

HERO NATION ACADEMY

Be Your Own Hero
Epic Life Strategic Planner





THIS YEAR SO FAR.

1. What are you most grateful for so far, this year?

1)

2)

3)

2. What has worked well so far, this year?

3. What hasn't worked so well?

4. If you had the second chance to redo the year so far, what would you do differently?

5. Could the rest of this year be even better?

6. If you could double the income you made but not the time you spent, what would that do for you?

What about that is important?

What about that is important?

What about that is important?



Year	2018	1 Qtr	2 Qtr	3 Qtr	4 Qtr
Diet, Water					
Exercise					
Nailing my 20% Effective & Efficient					
Love for Work					
Romance					
Children					
Parents, Siblings, etc.					
Friends					
Finances					
Passive Income					
Music & Hobbies					
Risk & Excitement					
Adventure, Travel					
Personal Growth					
Chill Time					
Giving Back					
Future Planning Time					
Gratitude					
Spiritual Life					
Weight					
Body Fat %					



Transforming Vision into Results

Vision	Inspirational	<i>Someday</i>
Objectives	Long-term Directional	<i>1 Year</i>
Targets	Short-term Direction	<i>90 Days</i>
Goals	Calculated	<i>30 Days</i>
Weekly Report & Review	Perspective & Commitments	<i>7 Day</i>
Planning & Solitude	Daily Intention	<i>Today</i>



The Tools

Vision	Inspirational	<i>Someday</i>	Big Why Class Be Your Own Hero - Epic Life Strategic Planner
Objectives	Long-term Directional	<i>1 Year</i>	1-year goals Year Calendar Objectives each area
Targets	Short-term Direction	<i>90 Days</i>	5 Tabs/Must Sheet
Goals	Calculated	<i>30 Days</i>	Monthly CEO Check In
Weekly Report & Review	Perspective & Commitments	<i>7 Day</i>	Weekly Check in Questions Schedule Review
Planning & Solitude	Daily Intention	<i>Today</i>	Morning & Evening Rituals Best Day Ever Worksheet 3 must before Noon Could – Should – Must



Creating the Vision

<p>You want to help...</p>	<p>The change you want to make is...</p>
<p>You will help them by...</p>	<p>You will know you are successful when...</p>

My Best Life: *What could you do this year to make it amazing?*

Personal Achievement

1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

Financial Goals

1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

Material Possession

1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

Spiritual Life / Well Being

1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

Physical Health

1.	6.
2.	7.
3.	8.
4.	9.
5.	10.



Business Goals	
1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

Contribution / Giving Back	
1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

Relationships; Spouse, Kids, Parents, etc.	
1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

Go back through the list above and circle the most important 1-year goal in each category. ↑

Next, we will break down each top 1-year goal into a 90-day goal and then into a weekly action item. ↓



SAMPLE: Area: Financial

Step 1: 1-Year Objectives - Long Term Directional

What would prove to you that you had a great year in this area?

Saved \$100,000

Step 2: 90 Day Targets – What needs to happen?

What do you need to accomplish in the next 90 days to move toward your 1-year objective? *Save \$25,000*

Step 3: 90 Day Task – What you will do to make it happen?

What is the most important task I MUST do in the next 90 days to achieve my 90-day goal? *Put \$25,000 in separate savings account*

What **Could** you do:

What **Should** you do:

What **MUST** you do:

Each week put \$2,000 in savings

Step 4: Weekly MUST DO – Clear daily actions

What must I do each week? *Put \$2,000 in savings*

Which day and at what time will I do this MUST actions? *Each Friday I will transfer \$2,000 to the savings account.*



Area: Personal Achievement

Step 1: 1-Year Objectives - Long Term Directional

What would prove to you that you had a great year in this area?

Step 2: 90 Day Targets – What needs to happen?

What do you need to accomplish in the next 90 days to move toward your 1-year objective?

Step 3: 90 Day Task – What you will do to make it happen?

What is the most important task I **MUST** do in the next 90 days to achieve my 90-day goal?

What **Could** you do:

What **Should** you do:

What **MUST** you do:

Step 4: Weekly **MUST DO** – Clear daily actions

What must I do each week?

Which day and at what time will I do this **MUST** actions?



Area: Financial

Step 1: 1-Year Objectives - Long Term Directional

What would prove to you that you had a great year in this area?

Step 2: 90 Day Targets – What needs to happen?

What do you need to accomplish in the next 90 days to move toward your 1-year objective?

Step 3: 90 Day Task – What you will do to make it happen?

What is the most important task I **MUST** do in the next 90 days to achieve my 90-day goal?

What **Could** you do:

What **Should** you do:

What **MUST** you do:

Step 4: Weekly **MUST DO** – Clear daily actions

What must I do each week?

Which day and at what time will I do this **MUST** actions?



Area: Material Possessions

Step 1: 1-Year Objectives - Long Term Directional

What would prove to you that you had a great year in this area?

Step 2: 90 Day Targets – What needs to happen?

What do you need to accomplish in the next 90 days to move toward your 1-year objective?

Step 3: 90 Day Task – What you will do to make it happen?

What is the most important task I **MUST** do in the next 90 days to achieve my 90-day goal?

What **Could** you do:

What **Should** you do:

What **MUST** you do:

Step 4: Weekly **MUST DO** – Clear daily actions

What must I do each week?

Which day and at what time will I do this **MUST** actions?



Area: Spiritual Life / Well Being

Step 1: 1-Year Objectives - Long Term Directional

What would prove to you that you had a great year in this area?

Step 2: 90 Day Targets – What needs to happen?

What do you need to accomplish in the next 90 days to move toward your 1-year objective?

Step 3: 90 Day Task – What you will do to make it happen?

What is the most important task I **MUST** do in the next 90 days to achieve my 90-day goal?

What **Could** you do:

What **Should** you do:

What **MUST** you do:

Step 4: Weekly **MUST DO** – Clear daily actions

What must I do each week?

Which day and at what time will I do this **MUST** actions?



Area: Physical Health

Step 1: 1-Year Objectives - Long Term Directional

What would prove to you that you had a great year in this area?

Step 2: 90 Day Targets – What needs to happen?

What do you need to accomplish in the next 90 days to move toward your 1-year objective?

Step 3: 90 Day Task – What you will do to make it happen?

What is the most important task I **MUST** do in the next 90 days to achieve my 90-day goal?

What **Could** you do:

What **Should** you do:

What **MUST** you do:

Step 4: Weekly **MUST DO** – Clear daily actions

What must I do each week?

Which day and at what time will I do this **MUST** actions?



Area: Business Goals

Step 1: 1-Year Objectives - Long Term Directional

What would prove to you that you had a great year in this area?

Step 2: 90 Day Targets – What needs to happen?

What do you need to accomplish in the next 90 days to move toward your 1-year objective?

Step 3: 90 Day Task – What you will do to make it happen?

What is the most important task I **MUST** do in the next 90 days to achieve my 90-day goal?

What **Could** you do:

What **Should** you do:

What **MUST** you do:

Step 4: Weekly **MUST DO** – Clear daily actions

What must I do each week?

Which day and at what time will I do this **MUST** actions?



Area: Giving Back / Contribution

Step 1: 1-Year Objectives - Long Term Directional

What would prove to you that you had a great year in this area?

Step 2: 90 Day Targets – What needs to happen?

What do you need to accomplish in the next 90 days to move toward your 1-year objective?

Step 3: 90 Day Task – What you will do to make it happen?

What is the most important task I **MUST** do in the next 90 days to achieve my 90-day goal?

What **Could** you do:

What **Should** you do:

What **MUST** you do:

Step 4: Weekly **MUST DO** – Clear daily actions

What must I do each week?

Which day and at what time will I do this **MUST** actions?



Area: Relationships Family: Spouse, Kids, Etc.

Step 1: 1-Year Objectives - Long Term Directional

What would prove to you that you had a great year in this area?

Step 2: 90 Day Targets – What needs to happen?

What do you need to accomplish in the next 90 days to move toward your 1-year objective?

Step 3: 90 Day Task – What you will do to make it happen?

What is the most important task I **MUST** do in the next 90 days to achieve my 90-day goal?

What **Could** you do:

What **Should** you do:

What **MUST** you do:

Step 4: Weekly **MUST DO** – Clear daily actions

What must I do each week?

Which day and at what time will I do this **MUST** actions?



Area: Relationships Friends

Step 1: 1-Year Objectives - Long Term Directional

What would prove to you that you had a great year in this area?

Step 2: 90 Day Targets – What needs to happen?

What do you need to accomplish in the next 90 days to move toward your 1-year objective?

Step 3: 90 Day Task – What you will do to make it happen?

What is the most important task I **MUST** do in the next 90 days to achieve my 90-day goal?

What **Could** you do:

What **Should** you do:

What **MUST** you do:

Step 4: Weekly **MUST DO** – Clear daily actions

What must I do each week?

Which day and at what time will I do this **MUST** actions?



What is the **MUST** in each area of your life?

The MUST for: Personal Achievement

The MUST for: Financial Goal

The MUST for: Material Possession

The MUST for: Spiritual life/Well being

The MUST for: Physical health

The MUST for: Business

The MUST for: Contribution

The MUST for: Relationships: Spouse, Kids, Parents, etc.

The MUST for: Relationships Friends



Business goals.

Revenue goal: _____

What are my 3 main sources for business?

Source #1 _____

Source #2 _____

Source #3 _____



SAMPLE: Source #1: Database

Step 1: 1-Year Objectives - Long Term Directional

What would prove to you that you had a great year in this area?
40 closing from my database.

Step 2: 90 Day Targets – What needs to happen?

What do you need to accomplish in the next 90 days to move toward your 1-year objective? *10 closing from my database*

Step 3: 90 Day Task – What you will do to make it happen?

What is the most important task I MUST do in the next 90 days to achieve my 90-day goal? *Call each person in my database. 1,000 calls.*

What **Could** you do:
Call everyone
Event
Mailers.....

What **Should** you do:
Call everyone
Send out mailers

What **MUST** you do:
Call Everyone in my Database.

Step 4: Weekly MUST DO – Clear daily actions

What must I do each week? *83 calls to my database each week*

Which day and at what time will I do this MUST actions? *11 calls a day.*



Source #1 _____

Step 1: 1-Year Objectives - Long Term Directional

What would prove to you that you had a great year in this area?

Step 2: 90 Day Targets – What needs to happen?

What do you need to accomplish in the next 90 days to move toward your 1-year objective?

Step 3: 90 Day Task – What you will do to make it happen?

What is the most important task I MUST do in the next 90 days to achieve my 90-day goal?

What **Could** you do:

What **Should** you do:

What **MUST** you do:

Step 4: Weekly MUST DO – Clear daily actions

What must I do each week?

Which day and at what time will I do this MUST actions?



Source #2 _____

Step 1: 1-Year Objectives - Long Term Directional

What would prove to you that you had a great year in this area?

Step 2: 90 Day Targets – What needs to happen?

What do you need to accomplish in the next 90 days to move toward your 1-year objective?

Step 3: 90 Day Task – What you will do to make it happen?

What is the most important task I **MUST** do in the next 90 days to achieve my 90-day goal?

What **Could** you do:

What **Should** you do:

What **MUST** you do:

Step 4: Weekly **MUST DO** – Clear daily actions

What must I do each week?

Which day and at what time will I do this **MUST** actions?



Source #3 _____

Step 1: 1-Year Objectives - Long Term Directional

What would prove to you that you had a great year in this area?

Step 2: 90 Day Targets – What needs to happen?

What do you need to accomplish in the next 90 days to move toward your 1-year objective?

Step 3: 90 Day Task – What you will do to make it happen?

What is the most important task I MUST do in the next 90 days to achieve my 90-day goal?

What **Could** you do:

What **Should** you do:

What **MUST** you do:

Step 4: Weekly MUST DO – Clear daily actions

What must I do each week?

Which day and at what time will I do this MUST actions?



Your Ideal Week:

Take the MUST from each area and put it in your weekly calendar.

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
5	5	5	5	5	5	5
6	6	6	6	6	6	6
7	7	7	7	7	7	7
8	8	8	8	8	8	8
9	9	9	9	9	9	9
10	10	10	10	10	10	10
11	11	11	11	11	11	11
12	12	12	12	12	12	12
1	1	1	1	1	1	1
2	2	2	2	2	2	2
3	3	3	3	3	3	3
4	4	4	4	4	4	4
5	5	5	5	5	5	5
6	6	6	6	6	6	6
7	7	7	7	7	7	7
8	8	8	8	8	8	8



1-Year Letter

Date: _____

Here it is one year from today.....



5-Year Letter

Date: _____

Here it is 5 years from today.....



The Pain if You Don't...

What is the impact if I don't play all in, if I give up or let up?

Because I didn't play all in...

Because I let up...

Who was I unable to help is...?

Unable to impact the world...

I am not proud of...

My biggest regret is....



Additional tools and resources.



Year Calendar / Planning

1. Events
2. Vacations
3. Family Time
4. Exercise
6. One MUST in each area of your life
7. Your growth plan.
8. Everything else

Monthly + QUARTERLY EVENTS		
JANUARY	FEBRUARY	MARCH
APRIL	MAY	JUNE
JULY	AUGUST	SEPTEMBER
OCTOBER	NOVEMBER	DECEMBER



Could - Should - MUST

COULD	SHOULD	MUST



Sample goal tracking form

Name : _____ Date: _____

Habits define destiny - Give more than expected

Habits	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Week Total
Daily								
Meditation								
Affirmations								
Visualization								
Journal								
Read								
Workout								
Must								
Motivation Video								
Weekly								
Work out 5 times								
Date night every other week								
Attend church								
Weekly questions								
Monthly								
Review Tracking								
Review P&L								
CEO appt								
YEAR GOALS CHECK IN								
	June	July	Aug	Sept	Oct	Nov	Oct	
Income \$								
\$ in savings								
Debt Free								
2 Vacations								
Run half marathon								



Morning and Evening Rituals.

Morning:

Glass of water

Breakfast

Exercise

Listen to something positive

2 chairs – Meditate - Silence

Write down gratitude

Review 90-day goals

Visualize the results of achieving your goals

Read 10 pages of a great book

Write MUST for the day

Say Affirmations

Massive action

Evening:

Focused and present time with loved ones

Share and write down wins

Write down lessons learned

Lay out clothes for the next day

Set my intentions

Say evening affirmations



Habit Tracker:

[Days 1–10] Phase One: Unbearable

[Days 11–20] Phase Two: Uncomfortable

[Days 21–30] Phase Three: Unstoppable

Activity	Mon	Tues	Wed	Thurs	Fri	Sat	Sun
Morning Rituals							
Evening Rituals							



The Sunday Night Review for an Epic Life

"30 minutes to save you 10 hours."

- Update & Review your numbers
- Review your 90-day goals
- Ask yourself the weekly questions and write down the answers
- Review your calendar for the week
- Does your calendar match your goals?
- Write down your 3 MUST

Weekly Questions for Yourself or Team Members

Last Week

- What's the best thing that happened to you this week, wins, victories...?
- What was your one thing/big rock for last week?
- Did you accomplish it?

If YES... Tell me what worked and what you learned?

If NO... What DID you accomplish?

- | | |
|---|---|
| ▪ <i>What was the biggest obstacle?</i> | ▪ <i>What didn't you do well? or What didn't work well?</i> |
| ▪ <i>What did you do well? or What worked well?</i> | ▪ <i>Looking back on the week, what could have gone better?</i> |
| ▪ <i>What did you learn?</i> | |

- What are you learning are the habits of someone who is a really high performer in this role?
- What skills do you need to develop to succeed at a higher level?



This Week: Grow Model

Goal: What is your 90-day goal?

Reality: How are you pacing to hit that goal?

Options: Based on your year goal and your 90-day goal...
 What are you options to close the gap or stay on pace to hit your goal?
Brainstorm 5-7 options.

Way: What is the one thing you will commit to doing this next week?
Make sure this is very very, very clear.

What do you think would be the biggest obstacle in keeping you from accomplishing that?

How can I/The Team best assist you this week?

What will you do today to get started?

So, your commitments for the week are: _____

How do you want me to hold you accountable to these commitments?



Best Day Ever: Daily Intentional Planning & Solitude

Name: _____ Date: _____

START THE DAY

This morning I am grateful for:

- ▶
- ▶
- ▶

My 90-day goals:

- ▶
- ▶
- ▶

Today's MUST's are:

- ▶
- ▶
- ▶

Life is not about finding yourself. Life is about creating yourself.

END OF DAY WARP UP

Lessons Learned:

- ▶
- ▶
- ▶

Wins:

- ▶
- ▶
- ▶

Tonight, I am grateful for:

- ▶
- ▶
- ▶

Write Your SMART Goal: _____

Motivation	
WHY I want this goal (the 'outcome/s' you are looking for)	
List ALL the Benefits here (of achieving your goal)	
The BIG Benefit (of achieving goal)	
What is the PAIN? (of not achieving your goal)	
Achieving this Goal will also help me (other areas)	
Obstacles (also known as your secondary gain)	
I need to be aware that the BENEFIT to me of NOT completing my goals is	
Other obstacles to my success include	
Set Goal Levels (eg. your goal could vary on time, quantity, quality)	
MINIMUM	
TARGET	
EXTRAordinary	
How will you need to BE different? (a worthwhile goal often requires us to look at / do things differently)	
In order to achieve this goal I will START doing	
In order to achieve this goal I will STOP doing	
In order to achieve this goal I will need to BE someone who is	
Moving Forwards (eg. things, people, personal qualities, information, knowledge, skills, finance etc.)	
Resources available	
Resources I will need	
Taking ACTION (make these things EASILY achievable so you feel good about taking action!)	
3 steps I will complete in the next WEEK that move me closer to my goals	1. 2. 3.
3 steps I can complete in the next MONTH that move me closer to my goals	1. by 2. by 3. by



Questions to recover from “The Art of Getting Back Up”

- What am I feeling?

- What is the story I am making up or responding too?

- What would I have to believe to feel this way?

- Will I choose to be a Victim or a Victor?

- What did I do great?

- What did I do terrible or wrong?

- What is the lesson I can learn from this?

- What will I do better and/or different next time?

- What do I not have control of?

- What do I have control of?

- What is the next right decision?

SOURCE: *“The Art of Getting Back Up”*



WINS

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____
- 6. _____
- 7. _____
- 8. _____
- 9. _____
- 10. _____
- 11. _____
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- 38. _____
- 39. _____
- 40. _____
- 41. _____
- 42. _____
- 43. _____
- 44. _____



BUCKET LIST

MY FUTURE LIFE

What are the experiences you want to do before you die?

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____
- 6. _____
- 7. _____
- 8. _____
- 9. _____
- 10. _____
- 11. _____
- 12. _____
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- 32. _____
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- 34. _____
- 35. _____
- 36. _____
- 37. _____
- 38. _____
- 39. _____
- 40. _____
- 41. _____
- 42. _____
- 43. _____
- 44. _____



Books to read

1. Millionaire Real Estate Agent
2. The One Thing
3. The Power of the Subconscious Mind
4. Power vs. Force
5. How to Win Friends and Influence People
6. Think and Grow Rich
7. The 21 Irrefutable Laws of Leadership
8. Awaken the Giant Within
9. Good to Great
10. Creative Visualization
11. Visionary Business
12. Power of Intention
13. Fierce Conversations
14. Traveler's Gift
15. Spiritual Partnership
16. The Untethered Soul
17. Rich dad poor dad
18. Power vs. Force
19. 4 executions of discipline
20. The psychology of winning
21. Secrets of the Millionaire mind
22. Awaken the Giant within
23. The power of now
24. 100 Great business
25. Psycho- Cybernetics
26. Millionaire next door
27. Born to win
28. Richest man in Babylon
29. Wealth Formula
30. Million Dollar Habits 10 Simple Steps
31. As a Man Thinketh
32. The Success Principles
33. How to Stop Worrying and Start Living
34. Change Your Questions Change Your Life
35. Man's Search for Meaning

