MILLIONAIRE HU$TLERS

3-MONTH ACTION PLAN WORKSHEET

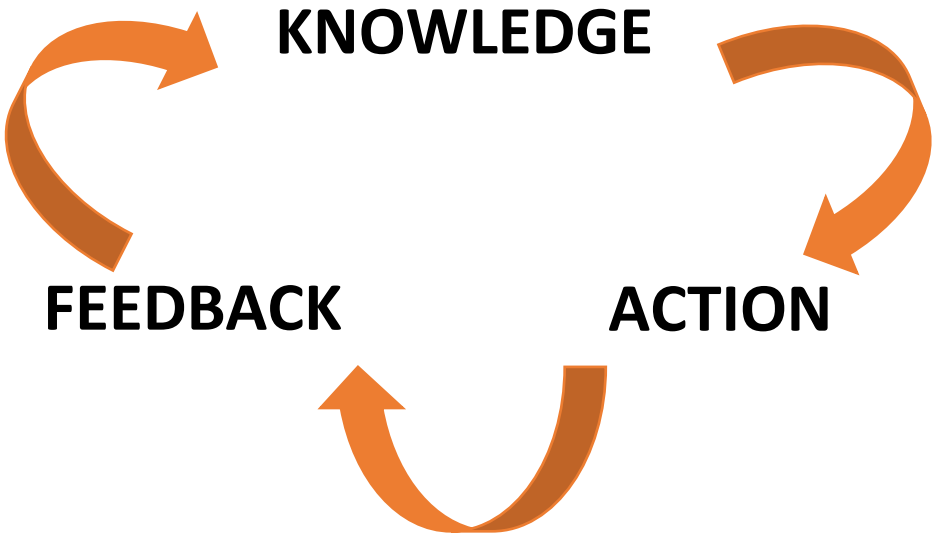
"Sow a thought, and you reap an action; Sow an action, and you reap a habit; Sow a habit, and you reap a character; Sow a character, and you reap a destiny."- Brig Hart quoting Charles Reade

Now that you've completed Millionaire Hustlers you should understand how to set a 3 month goal that is measurable. You are ready to jump in.

You need to know the next step, a general idea of how you are going to get there, and what resources you might need. This plan will change too, so keep it flexible.

PLANNING LOOP

I like to imagine this loop in creating an action plan.



"The great aim of education is not knowledge, but action."
- Herbert

You need knowledge to make the right decisions on what action to take. But that's it. You don't need information overload. We use that as an excuse to procrastinate. Our brains will tell us we need more information before we can take that next step. *It's just fear.*

Know that fear exists, and in most circumstances, it doesn't matter. If you know you need to take this action to hit your goal, JUST DO IT.

You take the action. You might like it, dislike it, feel dumb, or feel on top of the world. Whatever you feel is OK, accept it and make note of it.

Because then **you get feedback from it**. It will work or not, it will give you little details of insight that you can apply in other places. Feedback is amazing. Then you decide what you are going to differently, how you can get a better result, and what improvements you can make for the next action.

As you complete each action, you will have feedback, and you can decide what knowledge can fill in the gaps where you previous action was lacking. That may or may not change your decision on the next action.

It's all about accomplishing things in small doses, and then gaining the feedback so you can incrementally get bigger and better.

MILLIONAIRE ROUTINE

You now know how important doing things *everyday* are to achieving success. Each millionaire I interview calls it something different but I like to call it your *"Millionaire Routine."*

What are the items that you need on your to do list **everyday or each week** that will achieve your dreams?

We all know plans, and ideas will change. What are those things that will remain constant?

- Are you more productive when you exercise?
- Do you need to meet 3 prospects per day to hit your sales goals?
- Do you have to take one action each day to hit your target of website visitors?

Detail what your millionaire routine looks like:

Millionaire Routine:

1. _____
2. _____
3. _____
4. _____
5. _____

I recommend **no more than 5 things** on the list.

Then commit to this list. The day isn't complete until you finish this routine. We tend to let other things, email, distractions etc. get in our way. Go ahead and get distracted but it will mean you will stay up late to get these done!

One option is to make a calendar. For each day write in the items on this list and check them off as you do them.

It's just to keep track and to work on making this a habit. Knowing what millionaires do doesn't matter. **Do what millionaires do.**

ACTION PLAN (PART 1)

This is where we take those measurements and break them down.

3-Month Goal:

If you were to divide this goal by 12 (weeks) what would you have to do each week?

What is the most important thing you need to concentrate on each week to hit that goal?

How can you achieve that?

What has to change so you can make this a priority? Does your behavior, attitude or skills need improvement to make this a reality?

What strategies and tactics can I use in my business to accomplish these weekly goals?

Identify people or groups that you might need to work with to achieve the goal.

Identify what knowledge you will need to complete this goal.

How can I make this happen? How can I make this happen? HOW CAN I MAKE THIS HAPPEN?

ACTION PLAN (PART 2)

Write down everything you need to do in the next three months to achieve your goal. It can be messy. You can always organize it after. Fill out each section except the Feedback column.

3 Month Actions → Knowledge → Action → Feedback

First Month: | What - Who - When - Feedback

Second Month: | What - Who - When - Feedback

Third Month: | What - Who - When - Feedback

ACTION PLANS WORK WITH ACCOUNTABILITY

It's not about creating a plan and never looking at it again. It's about creating a *working action plan.*

Use your mastermind group {or form one from members from Hustlers} and tell them what your mini-goals are for the week. Use the action plan to get an idea of what is a priority for each week. The action plan will make sure you are on the right path to achieve the goal.