



The Good News Report #8

The regular bulletin of positive ideas for clients and friends of Kevin Hodges Real Estate



The \$20 Challenge to eliminate procrastination

"If you want to make an easy job seem mighty hard, just keep putting off doing it." **Olin Miller**

This is an unusual strategy for getting into action and doing things you know you should be doing. It's based on the principle of making it painful to not do something.

Here's how it works....

You and I often know what action steps we could do to help us reach our important goals.

Examples:

If you have a fitness goal, one action step might be getting up a little bit earlier in the morning and doing 10 minutes of exercise. If you have a goal to increase your work income, one action step might be to spend 30 minutes a day studying and learning more about your field. If you have a goal to have more free time each day, one action step might be to spend 10 minutes with a 'to do' list the night before.

The problem we face is that we procrastinate on many of these action steps that we know would help us reach our goals. That's where the \$20 Challenge is so helpful.

How to use the \$20 Challenge:

- 1: Write down one or more action steps that you could do in the next 7 days that would help you achieve one of your important goals.
- 2: Commit in writing to doing one or more of more these action steps in the next 7 days Give a copy of this written commitment to one other person along with a \$20 note.
- 3: Arrange to meet with this person 7 days from now and get them to physically cut up your \$20 note with a pair of scissors if you have not completed the action steps you committed in writing that you would do.

The \$20 challenge sounds simple and even childish. However it works on the principle that it is very painful psychologically to destroy money. Think about it. When was the last time you destroyed a perfectly good \$20 note? For most people the answer is 'never'.

The procrastinating banker:

A very successful banker learned about the \$20 Challenge and how it works to eliminate procrastination. He had an important action step to take involving one of his key staff

members. He had put this action step on his 'to do' list every day for a month and it still had not been done.

So he decided to use the \$20 Challenge.

He told one of his friends that he was committed to doing this action step involving one of his staff within the next 7 days.

He gave the friend a written copy of what he intended to do along with a \$20 note. Nothing happened for six days and the banker procrastinated like he normally did. However the thought of having his \$20 note cut up began to weigh on his mind. One hour before his 7 day deadline was up, the banker decided it was less painful to do his action step rather than have his money destroyed. So he got into action and within 45 minutes had completed it. He was amazed at how effective the \$20 challenge was for him.

The keys to using the \$20 Challenge seem to include:

Make the time frame to complete your action steps short. (7 days seems to work well.) Make the action steps you pick simple to do, but not things you would usually do.

Involve another person who will take it seriously and cut up your money if you don't complete the agreed action steps. This is very important.

So that's the \$20 Challenge: A slightly unusual way to eliminate procrastination and achieve your goals faster.

TAKE ACTION

Try this yourself! It is surprisingly effective.

Smile Break:



"My goal is to start exercising by the 1st of Someday and lose ten pounds by the day after Eternity."

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Expose yourself to high quality ideas:

'It is a lesson which all history teaches wise men, to put trust in ideas, and not in circumstances.' **Ralph Waldo Emerson**

When your goal is to get great results in any area of your life sometimes the missing step you are looking for can be one or more helpful ideas.

The good news is that high quality, helpful ideas are all around you and the trick is to find the ones that can help you to quickly improve your own results.

One of the easiest ways to get exposure to high quality ideas is to identify people who are already experts in the areas where you want to get great results.

These areas could be anything from selling, marketing, time management, money management, health, fitness, parenting, relationships and many others.

Once you've identified who some of these people are, then read any articles, books or e-zines they have written.

Listen to some of their presentations and attend a few of the educational programmes they offer. You can sometimes even hire them for advice.

If you own or manage a business, an important key for long term business success is your ability to attract new customers and clients and convince them to spend money on the products and services you offer.

In other words sales and marketing is a critical factor for your business success and is something you should devote time to getting good at.

The 1% learning rule:

When it comes to learning new ideas there is a helpful rule you may like to try. This rule recommends that you invest at least 1% of your after tax income into learning new ideas that will help you to get better results in any area of your life that is important.

So if your after tax income is \$65,000 a year then 1% of this is \$650. This amount of money could then be used and will allow you to buy some helpful books, attend a couple of courses and hire some expert advice.

TAKE ACTION

Write down three areas of your life that you want to get some great improvements in during the next 12 months. Ask yourself what ideas you need to learn to get better

results in these three areas. Then write down how you can expose yourself to these types of ideas. Are there books you can read, courses you can do or people you can talk to or hire?

Read 'How full is Your Bucket?'

There's a wonderful little book on happiness called "How full is your bucket?" Here's what the book has to say:

Each of us has an invisible bucket.

It is constantly emptied or filled, depending on what others say or do to us.

When our bucket is full, we feel great.

When it's empty, we feel awful.

Each of us also has an invisible dipper.

When we use that dipper to fill other people's buckets - by saying or doing things to increase their positive emotions - we also fill our own bucket.

But when we use that dipper to dip from others' buckets - by saying or doing things that decrease their positive emotions - we diminish ourselves.

So we face a choice every moment of every day: We can fill one another's buckets, or we can dip from them. It's an important choice -- one that profoundly influences our relationships, productivity, health, and happiness.

TAKE ACTION

Get a copy of this book and read it. You'll find it very helpful.

Smile Break



"You need strong medicine to relieve your stress. I'm prescribing a puppy."

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