

Decisiveness – Audio

Hi, I'm AJ and welcome to this month's VIP lesson.

Ten years ago, ten years ago I started Effortless English. This is our 10 year anniversary. In fact, this month, end of October actually, so, but right about now, 10 years ago I started Effortless English. And this got me thinking about the history of Effortless English and especially the early days of Effortless English. I've told different stories about the early days.

Let's go back though, to the very, very beginning of Effortless English, before I started Effortless English. Now before I started Effortless English I was working part-time in San Francisco, so I was teaching about 20 hours a week in an English school in San Francisco. And generally I enjoyed it. It was a good job actually, I had a lot of freedom. I fully developed my Effortless English system there where I got to practice lots of techniques. I had the freedom to practice all the different techniques.

And I was thinking that I wanted to do something. I was thinking, you know, maybe I should start my own program. At that time I already had a blog, right, an online blog. So I would write about my teaching ideas. I would write about my teaching experiences and my teaching methods, and lots and lots and lots of students were coming to my website, coming to my blog reading about my techniques, my recommendations, my experiments in my classes and they were very excited and they kept asking me, AJ, do you have any lessons? Do you have a course? I would like to get a course from you.

Of course, because I was getting these requests all the time it got me thinking, ah, maybe I should start my own program, start my own company and sell my lessons online. But I didn't really know much about business, you know, I had been a social worker in the past and then became an English teacher. I was not a businessperson in the past. So, I thought like, oh what should I do? How should I do it, if I did a business, if I did a course, how would I sell it? What would I do? Maybe I could, uh, maybe I could just sell advertisements. I could sell ads on my website, so when people visit my website and they click the ads then I would make some money. A lot of websites do this.

I thought oh, or maybe I could have like a member site where like our VIP Program now, where people pay every month and then I make new lessons. But then I thought, well, uh, or maybe I could just record a course and do the whole course as a one-time payment and I could sell that online. Then I thought, well, how will I do the website because there needs to be a payment system of some kind? And, how do I track the people and how do I send them the files they need for the course? I found lots of different websites and programs and all kinds of different ones.

And I had no experience doing it, so I didn't know, which one should I do? Should I try this one or this one, this system or that system, each one had different features, different strong points, different weaknesses? Then I thought uh, how do I record? How do I make the course? Should I do video? But I don't have any money, but maybe I could go find a cheap video camera, I could do that. Or maybe I should only do audio, hmm, I don't know maybe I could do that. Ah, where should I record it? Like for the best quality audio I should go to an audio studio.

But that's expensive and at that time I had very, very, very little money. San Francisco is a very expensive city. I was not making a lot of money and I was only working half time.

All these questions, and the more I did research the more options, the more choices I had, the more books I read about business and Internet business the more ideas I got and the more choices I had. It was completely overwhelming.

And then I thought, how do I choose I don't know which one's correct. I don't know which is the best one. I had no experience. I was not a business expert. I was not an Internet expert. None of that, the technical stuff, I didn't know any of it. It was so hard to think, which one, this or that or this, there were like 100 different choices I needed to make and I really, honestly just didn't know. I really had no idea if this was better than this, if one website was better than another. I had no idea whether selling advertisements was better or trying to sell courses was better. I had no idea if a member site would be better or a one-time payment would be better. I had no idea if I should do video or audio or something else. I thought about doing live personal Skype lessons, right, just talking on Skype to people and doing one-on-one lessons, charge per hour.

That's also a good idea, some people are doing that now. So, oh my God, overwhelmed by indecision. Maybe you know this feeling. I think most of us have this happen in our lives, especially with things that are important, especially when we're trying to do something that is important and new, especially when we face problems and we don't have experience, we don't have knowledge, we're not experts. Especially when we have a dream or a big goal, how do we get there? So many choices, so much information, so many possibilities; overwhelming, overwhelming.

Well, a lot of people at this point where I was, at that point right there, they don't do anything. A lot of people get stuck in that part, that point in the process and they never achieve anything. We have a phrase in English, it's an idiom. It's called 'paralysis of analysis' or 'paralysis by analysis', the 'paralysis of analysis', it means that if you analyze a problem or a goal or a plan, if you analyze it too much you become paralyzed you can't move, you get stuck. There are too many choices, too much information, too many possible problems, too many things can go wrong, too many possibilities and many of us can just get stuck paralyzed, like you can't move. This happens actually, with many, many people; I would say probably with most people, especially entrepreneurs, people who want to start their own business.

So many people ask me, AJ, how can I start my own business? What should I do? Can you help me, give me advice? Well, most of them are stuck at that point, 'paralysis of analysis', just as I was. Ooh too much, I don't know what to do, right! And the truth is, it's uncertainty that is causing the problem. It's too much uncertainty, you just don't know, you have no idea what will happen next. You don't know. If I choose this what will happen? No idea. If I choose this what will happen? No idea. Just like me, I had no idea. What if I had decided to try advertising instead? What if I had tried to make Effortless English an advertising business?

I would do lessons and courses and articles and try to sell ads on my website, would that have been a good decision? I don't know, honestly, because I didn't do it. I chose not to do that for, I think I have good reasons I didn't want to do it, but I really don't know maybe I would be making more money now. Maybe it would have been a big failure, I don't know. This is what scares people the, I don't know; 'paralysis of analysis'.

How did I escape it?
How did I get out?

Well, there comes a point where you just have to decide and you just decide, decide and decide. You just start making fast powerful decisions. Fast decisions, fast decisions, fast decisions. You don't know if they're good decisions. You don't know if they're bad decisions. But let me tell you something, in many areas of life, any decision is better than no decision. A strong decision will beat paralysis. So, in many areas of life and many times in life you just need to decide and act, and that along will increase your chance of success, just by acting, deciding and acting, deciding and acting, quickly again and again and again and again and again will lead you to success and that's what I did. I didn't know so I just said okay, enough of this. Enough thinking, I have too much information I'm just going to decide.

You can just flip a coin. You can take a coin out of your pocket and flip it; heads I'm doing this and then just act and do it. Decisiveness gives you so much power! And that's what you need in these situations. So that's what I did, I just decided, I'm going to try a member site that was my first decision. I'm going to record my lessons at home in the apartment. I'm going to only do audio lessons. I just decided those things I'm doing it, because I'm gonna act fast. If I have to do a studio the quality will be better, but then it's super slow. I have to save money. It would take many, many, many, many months. Instead, I'm gonna do my best at home. As a result, what I recorded was the original course and if you listen carefully in the original course you can hear bus noises. Sometimes you can hear the noises of San Francisco in the background, because I recorded it at a desk in my apartment.

Now guess what happened? I tried the member site and actually that decision didn't work at that time. Ten years ago it didn't work, I found it too difficult to do it. Because I was still working a job I didn't, I couldn't keep making new lessons all the time it was too stressful. So I made a change and I changed to a different kind of website. I changed and I just sold the original course as one, one-time payment, one course. And I switched from one website system to WordPress, which I'm still using now. So all my decisions were not good actually, some of them didn't work, but it got me moving. I took action. I made decisions and took action and when you do that, when you make a decision and you take action, well, then you get more information, then you can make another decision and your next decision will probably be better.

Maybe your second decision's still. Well, you'll get more information, something will happen and then your third decision will have a better chance of success. This is why decisions are more powerful than analysis, than thinking, thinking, thinking, thinking, thinking all the time. Some thinking's good, but we can do way too much of it and then it becomes a big problem, 'paralysis of analysis'.

As a result of this, as a result of just deciding, I decided to decide. It's a little strange to say it but that's what I did. My number one decision was to be decisive, that's really the thing that brought me the success I have today, that one decision. I decided I'm not going to be paralyzed, I'm going to be decisive. I decided to be decisive. I'm going to make decisions. I'm going to make them quickly and I'm going to act on them immediately. That's my strategy. That really was my only strategy. My only true, big long-term strategy was be decisive.

Everything else was flexible. But as a result of that, I just started making decisions boom, boom, boom, boom, boom, boom, boom, I just, a ton of action.

You know, I recorded that whole course very quickly. I tried one website, it didn't work. I switched to a different kind of website. Tried a member program, that didn't work. Switched to a one-time payment. I tried different kinds of advertising they didn't work. Tried something else, finally found something that worked boom, boom, boom, boom, boom, so fast. I just kept deciding, deciding, deciding. I did not let myself get paralyzed. I did not let myself stop and think and worry and ohh what should I do next, I don't know. None of that boom, boom, boom, boom, boom, decide, decide, decide, decide that was my mantra, my incantation that I repeated to myself again and again and again, decide, decide.

Any time I got worried, any time that it was a big problem, any time something didn't work I just repeated to myself decide, decide, decide. As a result, most of you know this story, as a result, only six months' later I quit my job. I was making enough money from Effortless English to live. I was making more money from Effortless English than my job, so I, again I decided right. This was another key point. It was another key decision. I was making enough money from Effortless English to pay my bills, our bills, my wife was living with me too.

So, I was only making enough, just enough to pay our bills- rent and food. And then I had to decide, do I commit to Effortless English 100%? It was a risk, because what if the business went down? Then I couldn't pay my bills, so that job was a little extra safety. The paycheck from the job guaranteed that we could pay our bills. So again I had to decide, do I keep the job, but then I'd have less energy for Effortless English or do I cut the job, quit the job and put everything into the business and just take that risk? And that's what I did. I said job's done, goodbye, quit my job after six months', everything. Again, very decisive, I just decided I am committed to Effortless English 100%. This is my life now. This is my passion. This is my mission that's all. And, I continued deciding and the business just really grew so fast, in the first few years especially, just boom exploded! And here we are today, 10 years later.

Now all of that success, you know, I could tell you about little decisions I made that were really good, but I can also tell you lots and lots of decisions that were not good. I tried so many things I continue to this day to try many things and I'd say 80% of my decisions are not great. You know, probably 20-30% are just total failures, don't work at all. Another 30-40% or something like that are just so-so. Only like 10 to 20% of them are really good strong successes. But that's enough, that's enough, that's enough in life.

The military, you know, the Army, maybe Air Force, Marines in America, they have a phrase called 'violence of action'. Another phrase, which George Bush liked to say, is 'shock and awe'. Now, I'm not a fan of George Bush or any politician, honestly, I'm certainly not for war but, it is good to look at these ideas. Why? Because in the military, fighting, is a very, very, very obviously, dangerous world they live in. It's life or death. You make a mistake in the Army you can die, your friends can all die. So, very, very, very big decisions that they make, very important, life or death.

And they have discovered, the military, most top military people will tell you that action usually wins. Decisiveness wins. So if you have two, let's say you have two groups fighting against each other, two units in the military, in a battle. The decisive ones usually will defeat the

indecisive ones. If one group is kind of scared and ah, worried, they don't know what to do, they just kind of hide and the other group is very aggressive and attacks and very decisive, it's usually the decisive aggressive force that will win, that is victorious.

We don't want to hurt anybody, but we can use these ideas in our life still that you can see this idea, 'violence of action', not, it's just a metaphor we're not going to be really violent but what it just means is total action. It means fast, decisive action. It means you attack problems you don't sit there and worry about them and think about them, you attack problems aggressively. You attack your dream aggressively. You attack your goals aggressively. I see this all the time in health and fitness, health and fitness, another area I'm excited about that I love.

And, I'm reasonably healthy and reasonably fit, pretty good. We can always be better. I have better goals. But, compared to most Americans I'm in very good shape, okay. So, again, a lot of people, especially Americans, asking me oh AJ you know, what should I do? How can I be healthy? What's the best diet? What's the best exercise? And guess what happens again? Paralysis of analysis.

So many people who are just very overweight and not fit, you know, they're weak and they have all these pains and then they, what do they do they waste all their time worrying about, well, which diet is the best? Should I do the paleo diet? Should I be a vegetarian? Should I be a vegan? There's a primal diet, and they just think and worry, and then they read all these articles, oh, some people say the paleo diets not good. Oh, other people say the paleo diets fantastic. Some people say vegans not good for you, other people say it's great for you. Oh, I don't know what should I do? Oh, oh, and they just get paralyzed. And what do they do, they just keep eating junk food and the same garbage and they keep eating too much, and they stay overweight they stay unhealthy.

In fitness same thing. Which exercise should I do? Should I walk? Should I run? Should I lift weights? Should I do body weight? Push-ups, pull-ups, should I do yoga? People go oh no this one's better, no this one's better. It's better if you lift weights. It's better if you run. No, too much running's bad for you, on and on and on, and then again people are paralyzed. I don't know what should I do? And again what happens? They get paralyzed and they do nothing, they just sit on their butt and watch TV all day, and they stay unhealthy.

You want to get healthy? Choose and do something. Decide. It doesn't matter which one you do, just choose and do one. Choose one of the diets and try it. Do it for 60 days. Do you think paleo sounds interesting? Just do it! Do it! Do it for 60 days, see what happens. If you think being a vegan might be right for you, fine do it! Do it! Do it for 60 days. Just decide and do it. Decisiveness will get you to better health, not eh, what should I do I don't know which ones the best? You don't need the best you just need something better. You don't need the best you need something better.

Same with fitness. Should I walk, should I run? Do one of them, just choose which one sounds interesting to you. Walking sound good, fine, get out there walk every day 30 minutes, one hour, whatever. You think doing kettle bells, you know, which are a kind of weights? That looks cool to you, just do it, it doesn't matter. It doesn't matter if it's the best exercise it's better than sitting on your butt. So choose one and do it or choose two and do it, just choose, decide, do

it! That action that decisiveness will get you to your goal of great health, great fitness much faster than sitting and worrying and trying to figure out the perfect exact best way.

You don't need perfect. You don't need best. You just need better than now. That's all you need

In life, think of it this way. You can have a mediocre plan. Mediocre means so-so, not great, not terrible, just eh. You can have a mediocre plan, but be decisive. So mediocre plan and decisive will almost always beat a great plan but hesitant. Hesitant means you wait, you're slow, you're indecisive. So a mediocre so-so plan usually is going to beat a great plan, but indecisive so you don't need a great plan. You don't need the best. You need to decide and take action that's with anything in your life, you're relationships. If there's a problem in your relationship, well, just decide what, just think, what's the first thing you can think of? The first thing? What could help my relationship? Boom! You should have at least one or two ideas pop in your head, pick one, do it. That's it.

You don't need to read 100 books. You don't need the perfect plan. Pick one, do it. That's it. Then, if it doesn't work doesn't matter, what do you do the next day? Another idea, try it. Do it. That's all. That's the secret of success in life. I'm telling you the big secret. I know it doesn't seem like a big secret. People don't really write books about this right. Everybody's looking for the perfect plan and the exact formula for success in everything, but truthfully this is really the ultimate success formula, if you will, and it's just, be decisive.

Certainly in any competitive area decisiveness will lead to victory. See, the world is full, looking outside the window right now at the world and the world is full of indecisive, fearful worrying people. The world has been trained this way. Most people have been trained to be passive by school systems. Ninety-nine percent of the people in the world they go to school, they go to government schools, they're trained to be passive, indecisive, waiting to be told what to do. They're trained by the media, by the television, even by the Internet to be fearful and to worry and oh, I'm not good enough. And so you've got a whole world out there, billions of people who are indecisive worriers.

That's why the decisive ones are so successful. Because while everybody else is waiting, you are deciding and acting, deciding and acting, deciding and acting. You don't really have to be great, you just have to be decisive and you will be successful.

Look again at me. I have become the number one English teacher in the world, in terms of influence, in terms of how many people know me, individual English teacher. There's bigger companies, but in terms of an individual English teacher, I have become the number one English teacher in the world, the most influential, well-known in the whole world. I did it just by myself, I don't have a big company, just me. How did I do it!? Why me and why not others? Because, all the others were sitting around waiting, hesitating. They could have done it, but they didn't they just sat around waiting and I acted and acted. I decided and acted, decided and acted, I was super decisive, I moved so quickly and I built this whole huge international community online. That's why I became the number one English teacher in the world.

They, all the other ones waited, and then finally they saw me being successful. And then later they tried to copy me and there's bunches and bunches, lots of them out there trying to copy me in different ways. They may have a little success, but none of them are as successful as I

am. And it's not because I'm a super genius and that they're stupid, no. It's because they were hesitant they waited. They were indecisive. They were unsure. They worried too much, and I just decided and acted very quickly again and again and again. I moved faster, that's why I became number one. That's the main reason.

You can do it too in your life and that's what I want you to do this month.

As you know you always have a action, a call to action we call it. I'm giving you a call to action right now. At the end of each video every month. Well, this is your call to action. This is what I want you to do this month. You have a dream. You have a big goal. You have something in your life that's important to you. You've dreamed about it. Maybe you've pushed it away and forgot about it. Maybe you worried about eh, or maybe you have just a really big problem, but either way something that's there that you've been worrying about, I know, you've been fretting and worrying about it and thinking about it. Enough!

This month you decide. Just decide on a plan. Just say I'm doing this. It doesn't have to be good. It might be a really bad decision it doesn't matter. Decide and act and this month, all month you're going to act, act, act. Decide and act, decide and act, fast, fast, fast, fast, fast. You're going to attack this problem. You're going to attack this dream. You're going to attack this goal. Violence of action, super decisive. Forget being good. Forget being great. Forget being perfect. Forget making good decisions, you're just going to act decide, decide act, act decide, decide act, it's an endless cycle... decide act, decide act, decide act, as fast as you can this month. That's all.

Attack your goal. Attack your dream. Tell me about it on Twitter or Gab.

See you next month, bye for now.

Decisiveness – Interactive Essay Lesson A

Hi, this is AJ, and welcome to this month's VIP interactive A lesson. We have an essay from Mark Manson. It's called The Do Something Principle. A principle is, it's like a rule, a general rule, a guideline. Let's begin.

If we follow The Do Something Principle, failure feels unimportant. When the standard of success becomes merely acting, when any result is regarded as progress and important. When inspiration is seen as a reward rather than a prerequisite, we propel ourselves ahead. We feel free to fail and that failure moves us forward.

The Do Something Principle not only helps us overcome procrastination, but it's also the process by which we adopt new values. If you're in the midst of an existential shit storm and everything feels meaningless, if all the ways you used to measure yourself have come up short and you have no idea what's next. If you know that you've been hurting yourself chasing false dreams or, if you know there's some better metric you should be measuring yourself with, but you don't know how, the answer is the same. Do something!

That something can be the smallest viable action towards something else. It can be anything. That's often all that's necessary to get the ball rolling. The action needed to inspire the motivation to keep going. You can become your own source of inspiration. You can become your own source of motivation. Action is always within reach. And with simply doing something as your only metric for success, well, then even failure pushes you forward.

Now the vocabulary, let's go back to the beginning, slowly learning the vocab...

Vocabulary

If we follow The Do Something Principle

Again, a principle is a general guideline or rule.

Failure feels unimportant. When the standard of success becomes merely acting,

Merely – means just, just acting, just acting, only acting. Merely acting.

Standard of success – it means your goal of success.

When any result is regarded as progress and important.

Regarded as – means thought as, considered as, believed to be. So when any result is regarded as progress.

When inspiration is seen as a reward rather than a prerequisite,

Prerequisite – means before required, that's the direct meaning. Pre – means before, requisite – means required.

So it's something that's required before something else. For example, most people feel that inspiration is a prerequisite for action. It means you first require inspiration that must come first, it's a prerequisite. Then the inspiration gives you the energy to take action. Well he's saying it's the opposite. He's saying action is the prerequisite, that action is required first and then inspiration comes after the action, it's the reward of action.

When inspiration is seen as a reward rather than a prerequisite we propel ourselves forward.

To propel – means to push forward, to go ahead, to go strongly, to push ourselves ahead, to propel ourselves ahead.

We feel free to fail and that failure moves us forward.

The Do Something Principle not only helps us overcome procrastination, but it's also the process by which we adopt new values.

Helps us overcome procrastination- procrastination you know that right. Procrastination is waiting to do something that you must do.

You're in school and you must study for a test, but you wait and you wait and you wait, you don't do it. The verb is procrastinate, you procrastinate. The noun is procrastination. Procrastination, waiting to do something, avoiding to do something.

It's also the process by which we adopt new values- okay, by which means how. It's the process how we adopt new values. It's the process by which we adopt new values.

Adopt – has a few meanings, but here the meaning is to acquire, to get and keep. So doing something that's how we get new values.

A value – is a strong belief about what's important. It's a belief about what's most important in your life.

If you're in the midst of an existential shit storm

Okay we have some slang here and a curse word.

In the midst of – is in the middle of. It means in the middle of. In the midst of. So if you're in the middle of, if you're in the midst of an existential shit storm.

Existential – means being. It means existing. So it's being existence, existential.

Shit storm – means a horrible situation, a really terrible situation. Everything's going wrong, everything's terrible. That's a shit storm, it's slang. It's a bit rude, as you might guess.

So an existential shit storm means a life shit storm right, being life existence. It means your life, your existence is a shit storm, is terrible. So if you're in the middle of a terrible life situation an existential shit storm...

And everything feels meaningless, and if all the ways you used to measure yourself have come up short

To come up short – means to fail. To come up short means to fail. It means you don't do enough to succeed, you come up short. You fail.

And you have no idea what's next in your life. If you know that you've been hurting yourself chasing false dreams

Chasing false dreams – chasing means trying to catch, running around trying to catch.

False dreams – of course a dream, here a dream means a big goal, a big, big goal in your life and a false dream it's a bad goal. It's an unhealthy goal. So it's a big goal for your life that will not make you happy, that's a false dream. Maybe some people do it, sometimes we do it, we make a goal. We think it's a good goal but it's actually a false dream. We chase. We try to catch a bad goal.

Or, if you know there's some better metric you should be measuring yourself with,

Metric – a metric is a measurement, a kind of measurement.

The answer is the same. Do something! Do something! That something can be the smallest viable action towards something else.

Viable – means effective, useful, possibly successful. That's viable. So do something, even just a small viable action towards something else.

It can be anything. The action can be anything

That's often all that's necessary to get the ball rolling.

Good idiom, this is a good idiom, get the ball rolling.

Get the ball rolling – means get something started, right. It means to get something going. Get something started. Like oh, we have a big project we need to get the ball rolling. We need to get the project started. That's often all that's necessary to get the ball rolling.

The action needed to inspire the motivation to keep going.

So he's saying, first comes action then the action inspires you, gives you ideas and then the ideas, the inspiration motivates you to do more actions. In this way...

You can become your own source of inspiration.

Source – means beginning point, the beginning point. It's what something comes from right. Let's say the source of a river is the mountains. So the snow is in the mountains and it melts and that creates the beginning of the river. So the snow or the mountains are the source of the river. So he's saying you can be your own source of inspiration, your inspiration and your motivation will come from inside you.

You can become your own source of motivation. Action is always within reach.

Within reach – means nearby and here it means possible to do, possible, nearby, easy. Action is always within reach. It's always possible. It's always close by.
And with simply doing something as your only metric for success, well, then even failure pushes you forward.

Okay, with doing something as your only **metric for success** – again, metric means measurement, measurement for success. So he's saying, don't measure yourself by the results right. If you have a good result then that measurement means yeah, I'm successful. If you have a bad result that means you're bad and it's terrible. No, he's like, the result doesn't matter your only measurement should be action. If you take action that's good that means you're successful.

If you don't take action that means you're a failure. So he's saying when you take action and that's your measurement of success, your metric for success, well then even failure pushes you forward. It means even if your action makes a bad result you still learn something, you still go forward.

All right, that is the end of the interactive A lesson. In part B I'll ask you questions and you will answer them about this same essay.

See you in part B

Decisiveness – Interactive Lesson B

Hi, this is AJ, welcome to VIP interactive B lesson. Same essay, just with some very easy questions. Answer the questions, one word, two words that's fine.

Let's begin. *If we follow The Do Something Principle*

Should we follow the do something principle?

Yes, yes we should follow the do something principle.

Which principle should we follow?

The Do Something Principle. We should follow The Do Something Principle

When we follow The Do Something Principle failure feels what?

Unimportant. Failure feels unimportant.

When the standard of success becomes what?

Merely acting. When the standard of success becomes merely acting, just acting.

What should the standard of success be?

Merely acting. The standard of success should be merely acting.

Any result should be regarded as progress.

Should some results be regarded as progress?

No, not some, any, all results should be regarded as progress.

Inspiration should be seen as a reward rather than a what?

Prerequisite. A prerequisite.

Is inspiration a prerequisite for action?

No, no it's not. Inspiration is not a prerequisite for action. Action is a prerequisite for inspiration.

So which is a prerequisite, which is required first action or inspiration?

Action. Action is required first. Action is a prerequisite for inspiration.

That's how we propel ourselves ahead.

Do we push ourselves ahead or do we walk slowly ahead?

We push ourselves ahead. We propel ourselves ahead.

Do we propel ourselves ahead or do we propel ourselves backwards, behind?

We propel ourselves ahead.

When we propel ourselves ahead we feel free to fail. That failure moves us forward. The Do Something Principle not only helps us overcome procrastination.

What helps us overcome procrastination?

The Do Something Principle. The Do Something Principle helps us overcome procrastination.

Does it make procrastination worse?

No it doesn't make procrastination worse it helps us overcome procrastination.

And it's also the process by which we adopt new values, we get new values from action.

We adopt new values from only thinking is that right?

No. We don't adopt new values from only thinking.

We adopt new values from what?

From action, from The Do Something Principle. That's how we adopt new values.

If you're in the midst of an existential shit storm

That means if you're in the midst of a good time right?

No, no, not a good time. An existential shit storm is not a good time it's a life crisis. It's a big, big life problem or problems.

What's it called?

An existential shit storm.

Is shit storm polite or rude?

A little bit rude. A little bit casual.

So, if you're outside of an existential shit storm, right?

No, not outside of, in the midst of, in the middle of. In the midst of an existential shit storm.

If everything feels meaningless and everything you used to measure yourself with comes up short.

So, if you're successful is that what he means, if you're successful?

No, no, no, if you come up short. If you come up short means fail. So if you come up short and have no idea what's next.

Also, if you've been hurting yourself chasing what?

False dreams.

Do you help yourself when you chase false dreams?

No you don't help yourself when you chase false dreams, you hurt yourself when you chase false dreams.

What kinds of dreams hurt you?

False dreams. Chasing false dreams hurts you.

What's the answer to these problems?

The answer is the same, do something.

What's the answer?

Do something.

That something can be the smallest what?

Viable action. The smallest viable action.

Does that mean the smallest unsuccessful action?

No, no, no, no it doesn't mean unsuccessful action, viable action means effective action. The smallest viable action.

So what kind of action should you take?

Viable, you should take viable action.

Do you want a viable action or a meaningless action?

You want a viable action, an effective action, a possibly successful action.

Does the viable action need to be big?

No. No. He says it can be the smallest viable action towards something else. It can be anything.

What can be anything?

The viable action. The viable action can be anything, any type of action.

That action is all that's necessary to get the what rolling?

Ball, to get the ball rolling. It's an idiom.

This means to stop something right, to get the ball rolling means to stop?

No, no, the opposite. To get the ball rolling means to start something, get something started.

So get something started what's the idiom?

Get the ball rolling. To get the ball rolling.

Action is all that's necessary to get the ball rolling.

You can become your own source of inspiration.

Will you get inspiration from someone else?

No, it will not come from someone else. The source is not someone else the source is you. You become your own source of inspiration.

What about motivation?

Same. You can become your own source of motivation.

How do you get the ball rolling?

You take action. You take action.

What kind of action?

Any viable action. If you take a small viable action you will get the ball rolling.

When you get the ball rolling you become the source of what?

Your own inspiration.

When you start, when you take action you become the source of your own inspiration and you become the source of your own motivation.

Action is always within reach.

Is action always possible or not possible?

Action is always possible. Action is always within reach. It's always possible. It's always nearby. Action is always an available choice, it is always within reach. Action is always within reach. Action is always within reach.

With simply doing something as your only metric for success.

What should your measurement for success be?

Action. Doing something. Just doing something, that's your only measurement of success.

If you do something are you successful?

Yes. If you do something you are successful.

If you don't do something are you successful?

No. If you don't do something, if you do nothing, you are a failure.

What's your only metric for success?

Doing something. Doing something is your only metric, your only measurement of success.

When your only metric for success is doing something, then even failure pushes you forward.

Do failures stop you or help you?

Well he says they actually help you. They push you forward.

What pushes you forward?

Failure. Failure pushes you forward, because you learn, you grow, you get stronger from failure.

So failure actually pushes you what backward or forward?

Failure actually pushes you forward.

Does failure push you closer to success or farther from success?

Closer to success. Failure pushes you closer to success.

Okay, that is the end of our interactive B lesson. Listen to it every day, one time, two times, three times. Answer the questions with a nice strong loud voice

All right I'll see you in the commentary, bye for now.

Decisiveness – Commentary

Hi this is AJ, welcome to the commentary for this months' VIP lesson.

So there I was my eyes were closed. My heart was beating, boom-boom, boom-boom, boom-boom, boom-boom. I was nervous. I was afraid, as I waited for the attack. I knew my attacker was much bigger than me. I knew he was stronger than I was. Boom-boom, boom-boom, boom-boom, I didn't know when the attack would come. Waiting, eyes closed, I didn't know if he would attack from the front, the side, the back, I had no idea and that created even more fear and worry. I was intimidated.

Suddenly, someone grabbed me from behind and lifted me up. My feet came off the ground. I opened my eyes and spun, turned with all my force of my body that I could and I started throwing my elbows back into his body and then into his head. Now, he was wearing a big protective suit, so I hit as hard as I could and I just moved and I wiggled, and turned and I kept fighting. My only thought, my one and only thought was, 'attack, attack, attack, attack, attack'. And that's what I did.

Eventually, because I was attacking so forcefully, he couldn't hold onto me anymore. His grip broke and my feet came back to the ground. I immediately turned and attacked him with all of my energy and force. Relentlessly I attacked him. I hit him in the head as hard as I could. I knee kicked him in the groin between the legs as hard as I could. I elbowed him in the head again and again and again and again. Some of my attacks missed. Some were weak and not effective. But, because I was overwhelmingly decisive, because I just kept relentlessly attacking, relentless action with no pause, I drove him backwards, even though he was much bigger than me. Even though he had a nice big protective suit, a huge protection over his head, his body and of course his groin.

But the force of my action pushed him back and eventually knocked him down. And when he fell down I immediately jumped on him and started to kick him as hard as I could with my knee. And then finally, the instructor blew the whistle and I stopped. This was my first fast defense training fight. Fast defense is a kind of self-defense. It's a very effective self-defense system and the number one principle of fast defense is to attack decisively and relentlessly, I mean that's it really, to be honest. You don't defend, you don't block, you don't think, you just immediately attack the other person and you never stop until they go down and they stop moving. That's it.

Super decisive... the power of that system and that training is that it teaches you to be instantly decisive. You have one decision only, attack and then you just keep doing it again and again. Instant decision when you're in danger and then relentless action that never stops.

And that is how someone much smaller and even weaker can defend themselves against someone much, much, much bigger and stronger. How do we know this? Well, because many students have been trained at fast defense, and some of these students have actually survived real life attacks. One of their students was a woman. She'd been through the training, she did

the training and one night in her house she woke up with a strange man on top of her in the bed and he had a knife against her throat, her neck.

And he was going to rape her. Well, she waited and as soon as he moved the knife away from her neck she acted decisively. She attacked him just as I did in that practice fight and she just kept attacking and attacking him, and hitting him and hitting him and hitting him and hitting him with all force, yelling and screaming as she did it and never ever, ever, ever stopped. She knocked him unconscious, and this guy was 2 times bigger than her and he woke her up in the middle of the night and surprised her. But, because of her decisiveness and relentless force and action, she eventually knocked him out, knocked him unconscious then went over to the phone and called the police, and then they came and got him.

That's impressive. There are many stories from their students like this, of people being attacked, especially woman, and fighting off, successfully fighting and defending themselves against bigger, stronger men and of course, men take the course too and they have also successfully defended themselves. Not because they're stronger physically, but basically, because they are super decisive. They are trained to be decisive in that situation. The tactical techniques are very, very, very, very simple and easy, anyone can do them. It's the decisiveness and relentless action that gives the power to that system.

See most people, when they are threatened or attacked they freeze they don't decide. They don't know what to do they're scared. They try to talk and they're paralyzed by inaction, by fear and that's why they get hurt or killed.

So, the point of this is not that you're going to get attacked, I hope you never get attacked. But, this is a good metaphor, it's a good example for all of life's problems. For any time something horrible, scary or difficult happens to you, any huge problem that seems overwhelming. Again, what do most of us do? We freeze and then the paralysis of analysis right? We start thinking what should I do? What's the best thing to do? I don't know. Then, because we freeze the problem defeats us and we get weaker and weaker. Just as when in a physical attack right, most women or guys even, in a physical attack or if they're threatened, if someone has a knife or someone's yelling and threatening to fight them or hurt them.

Again, they kind of freeze and they start thinking what should I do? Should I run? Should I talk? Should I fight back? All these thoughts go through their head and they get again, the paralysis of analysis and then the attacker hurts them or takes their money or even kills them. So, just as in the self-defense situation in life, often you don't need the perfect technique right. In fast defense there's no perfect technique, there's not some super ninja technique, wah you know, you're gonna instantly in one hit knock out someone two times bigger than you. That almost never happens. There's no great wonderful super technique. You're not gonna do a big kick to their head. It's not the movies. It's not the super, secret technique or perfect technique that creates the success in the situation, it's just the violent decisive action, that violence of action that just instantly making that decision and then relentlessly, and in that case literally, violently attacking, attacking, attacking.

Well you can have that same mindset with some big problem, something that scares you, something that just seems like such a huge problem and you just don't know what to do. And you've just struggled with it in your life and it's intimidating you, maybe you're afraid, maybe

you just feel so super frustrated. Well enough thinking, attack it. Imagine you're in the same situation like that woman in the bed. You're fighting for your life, you're just going to relentlessly attack. Make a decision on that problem and attack it, like your life depended on it and don't stop until that problem is destroyed.

Let's go through some examples.

One is weight loss, a common one, weight loss. Lots and lots and lots and lots of people have too much fat, they're too fat. This is a big problem in America, but it's really becoming a big problem everywhere. And so many people freeze, say oh what should I do? What's the perfect diet? What's the perfect exercise? They think and they think and they maybe take some small little action, then they change their mind and oh, what do I do? I don't know. Look, choose one thing. You don't need the perfect diet. You don't need the perfect exercise, you just need something. Choose one, do it and attack it, attack it, attack it for 30 days or more.

Right, exercise every single day, it doesn't matter what you choose. If you choose lots of walking fine, walk every single day. If you choose lifting weights, great, lift weights every day. Kettle bells, push-ups, pull-ups whatever it is it doesn't matter, just decide and act massively every single day.

What about starting a business or a career? This is another one people get, and this is a common one because so many people ask me about this one, because I'm an entrepreneur, because I started my own business. I own my own business. A lot of people will ask me, how should I start a business? What should I do? What kind of business should I start? And of course I don't know, I can't make those decisions for them everyone's different.

Okay, so my best advice for someone who thinks they want to start a business is just do it! Just make a decision. Just decide. Choose a business. Choose a type of business and just start it and just start it, now! Right now, today! Start it. And then every day action, action, action. Attack that business. You're going to have a lot of problems. There's going to be tons and tons and tons of problems in any business you start I promise you, and they never end. So you have to attack them, especially in the beginning there are so many problems and, of course, you just don't know. You've never done it before probably so you really don't know what to expect.

So forget trying to plan it all. I don't really like business plans, to be honest. Because I think business plans are usually an excuse for procrastination. Oh, I'm gonna make the perfect plan of 20 pages. I'm going to plan out everything. You know what, eh, just start. Be smart about it, don't risk a lot of money. Start with very little money. Start with nothing, but just start. Take action, action, attack it, just like in the self-defense example.

Here are some principles to think about.

- Principle number one... you don't need to choose the best action.

In fact, you don't even need to choose the right action. You don't need best. You don't need right. You don't need correct. None of those are important.

- Number two... you need decisions and actions, that's what you need.

Decisions and actions, not guarantees. You need decisions and actions. Decide act, decide act, decide act.

- Number three... you need an attacking mindset.

Too many people have a defensive mindset. This is another way to think about it. Right, a defensive mindset means you feel like the problem is attacking you. You want to start a business but oh, there's all these problems and you don't know and you're not sure. I don't have enough money. I don't know what I'm doing and you feel like all these problems are kind of attacking you, you're trying to defend. You're reacting against them, trying to defend against them. Same with weight loss, oh, I've got this problem. I'm this victim. My health is bad. Oh, this unhealthy food it's so difficult. I want to eat bad food and you're trying to defend against all that stuff.

That defensive mindset is weak. It's weak. That's why, even though they call it self-defense, right, fast defense, it's actually not a defense system. You don't defend in that system. They don't teach you to defend. You don't block. You never even block. You don't try to... if someone's, if the attacker throws a punch at you, you don't even worry about it. You only attack that's it. It should be called fast attack, okay, because they teach an attacking mindset.

You know, it's kind of a phrase in English, the best defense is a good offense. Sometimes people say the opposite but either way. So the best way to defend yourself, the best way to protect yourself from problems is to attack, to attack your goals, to attack your problems, to attack the things you want, go after them aggressively, attacking mindset.

So that's what I want you to do this month, I want you to have an attacking aggressive mindset, not to hurt somebody of course, I mean, it's a metaphor. It's a metaphor for a mindset that, instead of waiting, instead of protecting yourself you're going out and getting things. You're the attacker. You're the aggressor. Choose a big dream or goal or problem in your life, something that's bother you. You should have one of those. If you don't have any big problems in your life, congratulations! Then you should have some big dreams.

And if you don't have a big dream right now then you probably have a big problem. Choose one, and all this month and I mean every single day, not a couple times, all this month attack that problem or goal. Just decide and do something, okay, stop thinking about it. You're not gonna think this month, I don't want you thinking at all. No thinking. Decide, do, attack. That's all you're gonna to do.

Thirty days, you're gonna do it every single day. Get on Twitter or Gabb and tell me about it. Tell me the result. You're gonna like the result. This is effective. This is not so much about strategies, you're not trying to find the perfect strategy. You're not trying to find the perfect technique. This is just about attitude, mindset. Defensive vs. aggressive, defending versus attacking, attacking is the better mindset. Get out there and attack those life problems, attack those life goals this month.

See you soon. Bye for now.