

Worksheet for Jocko Willink | Extreme Ownership (Episode 521)

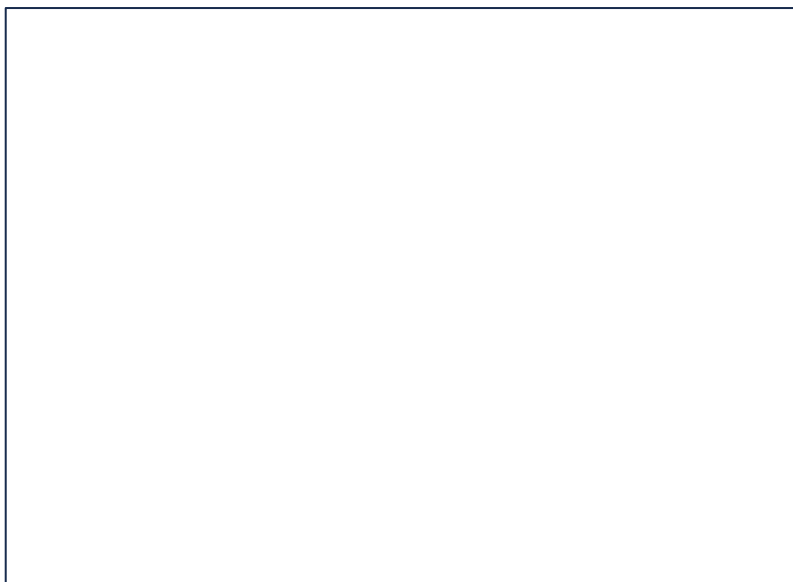
[AoC episode 521](#) guest Jocko Willink spent 20 years in the military and commanded SEAL Task Unit Bruiser — the most highly decorated special operations unit of the Iraq War — in Baghdad and Ramadi. Now retired from active duty, he and Leif Babin, his business partner and co-author of [Extreme Ownership: How U.S. Navy SEALs Lead and Win](#), teach civilians how to apply skills learned in war to take ownership of every situation and make better decisions at home.

Double Down

Jocko suggests you only focus on what you can control, and physical or emotional energy spent elsewhere is wasted. When you learn to compartmentalize those

items you then can “double down” on the things that improve your chances of survival. Leverage your anxiety to do something positive, rather than needlessly worry. You may not be able to stop a traffic accident from happening, but you can make certain you are not stranded on the side of the road by performing routine maintenance.

What is causing you anxiety right now? Make a list of those things, then create a sub-list of things that you have the ability to affect, and things outside of your control.

A large, empty rectangular box with a thin black border, intended for the user to write their list of anxiety-causing factors and their sub-lists.

Now, list what you will do to “double down” on the things you can control.

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Discipline Equals Freedom

Jocko is known for his maxim “discipline equals freedom.” He gives examples such as: financial freedom is the result of financial discipline. If you want more time in your day, you have to stay disciplined to a method of time management.

What is an area of your life that you can identify as lacking in discipline?

What is the reason for your lack of discipline?

How will you change it? (ProTip: Jocko would say that the answer to this last question is simple: just do it.)

Standard Operating Procedure

Jocko talks about how everything in the military has procedures. This clarifies what you need to do, and it makes sure everyone on your team knows their part in any given situation. Jocko also suggests that “one disciplined decision leads to another.”

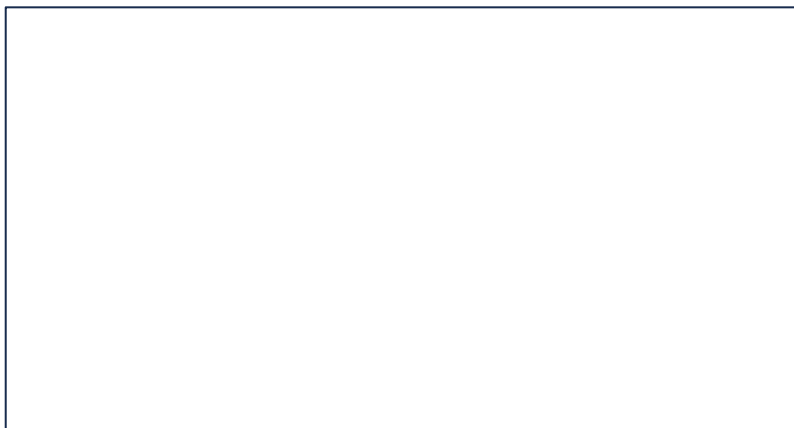
How much time is wasted fighting with your alarm, brewing coffee, or getting dressed? What SOP (Standard Operating Procedure) can you put in place to carve more time out of your morning?



Humility Is Key

Jocko says “there’s one person that is untrainable as a leader, and that’s the person who lacks humility. How can you learn...when you think you know everything?” Humility makes you ready to listen, which makes you a good leader. Jocko states “there are ways to overcome your shortcomings if you have humility.” Most skills can be trained, but “99.9% of the people that were ‘fired’ from SEAL leadership...lacked humility.”

When you look at your interactions with your co-workers, your significant other, or even your children, are you engaging in those relationships with humility?

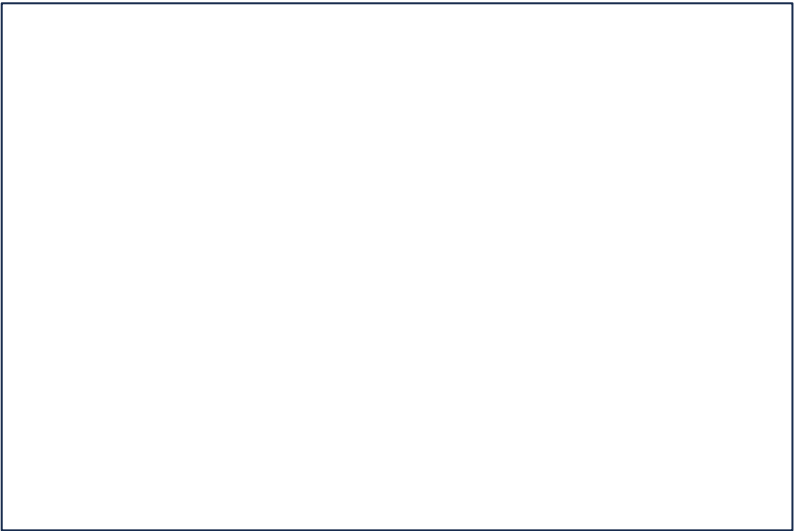


ART OF CHARM

Are you seeking to learn from your experiences even with individuals who report to you?



List some ways you could approach your interactions with greater humility.



No Bad Teams, Only Bad Leaders

Jocko states “there are no bad teams, only bad leaders,” and relates an anecdote from his book *Extreme Ownership* of a losing boat crew switching leaders with the winning boat crew, and each suddenly experiencing a juxtaposition in fortune — with the loser immediately winning, and the former winning crew losing.

Thinking about this in your work and personal life, how can you get your “team” paddling in the right direction?

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Practicing Extreme Ownership

What does extreme ownership mean? The answer for Jocko is, “simple to understand — not as easy to execute...until you start implementing it.”

Extreme ownership means just that: taking ownership of everything within your influence and not making excuses or passing blame when things go wrong. And when things do go wrong, you take responsibility to make them right.

Jocko states taking ownership is contagious and will cause others to step up and solve problems. It's a trickle-up effect — or when you do the opposite, a trickle-down effect.

Think of a time when you've worked within a team framework and somebody dropped the ball.

Were the members of the team then more focused on correcting the situation or deflecting blame from themselves?

Think of how that same incident might have played out if you had taken extreme ownership of the situation — doing your part to find a solution to the problem at hand and directing the team to work together toward that end. How might this inspire others to take extreme ownership in similar future situations?

ART ^{OF} CHARM

It's not what you preach, it's what you tolerate. Jocko illustrated this through an anecdote where his team wouldn't even bother to push the boundaries of what is acceptable because they *already* knew what he would tolerate, so there was no point in asking the question that was already answered.

Leaders should never be satisfied — lead by example, your life is the example. Your team is going to naturally gravitate toward what you do. Foster the culture of never being satisfied, and you will end up with excellence across the board.

Full show notes and resources for this episode [can be found here.](#)

MEET THE ART OF CHARM TEAM



Jordan Harbinger is a Wall Street lawyer turned talk show host, social dynamics expert, and entrepreneur.

He's the owner and co-founder of The Art of Charm, a consulting and coaching company — as well as a top 50 podcast on iTunes — which he's been hosting for over a decade. Jordan has spent several years abroad in Europe and the developing world, including South America, Eastern Europe, and the Middle East, and speaks several languages. He has also worked for various governments and NGOs overseas, traveled through war zones, and been kidnapped — twice.

He'll tell you the only reason he's still alive and kicking is because of his ability to talk his way into (and out of), just about any type of situation.

MEET THE ART OF CHARM TEAM



AJ Harbinger

“Vulnerability is my strength.”

AJ Harbinger is a relationship development expert. His creation, The Art of Charm, is a leading training facility for top performers who want to develop social capital and relationships of the highest quality.

AJ and his co-founders teach millions of people each year how to create, develop, and maintain top business and personal relationships.

Men have traveled from over 50 countries to attend Bootcamp. Each week at AoC headquarters in Los Angeles, these men discover how to be the best version of themselves.

AJ's mantra is “your network is your net worth” — and this value is what he develops in each of his students.

MEET THE ART OF CHARM TEAM



John Dzubak happened upon the field of social dynamics and dating coaching quite by accident. Having been a touring musician much of his life, he felt the need to contribute positively to the world and was interested in the power of personal transformation. Johnny began educating himself about social dynamics and incorporating the concepts he learned into his day-to-day life. Soon after, he began coaching for a small social dynamics company out of Washington, DC; it was then that he met AJ and Jordan.

Johnny is all about getting rid of the 'game' on which so many other similar companies focus, and he wanted to find a natural way to bring out the best qualities in people. Understanding the true emotion and genuine connection people make with one another is where he finds his inspiration. It is this philosophy that makes him a great fit for The Art of Charm crew.

THE ART OF CHARM PODCAST

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- Master your career by becoming a “super-connector”
- Revamp your love life and intimate relationships with reborn confidence

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challenge to help
crush your social
anxiety

- Daily techniques to control more outcomes at home and work
- Command more respect from your friends, team, and network
- Video tactics to create deeper connections
- Learn the ability to walk up to ANYONE and start a conversation

JOIN THE CHALLENGE

30-DAY CHALLENGE CALENDAR

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
3	4 CHALLENGE 1	5 Facebook Check-In	6 CHALLENGE 2	7	8 Weekend Challenge	9
10	11 CHALLENGE 3	12 Facebook Check-In	13 CHALLENGE 4	14	15 Weekend Journal Activity	16
17	18 CHALLENGE 5	19 Facebook Check-In	20 CHALLENGE 6	21	22 Hobby Immersion Weekend	23
24	25 CHALLENGE 7	26 Facebook Check-In	27 CHALLENGE 8	28	29 Weekend Challenge	30
1	2 CHALLENGE 9	3 Facebook Check-In	4 CHALLENGE 10	5	6 Challenge COMPLETE!	7

Get Started

theartofcharm.com/challenge

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