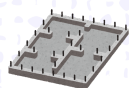


# FINISH WHAT YOU START



To finish what you start, you must do two things: conquer motivation and follow through.



## THE FOUNDATION

### THE ART OF FOLLOW-THROUGH



The art of follow-through consists of four parts: having a focus, developing self-discipline to take action, and persisting in the face of hardships and setbacks.

#### Focus:

Focus keeps your head in the game and eyes on the prize.

#### Self-Discipline:

The spine enables you to get your head down and work when you need to.

#### Persistence:

Keep going even when the hard times make you want to stop.

#### Action:

Dreaming is not enough. You have to take action, willfully.

#### What stops us from finishing our work?



#### Inhibiting Tactics:

- Setting bad goals
- Procrastination
- Temptations and distractions
- Poor time management



#### Psychological roadblocks:

- Laziness and lack of discipline
- Fear of judgement and failure
- Perfectionism
- Lack of self-awareness.

### HOW TO STAY MOTIVATED



To finish what we started, we need to stay motivated. There are two factors involved:

#### External Motivators:

- Accountability Partners
- Accountability groups
- Putting money down
- Self bribery

#### Internal Motivators:

- Your goals & desires
- Your family's needs
- Your impact
- Your emotions

We aim to avoid negative consequences using external motivators and keep ourselves going with internal motivators.



#### About Opportunity Cost

Everything you do in life will have a cost - an opportunity cost. Getting what you want is about sacrifice. Finishing what you started is about understanding this cost.



## THE FINISHING TOOLS

### THE FOLLOW-THROUGH MANIFESTO

- 1 Ask, "Am I giving up because I am lazy or scared?"**  
This question stops lame excuses and forces you to get on with it.
- 2 Focus on 3 Tasks.**  
Focus on a maximum of three tasks. Focus on important and urgent.
- 3 Set Rules. For Yourself.**  
List what you will stop doing and what you must do. Make them your habits.
- 4 Reaffirm Your Intentions.**  
I want ... achieve my goal. I will ... do this way ... I won't ... give up easily.
- 5 Use 10-10-10 Method.**  
Before giving up, ask yourself how you will feel 10 minutes, 10 days, and 10 years from now.
- 6 Wait 10 minutes**  
If you want to give up or do something that's bad for you, wait 10 minutes.

### THE FOLLOW-THROUGH MINDSETS

Following through is 100% in your head. Develop these mindsets to succeed:

- It's Worthwhile - Mindset**  
Understand why you do something and how it fits for you.
- Comfort with Discomfort - Mindset**  
Your path to success will be challenging. Get comfortable with discomfort.
- Allow Learning - Mindset**  
In follow-through, there is no failure, only learning.
- De-Stress - Mindset**  
It will be stressful. Take time to relax and recharge.

"The art of following through is something that allows you to create the life that you actually want instead of settling for the life you currently have."



### HOW TO DESTROY PROCRASTINATION

#### 1: Bundle Temptations

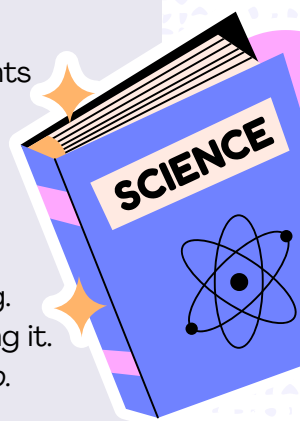
Combine future rewards with current behaviour. e.g. Working out while watching Netflix.

#### 2: Small, Easy Increments

Start small, make small adjustments and then go full steam. e.g. Write 100 words on day 1, 200 on day 2, 300 on Day 3, etc.

#### 3: Consider Risks

Ask yourself what could go wrong. And then work towards preventing it. e.g. If my code fails, I will lose my job. Therefore, I should review my code.



#### How To Achieve Focus

To follow through, you must focus. Focus is king. To achieve focus:

- Minimize distractions
- Create default actions when possible
- Singletaks - focus on one task at a time
- Create a don't do list
- Implement the 40-70 rule (if you have <40% of the information, don't act. If you have 70%+, act)
- Do nothing, to regain sanity and clarity.

Find this valuable? Follow me, **Terry Danylak**, for more.

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