

FIVE-DAY WAKE UP CREATOR CHALLENGE - DAY #3: COMMITMENT

*"Your disbelief does not transcend my results.
You'll never eclipse my results with your storylines."*

--Garrett J White

Do you ever find yourself in a place where the steps to your desired outcome are so massive that you end up in a state of **overwhelm**...and end up **doing nothing at all?**

Or maybe you're in a perpetual state of **"I'm working on it"** because you **haven't done the work** to create the action steps required to actually **reach your target**, leaving you **wandering aimlessly?**

Many people start taking action on the **wrong** item first and either end up **quitting** out of **frustration** or getting **half-assed results**.

In today's **deep-dive training**, Garrett first takes us through a **brief review** of what we've accomplished up to this point in time. He then introduces the third step of the Five-Day Challenge - **COMMITMENT** - and sheds light on how to **overcome** the potential **obstacles** that keep you from hitting your targets through the tool, the **WAR STACK**.

The **WAR STACK** takes you through a **step-by-step process** breaking down your big targets into **simple, do-able action items**, demonstrated through a live one-on-one with Mark Mousseau, where we get to witness first-hand the power of this tool.

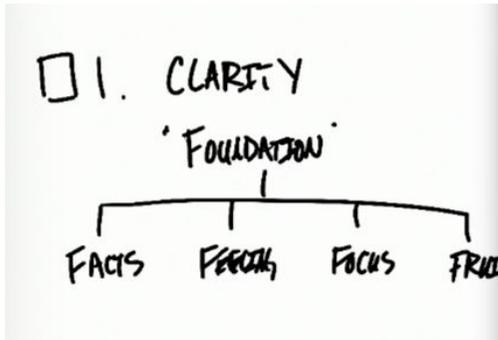
"Courage is the capacity for you to do what is required in the face of overwhelming obstacles. It is being filled with fear, and doing it anyway."

--Garrett J White

1. WELCOME & REVIEW [00:00 - 35:38]

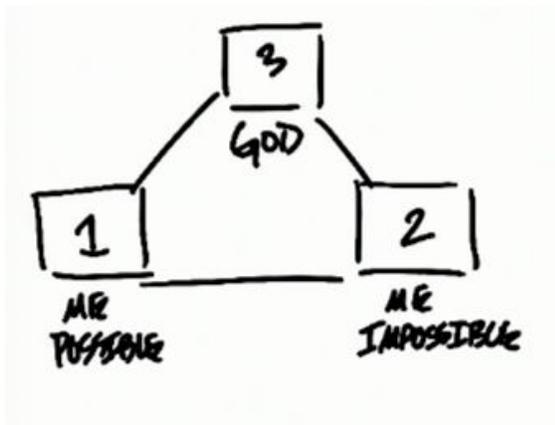
CLARITY

- Anytime you're feeling overwhelmed, go through this process: facts, feelings, focus, fruit. Every time you do this, a level of complexity fades away.



CONNECTION

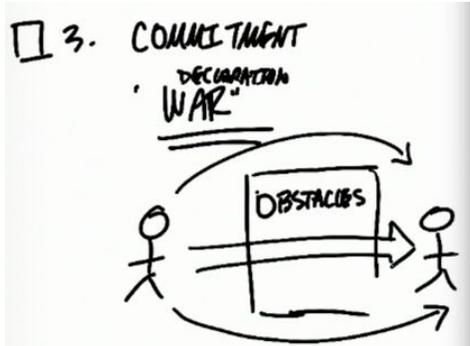
- We awaken the I AM MASTERMIND - the connection of three specific ideas at one time: 1-Me Possible (me today), 2- Me Impossible (me in the future), and 3- God.
- This Trifecta is not available to you if you're not clear.



COMMITMENT

- Being committed is more powerful than being talented.
- When committed people start taking action, they don't stop...and commitment becomes a talent.

- When you are committed, you are declaring War on the obstacles that stand in the way of "me today" and me tomorrow," and then doing the work.



COURAGE

- Courage is the capacity for you to do what is required in the face of overwhelming obstacles; to be filled with fear & doubt and do it anyway.
- Courage must become something that is on tap for you.
- You must find a way to access courage on a daily basis NO MATTER HOW YOU FEEL.

□ 4. COURAGE

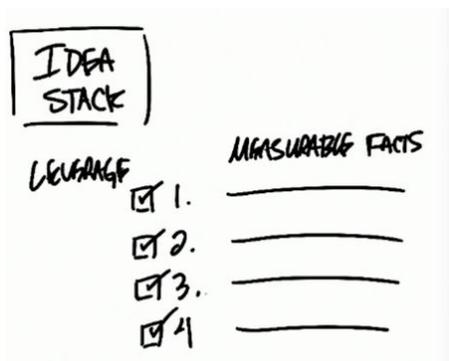
CREATION

- Doing what is required.
- At the core of who you are, consider that you are a divine creator placed on this ball of mud to do one thing... create.
- GO when the window opens.
- Many people paddle for a wave that's been gone for six months.
- Dig in, paddle harder, don't stop!

□ 5. CREATION

2. BREAKOUT GROUP SHARE - [35:38 - 58-58]

Garrett worked with Mark Mousseau in a breakout session, taking him through his IDEA and breaking it down into measurable facts. Garrett used his session to illustrate the WAR STACK process with the entire group. (See the details below: One-On-One - Mark Mousseau)



3. ONE-ON-ONE: MARK MOUSSEAU [58:58 - 1:58:31]



Background:

Feeling bored in his job, Mark started burning things down all around him. He even wrote a letter of resignation last year, but his boss intervened and presented him with an offer he couldn't refuse. That offer threw Mark into the world of sales and out of the analytical world where he excels and is comfortable. The result? No sales in 2020. Mark is in a place where he feels he has six months to prove he can make it in sales before he gets fired.

Garrett took Mark's IDEA through the WAR STACK. The result? More clarity, specific & measurable actions, and a target that makes sense moving forward, Chaos and uncertainty were replaced with clarity and certainty.

Note: This process is today's Homework Assignment. The Action Guide is found inside of Day #3 ACTION tab.

WAKE UP CREATOR 5-DAY CHALLENGE

ACTION MAP #3 COMMITMENT

-QUESTION #1 What is the idea you would like to execute on?

Take home \$300K (double my salary)

-QUESTION #2 Who or what triggered this new idea?

Double your salary or income, or get fired.

-QUESTION #3: What is the story you're telling yourself about this idea?

1. This is a good idea to execute on.
2. It's too much to do in one year.
3. I'm not a good salesperson.
4. The sales cycle is long in my industry, difficult to get done.

[Garrett: If we don't get these stories switched to line up, the reality of you pulling this off is going to be zero. Even if I told you what to do, you **will not pull off what you need to pull off if this storyline does not change.**]

-QUESTION #4: Why is this idea worthy of execution in your mind?

1. I want to prove that I can do it.
2. I want to prove to my wife that I can do it, which will add trust in my ability to produce and provide.
3. Prove to others in the industry, make myself more marketable and valuable.
4. Increase my income.

-QUESTION #5: If this idea is executed on, how will it positively impact your world?

1. More money.
2. More confidence.
3. Compounding action.
4. Family lifestyle will go vertical.

If you have money, you can buy space.

-QUESTION #6: If this is not executed upon, how will it negatively impact your world?

1. Get fired.
2. Hunt for a new job.
3. Wife stressed.
4. Sex life decline.

- 5. Shatter confidence.
- 6. Feel like a failure.

-QUESTION #7a: When this idea is executed on what will be true?

- 1. TRUTH #1: \$1MM+ in revenue to the company.

-QUESTION #7B: What obstacles can you see getting in the way?

Fact #1: Finding prospects.

Fact #2: Closing prospects.

Fact #3: Stories in my head kill action.

Fact #4: Lack of sales and marketing experience.

Fact #5: No budget to work with at all.

Garrett continued going through each of the questions with Mark. What they end up with is a measurable plan of action with targets and immediate actions for Mark to take. Be sure to watch the replay to see how it all unfolds.

QUESTION #11

What Is The First Four Actions You Know You Must Take To Begin Executing On This Idea Today?

ACTION #1:	ACTION #2:
ACTION #3:	ACTION #4: