

# Day 17/36 - \$1300/\$10K Total Client Revenue

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

- Now:

- I'm currently physically strong but not strong enough. I feel as if I'm stronger than the average human and look more physically capable as well but not by much. It's crazy to see how far I've come since I started taking work seriously. I got to experience what a farmer's routine is like and it's a crazy lot of work. I feel a lot of respect for them even more now.

I see myself as well dressed but modest. A strong frame and a strong mind. Little funds but just enough to keep my living costs at a minimum to focus on the most important task at hand, making cash with TRW and building my empire.

I still haven't really technically made a dime in TRW, since I didn't need to use the hustler campus' lessons as I found myself blessed to have enough money to buy the subscription. I'm currently turbo focusing on improving my cold calling and in person local outreach skills in order to land bigger and better clients.

I'm currently in a position where I need to find more clients, I'm looking for 3 before November 1st, I've currently got 2 confirmed so far. I'm currently working with a friend that takes care of most of our outreach and I'm taking care of most of the client work so we manage to balance our skills out and make a good fit together.

- Who You Want to Be:

- I want to become the king of my bloodline, the family chief, the rock that stands tall in the storm and that people come to to seek shelter and solve their problems. I want to become the problem solver of my family and create strong bonds with them that will last a lifetime.

I want to become a strong, capable and proud father that sets a worthy example for his sons and daughters to be better because we have the choice to.

I want to create an empire that funds my every move, anything I spend money on, anyone I wish to help I can finance or solve their problems since I have so much money I can just throw it at the problem and it'll solve itself. Basically

become an abundant individual that doesn't just fulfill themselves with what they have and always searches for ways to have more.

I want to make my family and future kids proud of the man I chose to become. I want to be the product of years of hardship and dedication towards the honorable goal of the pursuit of strength, love and real joy.

I want to be the guy with the giant network that can get things done with speed and efficiency and that people turn towards when they need a favor.

I want this whole endeavor to be focused on by me and my team of brothers as we move forward to dominate our goals. We all have the same goal as a team but we also each have our own goals for family and life in general.

### **Your Reason Why**

- Lying within the roots of my birthplace where my ancestral warriors and leaders alike come from resides my reason why.

An immeasurable amount of strength pulled from my desire to make them proud in the afterlife drives me forward for one day. If I get to meet them I wish to enter the halls of the aether as a deserving man holding on to great values such as honor, duty and respect.

I am fuelled forward by the hundreds warriors' cries of my brethren cheering me on for the conquest that lies before me.

The belief that the hundreds of people I have met thrust upon me doesn't crush me beneath its weight, rather it upholds me and pushes me to take another step towards eternal reward.

Making others who have asked for nothing able to be happy because of my own sweat and effort and taking care of them like a mother would her own recently born child brings a warm smile to my face whenever I think about it.

Pausing for a moment and imagining the laughs of the children and the cheers of the women from the community I will create washes over me like a warm ray of sunshine.

Basile the Great, the famous leader that pulled his family out of poverty and decided enough was enough and created something with his sheer fucking will and bare hands. That is who he will be remembered as. A force to be reckoned with.

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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~~
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## Day - 11.11.2024

- ☒ ~~Morning Checklist (GM, Gratitude, post checklist) 7:30 - 8~~
- ☒ ~~Physical exercise for today 8 - 9~~
- ☒ ~~Shower + take breakfast + while taking breakfast watch power up call 9 - 10~~
- ☒ ~~Content creation Instagram edit the posts for today and post 3 - 10 - 11~~
  - ~~Spread out posts of content between the hours of the day (morning, mid-day and night).~~
- ☒ ~~Do market research and pinpoint 20 businesses to plan for cold calling 11 - 12~~
- ☒ ~~Cold call 20 businesses on the list made during the previous G-work session 12 - 17~~
- ☒ ~~Have something to eat and have light conversations with flatmates 17 - 17:30~~
- ☒ ~~Start flipping with the hustler's campus resources (pick some first products to flip and initiate the process 17:30 - 19~~
- ☒ ~~Go through my whole dream 100 list of prospects and interact with all 100 19 - 20~~
  - ~~Even if I can't send comments, interact as much as possible.~~
  - ~~Send 25 comments max and 10 DMs~~
- ☒ ~~Reflect on today and plan out tomorrow + sunday ooda loop 21 - 22~~

## GWS Reflection:

What tasks/objectives did I demolish?

- Today was a massive day full of progress, I feel proud of the amount of progress I've made but not proud enough of having delivered on what I said I would do today. It's nonetheless better than doing nothing and being that deer in the headlights because frozen = death.

I woke up, freshened up and then took care of my morning checklist, posting my GMs, gratitude chat and tasks list for the day in the accountability chat. After that I worked out in the home gym that's available in the garage of the flat I'm renting for FREE. Took a shower and got some egg fried rice to eat for the morning.

Instead of watching the power up call like I said I would, I instead went outside to buy groceries and listened to the power up call on the way back to get my daily sunlight since I don't need to go outside for any other reason than that for now. Getting home I took care of creating content to post on social media for today and then plan out my posts for the appropriate times throughout the rest of my day.

After working on my social media content creation for today I turned my focus back on outreach and the bigger critical tasks I had for today. I did an hour of market research in my local area keeping in my sights locating 20 different businesses in my area worth working for. I got a big list of 30 prospects just in case but going through them I noticed that most of them were actual agencies or multi-location big brands that would never hear me out so I only ended up with 10 instead: I didn't want to miss my chance already being late in the day so I did the 10 cold calls and ended up with 4 people picking up and telling me straight up they are busy or not interested at the moment and the rest 6 didn't answer.

I surpassed my fear of rejection and grew a pair of balls when it came to doing cold calls, something I don't particularly feel comfortable or good at. After that I had a quick break for some food and went to talk with the flatmates and tenants a bit because they have similar mental models as I (although they aren't as dialed in as a TRW student, they are very fitness oriented).

After eating for a bit I reviewed all of the flipping courses within the hustler's campus and planned out a path to go through 6 different op shops tomorrow to see what I can buy for cheap or get for free and flip it for a profit because I don't have income coming in anymore at the moment. I took a whole page of notes and suggestions and advice from prof Dylan that I'll be applying tomorrow.

Throughout the day I applied the new AI bot resources that I have access to now thanks to the new challenge. It helped me a lot with refining my outreach process but also locating businesses and getting the right idea when it comes to hustling and flipping.

In the evening I sent 10 DMs to different prospects within my dream 100 approach to see if they were interested in what I had in mind to offer them; showing up as "You did X and

as a thank you I wanted to offer you Y. I do this for work. I hope this will be of use to you let me know if I can send it over. I hope you will make use of I'd love to hear what you think about it." I also sent like 25 comments and interacted with prospects some more.

Reflected on today and performed my Sunday OODA loop.

### Problems/mistakes encountered?

- Didn't do 20 cold calls like I said I would.
- Didn't get any interested prospects while cold calling because it was late in the day and they were tired.
- Feel like I'm still not doing enough to move forward.

### Solutions to each mistake/problem?

- I need to do what I say I'm going to do no matter what tomorrow: I need to cold call early in the day to make sure that I have enough time to do more volume.
  - I need to call in the morning as soon as the business opens to make sure that they are fresh instead of tired like at the end of the day.
  - I need to take a better look at my schedule and how I'm making use of my time.
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#### ☒ ~~GWS #1~~

- Create content to post for today on my IG account.
  - Quote / Mindset Lesson / Work or testimonial.
  - Search for trends and use them for inspiration.
- Comment on 10 different accounts.
- Add the post to my story.

#### ☒ ~~GWS #2~~

- Do market research in my local area and write down 20 different businesses to cold call for my service.
- Cold call 20 businesses.

#### ☒ ~~GWS #3~~

- Start flipping by picking an item and following the steps in the hustler's campus.
- Pick an item to start flipping that I can transport without a car.

- Look for the craigslist alternative in my country.
- Find where I can get the item for cheap or free online or nearby.

## **GWS Reflection:**

### **What tasks/objectives did I demolish?**

- I took care of my social media work for today, I can now confidently say that I'm getting over 2k views on average on my reels on IG. I posted an additional 3 today asking questions to see how that did; tomorrow I want to focus on giving value instead. I also added the testimonial I got lastly to my story to make people remember I can do X, Y and Z for them.
- Sat down with the new sales bot 9000 and got 10 cold calls done: I took too much time to get to work resulting in a reduction of opportunities for today. I did have 4 people tell me they were too busy or it wasn't a good time to talk about my offer. 10 didn't answer or call failed. I did get to speak with my flatmates and tenants though; they are all into fitness and making businesses but not TRW. From our conversations together I learned one is a digital marketing student, one wants to create a company that sells an app to business owners to advertise their specials to their customers much easier which is a really interesting idea that could make a bunch of money and help a lot of people.
- Create a solid plan for tomorrow so that I can go around town on a pre planned "path" to go by 6 different op shops and places where I'll be able to get my hands on free or cheap stuff to sell for a profit by following what I learned today in the hustler's campus. Found that the alternative to craigslist here in NZ is TradeMe.

### **Problems/mistakes encountered?**

- Not enough volume in outreach.
- Took action too late in the day for outreach.
- Not giving enough value out on IG for the content.

### **Solutions to each mistake/problem?**

- Need to plan out my day better to wake up early and take care of outreach asap early.
  - Need to adapt my content strategy on IG to giving more value for free.
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## **End day review:**

Overall problems/mistakes throughout the day?

- Low volume and misplanification of outreach.
- Haven't given out enough value on IG.

Solutions to each mistake/problem?

- Plan my day ahead of time better (pre-planning effort) and start earlier in the day.
- Change my content strategy to give more value in the content.