

Day 9/20 - Have a Testimonial

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<@01HPR22M99T7E1NJ3JHQ61TDMR>

<https://docs.google.com/document/d/1ozeN5cNI7OZZvZbVCmSYBA38ymvXcaAMnms01n7WKBs/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, do morning routine, and walk to the gym

9-Train

10-End training. Walk home, and eat breakfast

10:25-First GWS

11:25-End GWS. Patrol the chats + check notis

11:45-2nd GWS

1-End GWS. Patrol the chats

1:15-Spend time with GF

2:15-Leave for work

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

2:40-Get to work. Walk in the rubber while reflecting on day

2:50-Go inside and get ready for work

3-Clock in

4-Finish drinking 2nd coffee + eat lunch

7-Eat dinner

8:30-Clock out. Drive home

- Listen to earned reward

9-Shower + brush teeth

9:10-Reflext on day, plan next, then get ready for bed

9:40-Be in bed

GWS #1-Use My Sales Simulator to Help Fellow Students Win-60

- Add a feature that makes prospects go off course
- Add a setting that Allows the user to describe their prospect
- Ask the AI to create different examples of what it can do
- Make a loom video, then submit

GWS Reflection:

What tasks/objectives did I demolish?

- Added a feature where prospects will now try to take control of the sale
- Made a loom video (did a few different recordings to make it as good as possible), then submitted it

Problems/mistakes encountered?

- For some reason, ChatGPT wasn't adding the feature that allows the user to select their personality type

Solutions to each mistake/problem?

- I might try again at a later date, but the simulation itself is already really good, so it's not a big priority right now

GWS #2-Reach Rainmaker Using the Pre-Built Funnels-60

- Used the Agoge mentor ut together an in-depth plan for next week's client acquisition
 - Plan outreach
 - Figure ojt what I need to get done
- Figte out if I can be using AI to automate Any part of my current system

GWS Reflection:

What tasks/objectives did I demolish?

- Put together an in-depth outreach plan for next week
- Wrote down everything I need to get done this weekend, plus added it to my TRW checklist
- Checked the AAA campus for tools that would automate my sales process
- Looked into adding an auto responder to my gmail (didn't find one)

Problems/mistakes encountered?

-

Solutions to each mistake/problem?

-

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GWS #3-Schedule New Discovery/Sales Calls-60

- Collect feedback from yesterday's outreach

- Go through Micah's 2-step sales training
- Find an email provider I can use for my PBSM outreach

GWS Reflection:

What tasks/objectives did I demolish?

- Collected my feedback from yesterday's emails (pretty good open rate)
- Went through Micah's 2-step sales training
- Found 6 new prospects for the DM funnel

Problems/mistakes encountered?

-

Solutions to each mistake/problem?

-

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End day review:

Wins/Progress Made Towards Earning a Testimonial

- Woke up 30-minutes early, and got 3 solid GWS in before work
- Submitted my sales simulator 9000
- Made a conquest plan for next week that will allow me to take advantage of the new pre-built funnels
- Went through Micah's 2-step training to help me get client projects started w/ the student approach

- Spent an hour at work talking with my friends to get better at small talk

Losses & How I Will Prevent Them From Happening Again

- I could have spent more time in the chats today. Probably 20-minutes
 - (Helped some students out 1-on-1 in the DMs, so it wasn't a total loss, but still)
 - I will make up for it tomorrow. 15-minutes between each GWS

Insights And How I Will Apply Them to Win More

- “Normies” LOVE to sit around and bitch about Problems, but not do anything about them
- Doing a GWS as soon as you wake up forces your brain to wake up

What Worked Well and Will Be Repeated

- Reacting to my IG prospects while being in a social mood helped me come up with WAY better comments
- Drinking lemon water First thing in the morning, instead of regular water
- Got to work 20-minutes early, and spent 10-minutes ealking in the sub
- Priorizing Sunlight
- Moved my Saturday on call to Friday, so I could have a better sleep schedules on the weekends
- Spending my time at work getting better at talking to people
- Using the Agoge mentor for next week's conquest plan

How I Can Improve My System to be More Productive

- Came up with 10 action steps to start getting more sleep
- I feel powerful when I train in the middle of the day
 - So, when I have days where I cold call, I'll start with a GWS on client work, outreach, etc.
 - Then, go train. Walk home, and while I'm in that powerful state, cold-call
- I need to make my cold-calls more conversationally. I think that will improve my show-up rate

