

THE POWER PLAY OF THE WEEK

Shareable action-oriented ideas to help grow your business
and your leadership team.

THE PLAY OF THE WEEK

Why do New Year's resolutions fail 92% of the time?

The answer isn't about willpower - it's about the fundamental difference between resolutions and routines.

Resolutions are vague intentions: "I want to lose weight" or "I want to make more money." They focus on outcomes without addressing the systems that create those outcomes.

Routines are specific actions performed consistently that move you toward your goals. They're about what you do daily, not what you hope to achieve someday.

We are what we repeatedly do. Peak performers don't rely on motivation or inspiration - they build systems and routines that make success inevitable.

The path to sustainable growth isn't about setting bigger goals - it's about establishing better routines.

GET ON THE ICE

Transform resolutions into routines with these steps:

1. **Set One Clear Goal:** Choose one specific goal for the next 90 days - in business, health, or relationships. Pick just ONE.
2. **Rate Your Commitment:** On a scale of 1-10, how committed are you? If you're not at least an 8, you won't do it.
3. **Define Your Versions:** Create "good," "better," and "best" versions of your goal. Example: Good = 5 qualified leads/week, Better = 10, Best = 15.
4. **Identify Key Changes:** What's one thing you need to continue, stop, start, do more of, and do less of?

QUOTE OF THE WEEK

"We don't rise to the level of our goals. We fall to the level of systems."

— James Clear