

Day 3/28 - \$0/\$10K revenue

Who You Are Now vs Who You Want to Be

- **Now:**

- Negative balance in my bank account, can't even pay \$30 dollars of debt.
- 2 months left of my tourist visa in Canada. It's do or die for me now. I will not go back to live in Mexico.
- The pain of staying broke has already surpassed all of the other thresholds.
- Alone. No girlfriend, no girls, no nothing.
- Pissed-off

- **Who You Want to Be:**

- \$100k a month
- Never thinking about stupid-tiny stuff that would be easily solved with money
- Life and control in my hands
- Can provide for my family members, and get them out of their slumps
- Laser-focus, completely smashing the task at hand, maximizing time at the maximum and taking my success even further.
- A father. A father of beautiful offspring. Sons and daughters.

- 10/10 wife. Amazing relationship with her.
- Someone who my family relies on solving their problems.
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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

GWS TRACKER

11 AM: Task 🏆	30-min GWS
Strategy 🔍	Desired Outcome: come up with killer improvements to my Cold Calling Walkthrough document. Tasks/missions to eliminate: - Check out email

	- Review Tactical Fun and Identity Aikido doc (for 10 minutes) - Tweak the Cold Calling walkthrough - Get an opener MVP to test - Tweak the size of the "objection boxes" (see it easily) - Paste the Script into a Google Doc so you can print it later - Come up with gatekeeper opener Attitude: Henri. Eliminate missions. World fucking conquest. Do what scares you. Timer: 30 minutes (expand it more) Reward?: - Add GWS into 100 GWS doc - Clock meditation
Reflection 	What tasks/objectives did I demolish? Problems/mistakes encountered? Solutions to each mistake/problem? What worked well and be repeated?

1 PM: Task 	GWS #83 - Cold Calling
Strategy 	Desired Outcome: book one meeting Tasks: - Map out Craig - Call Craig from Ontario - Call Adam from Vancouver - Call the list from Winnipeg Attitude: pissed-off. I could fucking be in Cancun right now. I wasted a lot of fucking time, now I need to take the fucking power back. Do what scares you Timer: 30 minutes. NO , 60. 90!

	Reward: tweak Daily Domination's Hourly Chart so it can have the "Desired Outcome" framework.
Reflection ✍️	What tasks/objectives did I demolish? - Did 43 calls in 90 minutes- DAMN IM PISSED OFF Problems/mistakes encountered? Solutions to each mistake/problem? - There were times where my English wasn't as fluent as it could be but... - Solution - ...I believe it's just a matter of putting the reps in everyday. - In a month I'll be fucking better than 99% of people out there. - I need to improve practicing by pitching the discovery call, I'm having a ton of people saying no, despite following-up. - Solution? - Use Najam's resources to fine tune my script - Actually use your script - Have more of a <i>Doctor or Scientific mindset</i>, where I'm constantly looking for how they're levels are. What worked well and be repeated? - Just pushing forward, using anger. - At the end of the day, emotions are flaky, so I must not guide myself for whether I don't want to push forward or not. - Following-up with leads. FORTUNE IS IN THE FOLLOW-UPS! - Damn, there was a moment where I just felt a lot of peace while doing the cold calling. I'm truly doing what I'm supposed to do, fighting for my freedom.

4 PM: Task 🏆	Small GWS
Strategy 🔍	Desired Outcome: book a sales meeting Tasks: - Improve deliverability for my Discovery-Call pitch - Create it using Najam's framework and AI's - Practice it for 5 minutes

	- Cold Call the leads from Vancouver Attitude: PISSED-OFF. Cancun must be amazing now. GAGUE THEIR CURIOSITY LEVELS. Timer: 30 min Reward: 10 min on tasks from AlexTheConqueror
Reflection ✍️	What tasks/objectives did I demolish? - Created new discovery call pitch using the AI - Did 16 calls in the 18 minutes left from the GWS Problems/mistakes encountered? Solutions to each mistake/problem? What worked well and be repeated? - Doing the Clock Meditation before starting the cold calling and G-Work (this was 3 hours ago) - Not trying to make it funny, just accept it's gonna be tough and hat you'll get fucking good (in a month you'll be laughing at how you sucked and now you earn 10k)

7:30 PM: Task 🏆	Low energy work
Strategy 🔍	Desired Outcome: smash these tasks and keep achieving these PRs. Tasks: - Add food to FatSecret from today and tomorrow (1 minute 10) - Brush my teeth (2 and half minutes) - Throw clothes - Sweep the floor of my room - Listen to Luc's Audio Lessons

	- Listen to Professor Alex's lesson - OODA Loop - Do 10 more cold calls to Hawaii (timer of 10 minutes) - Gather that extra lead - Call the remaining 5 Attitude: DEMOLISH THESE FUCKING TASKS. I WILL EARN TEN FUCKING K A MONTH BY DECEMBER 1ST. DO WHAT SCARES YOU. This fucking sucks. Cold calling fucking sucks but Timer: 20 minutes Reward: Go downstairs and answer messages for 10 min
Reflection 	What tasks/objectives did I demolish? - The ones in green Problems/mistakes encountered? Solutions to each mistake/problem? - Calling the gatekeeper "bro" lol. - Solution: - I must act professionally, and be present at every single moment. What worked well and be repeated? - Not letting tasks into randomness. Using this document is super potent and powerful. Beautiful. I love this. I love being organized. It's truly beautiful. This document is truly an Unfair Advantage.

9:20PM: Task 	GWS
Strategy 	Desired Outcome: end the day with discipline by planning tomorrow like a G.

	Tasks: - Perform quick OODA Loop - Flash OODA Loop - AlexTheConqueror OODA Loop Timer: Reward:
Reflection 	What tasks/objectives did I demolish? Problems/mistakes encountered? Solutions to each mistake/problem? What worked well and be repeated?

11.20 PM: Task 	Wind-Down GWS
Strategy 	Desired Outcome: finish my tasks of the day and read the Bible Tasks: - Unclutter desk - Review one last time your 5 Whys - Tag AlexTheConqueror in the Accountability Channel - Finish the WHYS - Plan your day on Google Calendar - OODA Loop - Cole's do Attitude: I have this fucking fire inside of me. FUEGO. Blazing flames, fucking hell this is to powerful, this is what the Matrix wants to decimate in men.

	Reward: Read two chapters of the Bible
Reflection 	What tasks/objectives did I demolish? Problems/mistakes encountered? Solutions to each mistake/problem? - Drifted around from many tasks in these last minutes of the day - Solution - Have a system, a night routine to complete these maintenance tasks - This was a special case, but sleep your 7 to 8 hours What worked well and be repeated?

End day review:

Overall problems/mistakes throughout the day? What are the solutions to these mistakes/problems?

- Fell into the *siren-call* by using Wikipedia without deserving it.
 - **Solutions**
 - As I like learning about stuff, allocate this as a 15-minute reward after crushing 3 Binary G-Work Sessions.
 - Get VISUAL reminders of your WHY, WHY being pissed-off, and what would happen if you do not level the fuck up.
- By asking myself the question “**What did I get done today in order to progress to my goal?**” I realized I wasn’t really getting much critical work done.
 - **Solutions**
 - Use Andrew’s technique from the “Time Maxxing” PUC to remove the garbage.

- Be more disciplined with the time you spend with your family. It will hurt spending less time now, but in the end it'll be worth it.
- Another problem → it's taking me way too long starting with the cold calls. It's often I end up procrastinating it for 20, 30 minutes, and
 - **Solutions**
 - Bite the fucking bullet
 - Use fucking anger as core emotion to the session
 - Agoge Mentor's answers:
 - Power Routine: Set a 15-20 minute timer to start calling, using a "power-up" boost like quick exercise or motivating music.
 - Using NLP technique by Jordan Belfort
 - Batch & Reward: Making sets of 20-30, stretching, maybe reset, then onwards.
 - Visualize Your "Why": Before starting, visualize closing deals and achieving your ultimate goals to boost motivation.
 - Visualize also the **nightmare reality**. The life in which it all went wrong because of me didn't take action.
 - Simple Script & Objection Prep: Be professional with
 - Accountability & Track Wins: Check in with an accountability partner and log successes to build momentum.
 - Numbers Mindset: Aim to get through a set number of "No's" each day, knowing each call brings you closer to a "Yes."
 - Two is one, one is none. I must book 3, 5, 10 meetings!
 - Fixed Time & Dedicated Space: Set a specific time and location for cold calling to make it a consistent part of your routine.
 - Use a more comfortable chair so I can be more calmed and precise during the calling session.