



Transcript #1 – Introduction – Module 1

Note:

This is a transcript of one of the Action Strategies videos. Please remember that as a transcript, it's the written words of exactly what I said in the video.

This means that things I said which made perfect sense as you watched the video (or listened to the audio) might sometimes lose something when you're just reading the words. In fact, you will probably find examples of poor grammar (gasp!). This is normal for a transcript so I didn't want you to worry or get tripped up by what you read.

Here is what I suggest you do. Watch the video first, and then read the transcript after you had a chance to hear my words. That way the transcript will be a tool to maximize what you learn as a reinforcement of the videos.

*Have Fun!
Pete*

Hey folks, Pete Winiarski here. I'm the President of Win Enterprises, LLC. I created the Win Holistic Transformation Model and also wrote the book *Act Now! A Daily Action Log for Achieving Your Goals in 90 Days*.

This is the introduction to the Action Strategies Program. This program is something I put together that is going to help you learn and apply the *Act Now* Methodology by me holding your hand through these videos and through some of the other things that are part of the program that are really going to help you to excel at the goals you've set that you're ready and poised to achieve right now.

I'm thrilled to bring this to you! I going to tell you during the course of this introduction a little bit more about the program so it really sets you up so that you know what's coming, what the program looks like, why are we doing what we're doing and getting you poised to jump in and get started and follow along with all of the content that's here. So let's get started.

For starts, Action Strategies, this program, teaches you how to leverage all three types of action. I want to help you bring the three types of actions together and leverage all three so that you can easily hit your goals in 90 days. The three types of actions are—

1. Planned Actions
2. Daily Habits
3. Inspired Actions

Planned actions are things that we consciously plan out. We create action plans for each of our goals and then we decide on a daily basis how much of that am I going to do today.

The daily habits are all of those things we know are good for you. These are those things we know we should do on a daily basis and if we do it will help us to accelerate our goals. It will either make us better goal achievers or put us in an environment that enables other really great things to happen, either because of what we attract to us, what we learn to say yes to. It will fire up our intuition. All of this happens together because of our daily habits.

Then the inspired actions are when we get these little light bulb moments, if you will, we have the courage to take action and do something. These are like those bonuses that we get. I mean, man, these are powerful.

So, learning to incorporate all three of those in a normal everyday routine is what this program is, this Action Strategies Program. If you've read the book *Act Now* then you know exactly what's coming. What Action Strategies will do is build on what's in the book so you can get more out of the content of the book. That's what this is all about.

Who is this program perfect for?

If you're a Business Leader ... Think of big Corporate America or corporate in other parts of the world, big international businesses, perfect for you. If you're a small business owner, think of you, your livelihood depends on you getting the results that you need to get. A lot of times you are your business and if your business disappears so does your entire net worth. If your business thrives you as an individual thrive. So this is really critical for you as a small business owner.

Network Marketing People ... This is really interesting, a really close friend of mine Kim Miles pointed out. We were talking about *Act Now* and getting into some of the content and she said man! She's an active network marketer and she said my team needs this. This is huge for any network marketing company out there.

If those folks in network marketing businesses followed these principles wow! They would hit enormous levels of success. Bing! Light bulb moment for Pete, now all I have to do is say yes. I said yeah man, I agree. I need to make sure I'm contacting network marketers and making sure that they appreciate this book.

Goal-Achievement Minded People ... It's not just for business leaders, but it's for goal-achievement minded people. If you're an athlete looking to achieve your next personal

best, this is for you. For you as an individual trying to reach a certain net worth target, whatever that might be, or grow in your company and climb up the corporate ladder, this is for you.

To get the next best relationship you want to have. Maybe you're looking for your spouse. Good for you. That's a legitimate goal. It's a relationship goal. Go for it. Your dream car, house, whatever it might be, you can incorporate all of these things in. You are a goal-achievement minded person who wants to set a goal to reflect that which you want to create and go for it, then this is for you as well.

So much of what's in this is for you as an individual. There's also great content about you and your business goals. I'll describe over the course some of the examples I use in this program that you'll reflect are understandably about you as a businessperson as well.

Having said that, let's talk about what many people are doing. Many people are out there saying my life is okay, but it would be awesome if only I had... They start dreaming about some better life for themselves.

Here are the types of things.

- **More Money**

Man, if I had more money what would my life look like. Maybe it's an extra \$1,000, \$100,000, \$1 million, whatever level it might be. It doesn't matter, so more money.

- **Better Results**

If my department results went up, my revenue went up, whatever the case may be, my productivity levels went up, if my results went up I would have a better outcome, such a better life.

- **Free Time**

Man, I'm getting great results, I'm making good money, but I'm working seven and a half days a week. How do you do that? Maybe you want more free time. You're dreaming about something better from a free time standpoint.

- **Different Body**

Maybe you want a different body. You want to be buff. You want to be cut. You want to go to the beach or the swimming pool and have people go ooh. So you want to be more fit.

Maybe it's a case of you want to find love or the perfect house, whatever it might be. There's something out there that you're dreaming about, the perfect car, your dream car, whatever car that might be or, frankly, just to have an awesome life and to celebrate it every step of the way.

Whatever it is that you're dreaming about you can have and this program will help you to get it. This program teaches you what you can do to make your dream become a reality. That's what we're about in this Action Strategies Program.

I've figured out what works and here's how – trial and error. Lots of error, by the way, lots of it. I'll try things out, see what works, incorporate the things that work and make edits to the things that don't work.

Coaches and Mentors – I've spent lots of money, invested lots of money in people's programs, seminars I've been to, audio programs that I've purchased, books that I've read. I've traveled around the world attending different seminars and going through people's workshops. I've hired coaches to work with me one on one with the different things I'm striving to achieve. All of this has come together.

Interviews with successful people – I've interviewed literally hundreds of people. I had a program for about three years called The Institute of Success and Goal Achievement that started as a weekly program where I would interview someone for an hour every single week who had achieved some level of success. I'd talk to them about what's your definition of success. What makes you successful? What do people need to do? What's your advice? Then we'd talk about whatever their area of expertise is and draw that in.

It was an enormous knowledge I gained from doing that. So I had all of these different inputs and I integrated them all together into something that works. I wrote the book *Act Now* and created this comprehensive program that follows the Act Now Methodology. That's what Action Strategies is all about. So even if you've never set goals before know this, you're going to learn how to set and achieve them by taking meaningful action on them every single day.

Meaningful action– what do I mean by that? It's the idea of taking all three types of actions. It's the planned actions, the daily habits and the inspired actions and having a way to have your goals be set correctly, set clearly, creating action plans behind them and then on a daily basis making sure you're going through the routines I've outlined and described in the Daily Action Log Sheets that are part of *Act Now* so that you can achieve your goals.

That's what this is all about. If your goals mean something to you, I want you to get there. I want to help get there by learning these strategies and following them as you go through the next 90-day time period. In this 90-day time period you will execute the daily actions every single day for 90 days and be at this place at the end of the 90 days looking back saying man, I did it! I hit all my goals. I am thrilled. I am psyched. I managed to hit them. Then you hit the Refresh button and you do it again, because every 90 days you have an opportunity to recreate your life. That's what this is about.

So here we are. The Daily Action Log came out of the book *Act Now* and it's a very easy tool. It's a very easy-to-follow fill-in-the-blank methodology. As you finish the exercises you just make a bunch of checkmarks. It's really simple, but what's behind the rationale for how that was created in the first place is tremendously powerful. It's steeped in some of the best knowledge and science of success in goal achieve. It has all the different practices in there so you can achieve your goals in 90 days.

These are the best strategies I know. These are the things I put to use myself. These are the things I experimented with over a period of years and ended up doing this methodology myself. This is why as a result I ended up creating this book. I wanted to share back with you through *Act Now* and then augment that with this program so that you can accelerate the level of results you can get on a daily basis, you for your business, you for your team, and you as an individual. You've got aspirations, I can get you there. That's what this is about.

Here's how the program is organized. There are these videos. This introduction is one of the videos. There are a number of videos you can watch. We'll release them to you so that you can watch them and as you watch them take notes, go through the exercises. Follow along and watch them over and over again so you can really get this to embed into your very soul and your very being so you understand the principles.

There are a number of handouts. Those handouts are forms, exercises and whatnot for you to do.

There are question and answer sessions. The Q&A sessions are perfect. Anything you're struggling with or curious about just ask me. Ask me anything you want and I'll get an answer for you. You can listen in so I can share with you my responses. If you have a question a lot of other people have the same question so absolutely ask it. It's just going to make everybody's experience that much better.

Lastly, there are some extras, some additional videos beyond the core program. There are some bonuses. There's an audio I'm including in here of a life purpose meditation that I've recorded, because one of the things as you get into the goal-setting work is that I want to help you set goals that align with who you are, align with your purpose.

Even if you don't know what your purpose is today, I'm going to help you do that. I'm going to help you understand your purpose and learn what your purpose is.

There are some other surprises, some I haven't yet to be honest with you. But by the time you are watching this program, know that all of these things are included in what the program offers.

Here's the topic list as it is right now.

1. There's the **Introduction**, that's what this video is.
2. The **Background**, who I am and how I got to this point where I'm somewhat of a goal-achievement expert and action expert and sharing this with you.
3. There's an introduction to the **Science of Success**.

You'll see that so much of the program is based on some principles that are extremely important. Whether you understand why they work or not, it's important

to know that they're at work on your behalf. So that's what the Science of Success is about.

4. Then there are your **90-Day Goals**.

We have to get you to set some 90-day goals in order for you work on achieving them, so we help you to define how you align with your purpose. What we do is talk about your purpose, we talk about your 12-month goals and then we cascade them down to your 90-day goals so that you have a sense of what is it I'm going to accomplish in the next 90 days.

5. We define the three types of action in more detail, the planned action, the daily habits and the inspired actions.

6. Then we **Create Action Plans**. This is important to do. For every goal you have create an action plan to go with it. How do you know where you're going to get to? Create an action plan.

7. The **Daily Habits**. That's the second type of action.

8. **Inspired Action**. This is that secret power behind achievement I want to share with you, so the inspired action that you'll end up taking.

9. Pulling together everything you've done so far in the earlier videos into the **Daily Action Log Sheets**, into those daily practices.

What do you do on a daily basis? Let's get the Daily Action Log Sheets out and we'll walk you through them. We'll show you how to use them and how to fill them out. We'll show you what to do on a day-to-day basis.

10. The **Weekly Summary**.

If you look through *Act Now* at the action log section of the book there are the seven days of daily sheets and then the eighth sheet in there is your Weekly Summary if there's some great feedback point you want to incorporate into your daily work.

11. The **Challenge of the Week**, what are some of the things you can do to stretch yourself further.

12. The **Success Tips** that get you to go beyond the basics that are in the program and really accelerate your success by following these tips.

13. The **Conclusion**.

After the Conclusion there's at least this one bonus,

14. The introduction to the **Win Holistic Transformation Model** so you can see how this fits in.

If you're a business leader, whether you're in a big corporate conglomerate or if you're in a small business and you're a small business owner, maybe you're just simply a solo entrepreneur not with a lot of employees at all but just you, then you're going to be interested in at least understanding the Win Holistic Transformation Model. That's why that's in there.

What I'd like to do is get you to make a commitment. Here's this commitment. I want you to make this commitment. I'm going to read it to you and have you commit to this. There's a form that you can basically sign to you, for yourself, but here's the commitment.

I commit to follow the *Act Now* Methodology as described in this Action Strategies Program for the next 90 days. I will keep an open mind and stick with the process during this entire time.

Lastly, I will then evaluate what works best for me and renew my excitement for my next set of 90-day goals.

I want you to do this process every 90 days. In this first 90-day period when you're going through this for the first time do the exercises. You have to do the exercises, they are all meant to integrate together.

Be open-minded about it and stick with it. Be tenacious. Don't drop the program halfway through. Go for it, go for it all! These are your goals, you're setting them. They're what's important to you and I want you to achieve them. So go through and make this commitment to yourself. Not for me, but for you.

So, as a way of wrap up of the introduction to the program, I am thrilled! I am excited. I can't wait to get into this with you. Man, this is a lot of fun. I had a blast writing the book, I had a blast filming these videos and now I'm going to have a blast working with you to help you achieve all your goals.

Hang in there. We'll have another video for you shortly. Take care, everyone.