

Day 8/20 - Have a Testimonial

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<https://docs.google.com/document/d/1cdOR8AhxU906pik65sikkTtVWOPwESAz6EUIHiFcdGo/e/dit?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-Wake up, do morning routine, and walk to the gym

8:30-Train (push day + 2-mile run)

9:30-Walk home and eat breakfast

10-First GWS

11-End GWS. Check notis + patrol guard

11:20-2nd GWS

12:35-End GWS. Get ready for discovery call

12:45-Call Mike

1-End call. Patrol the chats

1:10-Spend time with GF

2:15-Make a 2nd coffee, and leave for work

- Listen to PUC (possible sped-up) while driving to work

2:40-Get to work. Reflect on day

2:50-Go inside and get ready for work

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 #1-Schedule new discovery calls-70

- Send emails to prospects who I left a voicemail for
- Email Group 3
- Email group 4
- Use time remaining to practice objection handling for cold calls

GWS Reflection:

What tasks/objectives did I demolish?

- Scheduled emails to all of the prospects I had left a voicemail for (some going out today, some going out tomorrow)
- Scheduled emails to 16 new prospects (going out later today)
- Went through one round of my cold call simulation, practicing the objections that have been giving me the most trouble

Problems/mistakes encountered?

-

Solutions to each mistake/problem?

- *Don't skip any fields...*

- *Clear distractions for the GWS means not only clear table but also -> Close room, put noise-canceling headphones, etc.*
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GWS #2-Close Mike on the DM Funnel-75

- Email Floors By the Shore (forgot to message last GWS)
- Make slideshow using my checklist
- Practice Going through the slideshow
- Practice with my AI bot

GWS Reflection:

What tasks/objectives did I demolish?

- Emailed Floors by the Shore
- Made a slideshow for the upcoming call, plus came up with 4 ideas for intro offers
- Practiced going through the slideshow

Problems/mistakes encountered?

-

Solutions to each mistake/problem?

- *Don't skip any fields...*
- *Clear distractions for the GWS means not only clear table but also -> Close room, put noise-canceling headphones, etc.*
-

End day review:

Wins/Progress Made Towards Earning a Testimonial

- Messaged 17 new prospects, + sent emails to the prospect who I left a voicemail for
 - Got 1 not-interested response. Every no moves me closer to a yes
- Did 101 pushups in 2.20 minutes (goal was 100)
- Ran 1.85 miles in 16 minutes (.02 faster than when I ran Tuesday)

Losses & How I Will Prevent Them From Happening Again

- I'm not as quick at work as I usually am
 - A part of it is this new sleep schedule
 - I think I can help by improving my recovery
 - Gonna put together a mid-day snack to add. 30 grams of protein (at least)
- Contractor lead didn't show today
 - I watched Najam's recent training. Something I need to do is build rapport at the end of the call, so they want to talk to me again

Insights And How I Will Apply Them to Win More

- When you have a solid commitment in your mind that you want something, it's almost like the universe moves to give it to you
 - Everyday that goes by, the more I NEED to get to Rainmaker. The more I NEED to get money in from my business
 - What helps fuel this is by comparing myself to the people who are making money

What Worked Well and Will Be Repeated

- Eating 4 meals instead of 3
- Doing my pushups before work

- For my discovery call, I made a slide where I showed the math of how many customers we can expect to get
 - This is my plan to get the posts launched for my fencing client
- During my earned reward, I look for insights I can use to become more productive
- When choosing what content to listen to while driving, I chose the content that would help me move forward the most (in this case, Najam's training)

How I Can Improve My System to be More Productive

- Insights from my Earned reward
 - Before my “missions” (sales calls), I need to spend every minute preparing (even while driving, while sleeping, etc)
 - I need to have my objection handling dialed in. I will do so with my sales call simulator
 - (Within reason of course...the best way to learn is still out in the real world)
- I need to find a way to incorporate sunlight into my daily routine, instead of hoping that I get some at work
- I didn't get a lunch today, but when I do, I can use it to attack my biggest copywriting roadblock
 - Patrolling the chats is nice...but I can help my fellow student's a lot more if I have more experience under my belt