



*PRESENTS THE*

# **TURBO CHARGE YOUR GOALS!**

*PROGRAM*

*HOW TO CREATE A COMPELLING FUTURE,  
SET UP A PLAN OF ACTION,  
AND  
TEAM UP WITH ANOTHER  
TO CREATE YOUR OWN MASTERMIND!*

*BY*

*"JIMMY Z" ZAWISKI*

*OF*

[TURBOCOACHING.COM](http://TURBOCOACHING.COM)

16W254 94TH STREET  
BURR RIDGE, IL 60527  
(630) 455-6545

[CALLJIMMYZ@TURBOCOACHING.COM](mailto:CALLJIMMYZ@TURBOCOACHING.COM)

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## How To Create A Compelling Future!

By “Jimmy Z” Zawiski of TurboCoaching.com

### *How Would You Like To Get A Jump On The Competition and Get Fired Up In The Process?*

Do you know the most important thing you can do for yourself to stay motivated and ahead of the competition?

Be one of the very few who do by investing the time *before* the New Year begins to have a written “**Plan of Action**” of goals and strategies that creates a “**Compelling Future**” worth playing for!

So the point of this timely message is to compel you to step back from your life, think about what’s most important to you and why are you doing this business in the first place, and write out some specific, measurable and manageable goals and strategies that you can get “**Fired Up**” About!

Here’s 16 “Hot Tips” to help you be more **pro**-active vs. **re**-active to make the most of this New Year!

### 16 “Hot Tips” To Design A Compelling Future and Goals Program!

1. **What’s the #1 principle in effective Time Management???** Plan Your Work and Work Your Plan!!!
2. **Want to save time long term??** Give yourself the gift of a compelling future and create a set of written and specific goals with target dates in each area of life you are committed to improving. The basic areas of life to consider (in no specific order) are:
  - ◆ **Work** – What specific benchmarks do you want to achieve, and what specific strategies and skill sets do you need to improve upon and/or implement to get you there??
  - ◆ **Play** – What specific things do you like to do, places you’d like to go, things you’d like to get and people you’d like to play with to “*Enjoy The Journey*” even more??
  - ◆ **Health** – What specific fitness benchmarks do you want to achieve, health issues you want to clear up, and what specific strategies and habits do you want to work on? How can you measure and manage your progress?
  - ◆ **Wealth** – What specific saving and investment benchmarks do you want to achieve, and how much money does your money earn you now? Based on that information, when can your investments replace your income so you are financially free (independent) from having to work? Will you be 50? 60? 70? 80? Or is there no end in sight?? What is your plan?
  - ◆ **Spiritual** – What gives you a sense of greater purpose, fulfillment and love in life? What books, CD’s or seminars can you engage in to grow spiritually? Where can you go to grow closer and deeper in your relationship with God? In what ways can you contribute back to the community? Who specifically can you “adopt” or mentor to make the difference in their life that wouldn’t be made if it weren’t for you??



- ◆ **Relationships** – Who specifically do you love, and in what specific ways can you connect more with them? Make a page per person and think of things you can do to support them, grow with them and contribute to their life. What things are they up to that you can take an even greater interest in? What special gifts can you give them for any or no reason at all? Do the same for your friends and associates. When are their birthdays, and print out a bunch of cards that you can send once a month for everybody’s birthday that month. Become an “Advocate” of others business, and they will enjoy being an “Advocate” of yours!
  - ◆ **Growth** – What specific ways do you want to grow Mentally and Emotionally? What books would you like to read, or CD sets to listen to? What Seminars or events do you want to attend? What specific Skill Sets do you want to improve upon personally like speed reading, improving your vocabulary, learn a new language, or develop a hobby or passion? You’re either green and growing, or ripe and rotting! What feeds your passions and who can you share them with??
3. **Want to look at them more than once??** Take a ½ inch Clear view Binder and a set of tabs for each area of life and voila! You are now in the top 3% of all people who actually have a written plan of action ready to implement!! Make an inspiring cover for it, and you can work in it, and it will inspire you!
  4. **Want some coaching and support to follow through on your plan??** Compel a friend who’s more successful than you to do it too. Schedule a monthly meal together to support each other on your progress. Make promises on at least three things you’ll do each month. Call each other with Wins and Challenges.
  5. **Want to make more progress this month??** Break down your quarterly goals into monthly, weekly and daily actions. Really. Timeline it out so that you have a measure of progress to gauge upon.
  6. **Want to get more done this week?** Get in the success habit of weekly planning. Set aside an hour on Friday, Sunday or Monday morning to plan out the highest payoff activities you can engage in this week. **PLUG THEM INTO YOUR SCHEDULE LIKE YOU WOULD ANY OTHER MEETING!** If you have to move them around later, fine, just block the time out and start running yourself like the high powered executive type you are!
  7. **Want to get more done today?** Start each day with the question “What are the highest payoff activities I can do today?? **PLUG THEM INTO YOUR SCHEDULE LIKE YOU WOULD ANY OTHER MEETING!** Why do I repeat myself you ask? Because people would never think of just blowing off a meeting that’s scheduled with someone else, so, aren’t the items on your agenda just as important??

You can reinforce the high performers habit of doing the most important things first if you just start asking yourself what 1,2 or 3 things can I do today that will give me the greatest return on my investment of time and energy toward my goals. Having your yearly, monthly and weekly goals in front of you in your binder while you plan, will turn you on and you will feel and be a winner!!



8. **Want to get more done in an hour??** Do a Power Hour!! Write the exact time on a piece of paper and 1-3 things that are most important for you to get done in that hour. Practice managing your focus. Avoid distractions and make it a game to get back on track when you do have to address something else. You will strengthen your focus muscle and you will not lollygag around so much with a short-term deadline!
9. **Want to make sure you follow through with your Power Hour??** Enroll a friend in playing with you, and call each other with wins and challenges if you need support. When you check in, gauge your states of mind. Gauge on a 1-10 as far as how well you are driving your focus and progress. Ask what can you do to kick it up to a 7-10 now?? You each pick your own goals, and it's more about kicking butt in that hour and staying focused on a scale of 1-10 than getting it all done. You can always re-up for another hour if you'd like! You can find out more with my Coaching Cards™ !
10. **Feeling Overwhelmed with things to do??** Do a Brain Dump on a blank piece of paper by labeling each big chunk/project in a circle. Stem off the little actions for each one in their own circles attached by a line, and do that for as many things as are on your mind. They do not have to have any rhyme or reason to them, or order at all. You can use Jimmy Z's [DotBoards™](#) for this very effectively.  
  
The purpose is to just get them out of your brain and captured onto paper. The second step is to use that sheet like a "menu" of possible things you can do now, and then prioritize and plug them into your plan/schedule. You can use it like a worksheet to plan from, and you will be surprised how it will free up your emotions not having to remember it all at once! Check out my ["Game of Dots!™: How to Train Your Brain To Be An Idea Machine"](#) Workshop for more ideas how to do this with ease! You can also book a coaching session for more help cutting through the clutter.
11. **Want to prioritize better?** Prioritize your actions with the A,B,C, 1,2,3 Method. Basically you break your "To Do" list down into A's, B's & C's based on the biggest return on your time invested. You then prioritize each "A" item by number, then "B's", etc. Very good!
12. **Want to stretch yourself to grow the most??** Ask yourself, "*What am I actively avoiding??*" when you prioritize. You'll find it valuable to tell the truth and stretch yourself to get that done first!
13. **Want to stop getting distracted?** Ask yourself, "*What's more important than my goals?*" Revisit each area of your plan and make a page to explicitly state *why* you set that goal. Then if something comes up, you are reminded of the benefits sticking to your plan. A great acronym is **What's Important Now??**
14. **Want to stop saying, "Yes" to every single request for your time and help that you get from others?** Share your goals and plans with those that frequently call upon you for assistance. They will be impressed with your ambitions and will respect your decline when you share what other priorities are on your plate right now. Then, when something comes up that you really can and do want to invest some time in, you'll have the time to give joyfully without sacrificing your health, family or other priorities!



15. **Want to develop your ability to say “no” in a kind way?** When someone comes to you repeatedly for assistance, ask yourself “*Why are they coming to me?*” Are you the only one that can get it done? Are they avoiding doing it themselves? Do they not know how to do it? Do they value your contributions?

Depending on the answers to those questions, you may think twice before agreeing to assist. One great way to limit your time in any activity is to not take responsibility for the delivery or outcome and instead, offer to be an advisor. Offer them some 10-Minute Turbo Coaching™! That is, offer some assistance like helping them figure out the best person for the job, rather than taking on the project or task yourself! Offer to coach the one they pick to do it. Then you can have great discussions with the person doing the work, add value and save yourself time that can be applied toward your own goals.

16. **Want to develop even greater skills and habits to get more out of your time??** Look at others who are effective and ask them or model their skills and habits that make them so effective and productive with the same 24 hours you have. Want some outstanding coaching from experts that is well worth your time and investment? One of the best programs to fire up a goals program is Tony Robbins “30-Day Personal Power Program” or his “Get The Edge” 7-day program. They are OUTSTANDING! I have sold hundreds of them and they will empower you! Call us at 1-888-462-4769 to order it. The best tape sets I know on time management are Brian Tracy’s “How To Master Your Time”, and Dr. Stephen Covey’s “7 Habits of Highly Effective People” & “First Things First”. Call my office to order or find out more, or you can always go directly to [TurboCoaching.com!](http://TurboCoaching.com)

***My Friend and Mentor Paul J. Meyer once said that “Success is the Progressive Realization of Worthwhile, Predetermined, Personal Goals” and I believe that. Our time is a gift from God, and what we do with it is our gift back. I hope these “Hot Tips” benefit you and others on the road to happiness!***

***Enjoy The Journey!***

***Jimmy Z***

“Jimmy Z” Zawiski runs TurboCoaching.com, a Personal and Professional Development Resource site and Training Center you can utilize to make a difference in you career and your life! You can get all kinds of great Tools, Tips, Quotes and Quips to thrive with in **The Wisdom Well**, at [www.TurboCoaching.com](http://www.TurboCoaching.com) !

You can Register for his In-House or Public ***“Turbo Coaching For Sales People!” Seminar*** at [TurboCoaching.com](http://TurboCoaching.com) or by calling toll free **1-888-GO2-GROW!** (1-888-462-4769)



## **Congratulations!**

### **So You Wanna Be On A TurboTeam!™**

The Purpose of this game, is to give you guidelines how to set some specific goals, and Team up with another or more to form a TurboTeam™ that supports and holds each other accountable for taking action!

TurboTeams™ are two or more people working together to achieve their Goals. They are *designed* to be a structure of support. Whether it's a common Goal, or whether they are supporting each other in a reciprocal Coach and Player relationship on their own Goals, the TurboTeam™ Cards are designed to be a kind of deck of "Flash Cards" to remind you of tools and strategies to make a difference in your life, and be a difference maker in the lives of those around you!

### **Great Things Rarely Come Easy...**

**But they're always worthwhile.**

Many of the greatest challenges in life are endured in the pursuit of a worthy goal. Just like a TurboCharger on an engine, these tools in your hands are designed to take the resources you already have, and inject a higher level of performance and "Horsepower" into your efforts.

They assist you to develop the discipline and the habits of **Asking Better Questions** of yourself and others, and consistently engaging in your Goals...

### **So, Lets Get To It**

The way this works is that your life is the playing field and you are in it. This deck of cards you now have in your hand consists of the TurboTeams™ Coaching Cards which are made of gold (pun intended) and assorted colors of Promise Cards, which are blank to capture your Goals and Ideas.

(Each of these topics in bold are actually printed on a set of Gold "Promise Cards™ as described. They are simply 3X5 cards, lined on both sides with the "International Sign of Commitment" emblem on them>

It would serve you well to get some regular 3X5 cards to work with in these exercises, trust me!)

The Gold Promise Cards™ provide you coaching and structure of play, and you play with the blank ones.

The essence of the game is to **Train Your Brain To Be An Idea Machine**. The more people who play with you, the better it gets.

### **First Things First**

You are going to go through some exercises to get you up to speed, and provide more clarity of your playing field. Based on what you've done before, this will be easier for some than others.

This is a great after dinner game with others, or you can jump in by yourself for now. You will want to get a partner eventually to engage with, and then the stakes go way up once you put your butt on the line...

Enjoy the Journey!!!

*"Jimmy Z"*



## My Roles and My Goals!

- ◆ We all have many Roles in life like being a Mother or Father, Sister or Brother, Husband or Wife, Friend or Colleague, Manager or Teammate for example. So lets identify a few, and list them on a Promise Card titled “**My Roles and My Goals**” at the top. Here’s a sample listing of Roles or arena’s of your life:
  - ◆ **Work** – What specific benchmarks do you want to achieve, and what specific strategies and skill sets do you need to improve upon and/or implement to get you there??
  - ◆ **Play** – What specific things do you like to do, places you’d like to go, things you’d like to get and people you’d like to play with to “*Enjoy The Journey*” even more??
  - ◆ **Health** – What specific fitness benchmarks do you want to achieve, health issues you want to clear up, and what specific strategies and habits do you want to work on? How can you measure and manage your progress?
  - ◆ **Wealth** – What specific saving and investment benchmarks do you want to achieve, and how much money does your money earn you now? Based on that information, when can your investments replace your income so you are financially free (independent) from having to work? Will you be 50? 60? 70? 80? Or is there no end in sight?? What is your plan?
  - ◆ **Spiritual** – What gives you a sense of greater purpose, fulfillment and love in life? What books, CD’s or seminars can you engage in to grow spiritually? Where can you go to grow closer and deeper in your relationship with God? In what ways can you contribute back to the community? Who specifically can you “adopt” or mentor to make the difference in their life that wouldn’t be made if it weren’t for you??
  - ◆ **Relationships** – Who specifically do you love, and in what specific ways can you connect more with them? Make a page per person and think of things you can do to support them, grow with them and contribute to their life. What things are they up to that you can take an even greater interest in? What special gifts can you give them for any or no reason at all? Do the same for your friends and associates. When are their birthdays, and print out a bunch of cards that you can send once a month for everybody’s birthday that month. Become an “Advocate” of others business, and they will enjoy being an “Advocate” of yours!
  - ◆ **Growth** – What specific ways do you want to grow Mentally and Emotionally? What books would you like to read, or CD sets to listen to? What Seminars or events do you want to attend? What specific Skill Sets do you want to improve upon personally like speed reading, improving your vocabulary, learn a new language, or develop a hobby or passion? You’re either green and growing, or ripe and rotting! What feeds your passions and who can you share them with??
- ◆ Now pick any role, and add a [virtue](#) or descriptor to it like “Being a Compassionate Father”
- ◆ Now give it it’s own Promise card, and flip this card over to “**Writing Out Some Goals**”.



## Writing Out Some Goals...

- ◆ Think about that role, and add some juicy words to have it really inspire you and really represent who you are committed to being in that area like: **“Being an Incredibly Loving and Supportive Father”**. That’s one of my personal favorites, and you’re welcome to borrow it and make it your own if it moves you!
- ◆ Next list some goals, with a timeframe in the right margin, so that anyone could recognize them once they occur.

## More On Goals...

- ◆ The key to good goal setting is writing them so that anyone could recognize them once they occurred by a specific moment in time. (In pencil)
- ◆ Tangible goals are easier to define, because they have a natural “accomplished” point.
- ◆ Intangible goals are very important, because they often create the context of how you are being in life, that fuels your drive to achieve the tangible ones.

## Intangible Goals

- ◆ These describe a way of being in any area of life that fulfills you, enriches you and others around you, and Turbocharges your drive to achieve the tangible goals you pursue.
- ◆ Intangible goals are so important because without them one may achieve great things, but are left unfulfilled because of how they were being in the pursuit of the accomplishment.
- ◆ Achieving a result at the cost of relationships, family or your health will not feel good long-term.

## More On Intangible Goals

- ◆ Have one or more for each role or area of your life that defines how you strive to be, like **“Amazingly Healthy and Vital!”**
- ◆ Intangible goals often have no ending, so you set checkpoints in time, and tangible benchmarks to define them.
- ◆ The easiest way to explain it is by example on the Promise Card marked **“Being an Incredibly Loving and Supportive Spouse”**
- ◆ Notice the renewable, check-in benchmark date of 7/11. *Could you come up with even more specific things to do to be “An Incredibly Loving and Supportive Spouse?”*





## Even More On Intangible Goals

- ◆ Could you apply this same concept to being a better manager, colleague, salesperson, or parent? Any other roles or areas of life come to mind that you'd like to grow in, or develop further?
- ◆ How about developing a new skill or habit in the same way?
- ◆ *Are you getting the idea?? Now go create some Promise Cards!*
- ◆ When an intangible goal is broken into tangible steps, and managed in specific timeframes, you will experience progress that is both rewarding *and* fulfilling! Now how about some **“Hot Tips”** for being even more effective in setting your goals?

## *Being an Incredibly Loving & Supportive Spouse!* (example)

| <b>Being an Incredibly Loving &amp; Supportive Spouse</b> |   | <b>7/11</b> |
|---|---|-------------|
| 6/12  | Schedule 4 special date nights over 5 weeks.  | 6/15        |
| >   | Ask if there's something special they'd like to plan ahead to do.                                 | 6/15        |
| >   | Bring home fresh flowers for no reason 2X   | 6/17        |
| >>>   | Plan a spectacular “Mystery Date” and not tell them what incredible things we'll do!              | 6/27        |
| >>  | Ask, “If I was going to make your life great, what small or big things could I do more for you??” | 6/15        |
| >>  | How about do less of? Then do it!   | 6/23        |

## Notes On That Example

- ◆ Notice the Start date in the top left, and the “check in” in top right.
- ◆ Notice I used more >>> to designate more important steps. If there were more steps, I could have prioritized them even further with A1,A2,A3,B1,B2,C1, etc.
- ◆ Notice the Benchmark “Check-In and see how I'm doing” dates in the right margin. Notice that they are not necessarily when I plan to have those steps done, but they are check point dates because it's often useful to flag the step with a date to see how far along I am. Remember that *you are the chooser* of your goals and time frames, so you can adjust them as flags if it serves you! (If you use a pencil!)



## “Hot Tips” On Goal Setting

- ◆ It’s best to use pencil when writing your benchmark target dates, because **you will** want to change or renew them.
- ◆ Prioritize the steps if it’s useful, using A’s, B’s & C’s, to break them down into three levels of priority.
- ◆ If there are lots of action steps, you may prioritize even further by adding numbers after each letter, i.e. A1,A2,A3,B1,B2,C1,C2 etc.
- ◆ Specific short-term chunks of action are better than nebulous, big, long-term and hard to get your arms around goals. Be willing to re-write them to inspire yourself with even greater clarity!

## More “Hot Tips” On Goal Setting

- ◆ Be willing to break out an action step onto its own Promise Card or Capture Card if you need to collect even more information than fits neatly, and can use an orderly place to write it.
- ◆ Staple or paper clip cards together when useful.
- ◆ Once you have a bunch of goals going, you can index them with a unique symbol, letters or numbers in a bottom corner so you can easily sort them just by fanning them like playing cards.
- ◆ Using different colors can be useful and it’s completely up to you. There are no rules, so have fun with it and make it a game!

## Capture Cards

- ◆ This is a Promise Card that serves as a general “Hopper” to capture miscellaneous info regarding any Project, Goal or topic.
- ◆ Title the Promise Card “Capture” or “Hopper” with the Project, Goal or topic’s name after it to capture anything you want to keep track of in one place for easy reference. You know, all the info that used to go onto a variety of pieces of paper that you could never find when you needed them. It all goes here on one card so you can find it and **STAY ORGANIZED!!!**
- ◆ Use a highlighter pen once you’ve transferred it or no longer need the info. Use it to assist you in your **daily planning** as well!



## Communication Cards

- ◆ This is a Promise Card that serves to capture all communications, past and future, with a specific person or contact. You title the card with their name and phone number on top.
- ◆ Have you ever spoken to a person and knew there was one more thing you wanted to ask them, but couldn't think of it right then? Have you ever had someone interrupt your day so often that you wish they just wrote every thing down they wanted to ask you and handled it all at once?? This card captures all that stuff.
- ◆ Specific information captured may be topics to bring up, questions to ask, and promises they made, or you made to them.

## More On Communication Cards

- ◆ If you're in Sales, or want to manage contacts like referrals or vendors, then staple their business card to the front and take notes on the back. Staple additional Promise Cards as needed. Go to TurboCoaching.com under "Turbo Tools for Networking" and download "The Prospect Box" or "Jimmy Z's Endless Referrals" for more ideas and layouts.
- ◆ Use symbols to capture who made a promise to whom in the left margin, and the **date due** in the right. Have them watch you write it down.
- ◆ ">" Points to the above named so you made the promise to them.
- ◆ "<" Points to your hand which means they made the promise to you. The more >>> or <<< in the margin, the more important the promise.

## Turbo Teams!

### Now *This* Is a Game Worth Playing!

Have you ever noticed how when two or more people Team up on a project, or even just make a commitment to another person to do something, and they run into obstacles, or things just don't line up right and they don't do what they promised they would do, that they tend to avoid each other and the subject matter at all costs??? Have YOU ever been there and done that??

Nobody *likes* to be called on what they didn't do, when they said they'd do it. The default mode among people partnered up like that tends to be more like "*Don't call me on my stuff, and I won't call you on yours!*"



## **A Game Worth Playing...**

Well, if that kind of mind set tends to be the ordinary, what could be possible if you had a relationship with someone who believed in you so much, so strongly that they would tend to do *the exact opposite??*

What would happen if the relationship was so strong and so supportive, that whenever we didn't perform at our best, didn't do what we said, what we're truly capable of, that that person would consistently call us on it and insist that we hold ourselves to our highest standards??

What could happen *in our lives* if it wasn't so easy to sell out on ourselves, or to sell out on another for that matter, and we were consistently held to account for our word with *our butts on the line??* How much and how fast *could we grow??*

## **What Does a Coach Do?**

This fundamentally, is at the heart of the relationship between a coach and a player, a Mentor and their Protégé. Would we all deep down inside love someone to be there to call us on our stuff when we're slacking off and not being our best?

That is a very special gift to give someone, to believe in them more than they even believe in themselves. To offer your time, your eyes and ears, and your heart to tell them what you see they're doing that they may not be able to see for themselves. That is the nature of a true friend.

Now the thing that makes a Coach a great Coach is that they have experience and wisdom that they draw upon to contribute to the player. In this game called Turbo Teams, we may not always have that luxury...

## **What's Missing??**

In this game, what we've got is each other.

Your partner may not have any more skill or savvy in the matter than you do. But if you give each other *permission*, to support and challenge each other, with a few "Hot Tips" and a structure to work within, *extra-ordinary* things are sure to happen!

And you thought all that Promise Card stuff before this was just some kind of time management, get your butt organized mumbo-jumbo! *Ha!* Are you going to be surprised!!!

What we're going to create, are Teams and committed Partners to grow with and become better Coaches and Protégées to *Enjoy The Journey with!!*



## How Are We Going To Do That??

That's where the structure provided by these Promise Cards, and your commitment to your Goals comes in. There's lots and lots of information about setting Goals out there, and if you are reading this, you probably do not need to know much more about that...

There's lots and lots of information out there about how to achieve *your* specific goals, and you may or may not need more information about that...

What you do need is to put your "**Butt on the Line**" and be a Committed Partner who is willing to go the distance with another, and *give permission* for your Committed Partner to go the distance with you, **by holding you to account** for what you *say* you want to do, *when* you say you'll do it! All the rest is just paper, pencil and people doing stuff.

## OK, So How Are We Gonna Play??

So let's keep it simple. You've already laid out the playing field. You've identified some Roles in your life, and some Goals in those areas of life that you're committed to. So the next step is to learn some **Skill Sets** and some **Strategies** in being a great Coach and a great Player to make the game work.

### First, are you a Player??

A Player's first job is to clarify your goal so that your Coach can recognize it in a time frame, once it occurs. If it is written, specific and measurable in the given time frames you have chosen, your coach will either accept it, or send you back to the drawing board. You can always ask for Coaching, as that is what they are there for.

## OK, So How Do We Communicate?

Once your Goal or Project and Action Steps are written on a Promise Card with time frames, (you can use your coach anytime during this process) you **pick your next 1 to 3 hours of Action Steps** and take responsibility to provide your Coach with a record of your next steps by:

- ◆ Asking them if they'd prefer a photocopy, fax, e-mail or hand written copy, or if they'd write it down themselves from a voice mail.
- ◆ You must also **include a specific date and time of your next check-in** to provide them with an update of your progress or challenges.
- ◆ By communicating before any time frame or check-in expires, even if only to extend it, you **live powerfully** by keeping your Promises intact.



## Great, But What If I'm Failing Miserably?

- ◆ You can be sure that if you're up to big stuff, you're gonna fall flat and miss the mark sometimes. It comes with the territory, doesn't it? Isn't that when you need Coaching most? **You will develop discipline** to check in on your plan more often, and adjust your time frames so that you are still on track and in the game. This is an important part of the game, because it gives you incentive to do Daily Planning Cycles to stay ahead!
- ◆ When you promise someone else that you'll do something, aren't you much more likely to follow thru, than if you only keep it to yourself?
- ◆ When you hit the mark within your chosen time frames, even if adjusted, **YOU FEEL MOTIVATED**, and this TurboCharges your momentum and fuels your drive! Aren't Wins always better when shared with others?!!

## How Many Players Are On A Turbo Team?

- ◆ As many players as there are who are committed to the same goal can be on a Turbo Team. Each Player has only one Coach, and often times they are paired up as partners and switch roles as Coach / Player to each other.
- ◆ Logistically it works well to break large Teams into small groups of 2 to 6 Players, especially if the Teams focus is on a common result like increasing sales, company process improvements, or getting and sharing the most value from any Conference, Seminar, Book, Tape Set or Video.
- ◆ Each Team, Small or Large has a Turbo Team Leader, and each group of 2 to 6 filters all value adding ideas and results through their Small Group Leader, who sends the best ideas & results to the top Turbo Team Leader for review. They then take the best of the best and send it back down.

## The Name of The Game is to Add Value!

- ◆ The whole purpose of the Turbo Teams Game, whether it's 2 people playing or 102, is to crystallize your thinking, brainstorm your ideas, and contribute value to others! By raising your accountability, capturing and communicating your actions and ideas on paper, it works!
- ◆ By sharing your ideas and results with your Coach and everyone else on your Team for that matter, you add value by providing a **Model** or **Modeling** each other's paths to success and everyone's better for it! You create a TurboCharged road map to success on the *Fast Track!*
- ◆ We'll get into some "**Hot Tips**" on Modeling and Coaching shortly, but for now, lets look at a microcosm of the Game called **Power Hours™**.



## Power Hours!™

Ever notice when you're running out of time, you can kick it into double time to get it all done anyway?

A Power Hour is a game to play by yourself or with another, to sharpen your focus and concentration, while improving your ability to fend off distractions.

I once heard that time, money and space expand or contract to fit that which is allotted. We could never move back into a smaller home or office, and most people tend to live on 102% of their income after a raise. It's the same with time.

It's much more effective to play with another person during the same hour so both your butts are on the line, and it's as simple as choosing your highest priorities you think you can get done in an hour and go!

## How To Run A Power Hour™

1. Write 1 to 3 of your highest priority actions down on a card that you can get done by yourself in an hour, and pick the order in which you will do them.
2. Share them and write down the exact time you both will start and end.
3. Remember, the goal is to focus on highly effective action, so if distractions occur as they will, handle them quickly and get back on track.
4. Touch base with the other player from time to time to boost their state of mind if you're kickin butt, or to get back on purpose if you're behind. You win by getting what you set out to do done within the hour, and by improving your focus and concentration. Then, remake promises and time frames to keep the momentum going and you'll get better and better at it!

## Train Your Brain To Be An Idea Machine!

If there was a running theme for this game, it's asking yourself and others better questions. As a Coach or a Player, does the quality of questions you ask yourself or another determine your focus and forward progress?

Ask a crumbly question, and what kind of an answer do you get? How does that make you *feel*? How does that make you *perform*? What kind of *results* do you get?

**How about a better question?** How does it make you feel? Perform?? Better results perhaps?? Simple concept, but true. So the key to winning this game is to **consistently ask each other better questions**, to forward the progress and move things along. Often times we're stuck because we're looking for an answer, but we're asking the wrong questions. You'll be surprised how easily better questions can **train your brain to be an idea machine!!**



## The Question Collector

A Question Collector is a Promise Card that captures the very best questions you think of relating to a topic, project or goal. It's a great concept to facilitate Brainstorming and Masterminding, especially with your Coach or group.

- ◆ It's a great way to start out a project by asking **“What's the best questions we can ask ourselves to get a jump on defining this goal?”**
- ◆ You may title a card with the topic and put a QC next to it or in a corner.
- ◆ Practice capturing good questions whenever they come up, so you can explore them over and over. They don't have to all be on their own card.
- ◆ Ask, **“What's an even better question?”** to combine options and variables.

## Coaching Questions That Forward Progress

**Here are a few to draw upon that consistently forward the progress!**

- ◆ What's A Better Question? What's An Even Better Question?
- ◆ What Else Could This Mean? (Instead of a negative, think of 3+ positives)
- ◆ How Can I Do What I Do, Better and Better?
- ◆ How Can I Do More And More of What I Do?
- ◆ What Would I Have To Believe In Order To Achieve This Result?
- ◆ What Strategies and Skill Sets Have Others Used To Produce This Result?
- ◆ What Am I Actively Avoiding? What's Important Now?
- ◆ What Is Wanted and Needed? What Is Missing That Would Make A Difference Now?





## Daily Planning Cycles

1. What are my highest priority activities today that will give the greatest return on my time? (Write them down) Would a Power Hour be useful?
2. What time slots can I plug them into today or this week?
3. Do I have my calls prioritized, listed and time slotted?
4. Do I have a Communication Card set for any key players I need to speak with this week? Are all my prospects listed or laid out in one place ready to go?
5. Have I allocated adequate travel time, or fluff time to address unexpected issues or delays in my day? Do I need to make time for catch up activities? Maintenance?
6. What am I actively avoiding that would make a difference in my goals?
7. Is my day laid out with balance so I can Enjoy the Journey and win with it?

## What Comes Around, Goes Around

Now you've got some tools to assist you in organizing your Roles, Goals and daily to-do's. Keep it simple and consistent because if you just practice these strategies with repetition, you will develop the discipline to get through any obstacle, overcome any challenge, and consistently be your best to achieve any goal. *You can Train Your Brain To Be An Idea Machine!!*

Now is where the rubber hits the road with your partner and Coach. *Are you willing to set up a consistent call or meeting to hold each other to your highest standards of performance? Are you willing to put your "Butt on the Line", and organize yourself in a way that makes you very Coachable?*

Are You Ready To Engage In A Game Worth Playing??

## Strategies For Engagement!

The next leg are some good questions to ask each other to get the most out of your triumphs, and to get yourself back on track when you flounder.

Believe me, if you're up to anything worthwhile, you are going to get tripped up, make mistakes, and all kinds of things you never thought could happen will get in your way.

This is where your coaching questions will help you. The following guidelines will assist you in supporting each other when you hit your time lines, and when you miss them. Especially when you miss them.

These aren't the only questions and tools you'll use, but they will get you started. Good Luck! And may all your Dreams Come True!!



## Hit Card

Use any of these Hit Card questions to respond to someone who Hit their Goal.

- ◆ Congratulate them - How does that feel??
- ◆ What Skill Sets did you use or improve upon to make it happen in your time frame?
- ◆ What other Skills can you improve upon now that you've done it once?
- ◆ What did you learn in the process? Where else can you apply that lesson?
- ◆ How is that useful in your other pursuits of happiness?
- ◆ Does achieving this goal merit a reward? What would be commensurate?
- ◆ Offer up anything you got personally out of the experience of being their Coach, and celebrate pointing toward "What's Next??"

## Miss Card

When someone misses their goal or time frame, here's some things you can ask:

- ◆ Is it still worth doing? If so, by when? If not, what did you learn?
- ◆ Does it need to be more specific or broken down into smaller action steps?
- ◆ Is the time frame realistic given everything else you have going on in your life?
- ◆ What prevents you from keeping your promise? Is it a belief issue? A time management issue? A weak skill set? Are you not in a resourceful enough state of mind or overcome by fear? What are you afraid of? What emotions can you tap into to be more resourceful? Are there obstacles you need to overcome first before getting to it? What are they? What can you do about them? What will you do first?
- ◆ What else do you need? (Resources? People help? Information? Skills? Contacts?)
- ◆ What's the pain if you don't do it? (Relationally, financially, emotionally, health)
- ◆ What's the pleasure if you do? (Relationally, financially, emotionally, health)
- ◆ What specifically will you resolve to do as a new promise??



## How To Accelerate The Process From Here...

So the Game goes on by your setting new Action Steps, and writing them down, then sharing the “I’ll Do What, By When” with your partner or group so they have a marker of your promise. Now challenge yourself and others to setting new and even bolder, more challenging Goals in your roles for the future!

I sincerely hope this helps you create your own “Master Mind” group or “TurboTeam™” and friendships that empower you to do anything you desire!

One of my very first Mentors Paul J. Meyer said *“Whatever You Vividly Imagine, Ardently Desire, Sincerely Believe and Enthusiastically Act Upon... MUST Inevitably Come To Pass!”*

I believe that, as the greatest Goals in life are achieved, from those seeds of desire, and what helps see you through is writing them down, and engaging the “International Sign of Commitment”...

Putting Your Butt on The Line!!!

*Enjoy The Journey!*

“Jimmy Z”

