaces. I know a writer who uses his computer only for writing, his tablet only for reading, and his phone only for social media and texting. Every habit should have a home.
 - f. If you want to make a habit a big part of your life, make the cue a big part of your environment. The most persistent behaviors usually have multiple cues.
- 1) Need fixed with Want
 - a. When you get to do something you want, afte doing something you need, you will do that needy work more

- b. temptation bundling formula.

If you want to watch sports, but you need to make sales calls: 1. After I get back from my lunch break, I will call three potential clients (need). 2. After I call three potential clients, I will check ESPN (want).

- i. After [CURRENT HABIT], I will [HABIT I NEED].
- ii. After [HABIT I NEED], I will [HABIT I WANT].

2) Group

- a. One of the most effective things you can do to build better habits is to join a culture where your desired behavior is the normal behavior.
- b. To make your habits even more attractive, you can take this strategy one step further. Join a culture where (1) your desired behavior is the normal behavior and (2) you already have something in common with the group.
- c. Steve Kamb, an entrepreneur in New York City, runs a company called Nerd Fitness, which “helps nerds, misfits, and mutants lose weight, get strong, and get healthy.” His clients include video game lovers, movie fanatics, and average Joes who want to get in shape. Many people feel out of place the first time they go to the gym or try to change their diet, but if you are already similar to the other members of the group in some way—say, your mutual love of Star Wars—change becomes more appealing because it feels like something people like you already do.
- d. Whenever we are unsure how to act, we look to the group to guide our behavior.

3) Cue for Reward

- a. You can adapt this strategy for nearly any purpose. Say you want to feel happier in general. Find something that makes you truly happy—like petting your dog or taking a bubble bath—and then create a short routine that you perform every time before you do the thing you love. Maybe you take three deep breaths and smile.
- b. Three deep breaths. Smile. Pet the dog. Repeat.
- c. Highlight the benefits of avoiding a bad habit to make it seem unattractive.

4) HOW LONG DOES IT ACTUALLY TAKE TO FORM A NEW HABIT?

- a. Habit formation is the process by which a behaviour becomes progressively more automatic through repetition. The amount of time you have been performing a habit is not as important as the number of times you have performed it.
- b. If one practised going for walk after dinner 30 times, his habit would be more automatic than one who spent his 3 months (not consistent), doing it
- c. Thus to form a habit, do the task, after particular task, as many times you can

5) Law of Least Effort ★

- a. We will naturally gravitate toward the option that requires the least amount of work.
- b. Create an environment where doing the right thing is as easy as possible.
- c. Reduce the friction associated with good behaviors. When friction is low, habits are easy.
 - i. Keep Book open, so it becomes easy to read
- d. Increase the friction associated with bad behaviors. When friction is high, habits are difficult.
 - i. Put long locks on social media, or delete them

6) Decisive moments

- a. These small moments or choices affect many other choices.
 - i. If you get into McD, you still have control to what to order, but your order choices are limited
 - ii. After office, if you wear a jogging cloths, then you will walk, or else not

7) THE TWO-MINUTE RULE

- a. Firstly transform any wished habit into a 2 minute form.
 - i. “Do thirty minutes of yoga” becomes “Take out my yoga mat.
- b. The goal is to make the habit so easy to start that you do it without fail
- c. Once you start doing, you will do it for long
- d. Means transform any very hard habit to very easy habit
 - i. Write one sentence- very easy, Write one paragraph- easy, Write one thousand words- moderate, Write a fivethousand-word- hard, Write a book- very hard

- e. Starting to Exercise
 - i. Phase 1: Change into workout clothes.
 - ii. Phase 2: Step out the door (try taking a walk).
 - iii. Phase 3: Drive to the gym, exercise for five minutes, and leave.
 - iv. Phase 4: Exercise for fifteen minutes at least once per week.
 - v. Phase 5: Exercise three times per week.

8) Commitment devices

- a. Victor Hugo was facing big problem. He was given a deadline to write a book, though he spent most of the time going out, partying, etc. so in the last 6 months, he locked up everything except the book. And he managed to complete it early
- b. Just lock up all the things which will prevent you from doing what you want. Just have what you need and you will do it.

9) D

- a. The 4th Law of Behavior Change is make it satisfying.
- b. We are more likely to repeat a behavior when the experience is satisfying. The human brain evolved to prioritize immediate rewards over delayed rewards.
- c. The Cardinal Rule of Behavior Change: What is immediately rewarded is repeated. What is immediately punished is avoided.
- d. To get a habit to stick you need to feel immediately successful—even if it's in a small way.
- e. The first three laws of behavior change—make it obvious, make it attractive, and make it easy—increase the odds that a behavior will be performed this time.
- f. The fourth law of behavior change—make it satisfying—increases the odds that a behavior will be repeated next time.

1) Habit Tracker

- a. One of the most satisfying feelings is the feeling of making progress.
- b. A habit tracker is a simple way to measure whether you did a habit— like marking an X on a calendar.
- c. Habit trackers and other visual forms of measurement can make your habits satisfying by providing clear evidence of your progress.
- d. Don't break the chain. Try to keep your habit streak alive. Never miss twice.
 - i. If you miss one day, try to get back on track as quickly as possible.

2) Get Punished For Bad Habit

- a. Have a partner and sign a contract that If I did not do this, I will have to do this or pay X amount

3) Choose Your Career

- a. one of the best ways to ensure your habits remain satisfying over the long-run is to pick behaviors that align with your personality and skills. Work hard on the things that come easy.
- b. It should
 - i. What feels like fun to me, but work to others?
 - ii. What makes me lose track of time?
 - iii. Where do I get greater returns than the average person?
 - iv. What comes naturally to me?
- c. Best way to succeed to keep doing it even when you feel bored
 - i. To do that have a strong reason to do that
 - ii. Your chances should be 50-50. So you be motivated
- d.

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