

*S.A.V.V.Y. Success
Formula*



*Get on the Fast Track to Success
With the S.A.V.V.Y Success Formula
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Introduction

Welcome to the S.A.V.V.Y. Success Formula 5-Step Program. I am so honored and excited to be sharing this information with you! By the end of your taking time to work through these five steps (just work on one step each day) you should be well on your way to crafting amazing successes for yourself... isn't that awesome!!



Tip: Don't just read the lessons, but WATCH how the lessons bring to life your own personal brand of success! So – let's get started shall we?!

Day 1 Set-up Your Ideal Self-Care Routine

Many people who are working on creating a success with their business often find that the stress this can bring into their lives often results in getting into negative thinking patterns because they become frustrated by challenges and frequent feelings of being overwhelmed. This negative outlook makes it even harder to manage those challenges and move forward.

Practicing positive thinking allows you to focus on your strengths and accomplishments, which increases happiness and motivation. This, in turn, allows you to spend more time making progress, and less time feeling down and stuck. The following tips provide practical suggestions that you can use to help you shift into more positive thinking patterns and develop a self care routine:

1. Take Good Care of Yourself

It's much easier to be positive when you are eating well, exercising, meditating, journaling, spending some time outside with nature, and, of course (and perhaps most importantly!) getting enough rest.

2. Remind Yourself of the Things You Are Grateful For

Stresses and challenges don't seem quite as bad when you are constantly reminding yourself of the things that are right in life. Taking just a couple of minutes a day to stop and appreciate the good things will make a huge difference.

3. Look for the Proof Instead of Making Assumptions

A fear of not being liked or accepted sometimes leads us to assume that we know what others are thinking, however our fears are usually not reality. If you have a fear that someone's bad mood is due to something you did, speak up and ask them. Don't waste time worrying that you did something wrong unless you have confirmation that there is something for you to adjust or work on.

4. Refrain from Using Absolutes

Have you ever told someone "You're ALWAYS late!" or complained to a friend "You NEVER call me!"? Thinking and speaking in absolutes like 'always' and 'never' makes the situation seem way worse than it really is, and it programs your brain into believing that certain people are incapable of delivering.

5. Detach From Negative Thoughts

Your thoughts can't hold any power over you if you don't judge or label them. If you notice yourself having a negative thought, detach from it, witness it, and let it go... don't follow it.

6. Squash the "ANTs"

In his book "Change Your Brain, Change Your Life," Dr. Daniel Amen talks about "ANTs" - Automatic Negative Thoughts. These are the bad thoughts that are usually reactionary, like "Those people are laughing, they must be talking about me." When you notice these thoughts, realize that they are nothing more than ANTs and squash them!

7. Increase Your Social Activity

By increasing social activity, you decrease loneliness. There are many ways of networking both on-line or offline... I encourage you to find a balance of both methods. Surround yourself with healthy, happy people, and their positive energy will affect you in a positive way!

8. Help Someone Out

Everyone feels good after helping. You can volunteer your time, your money, or your resources. The more positive energy you put out into the world, the more you will receive in return.

Today's Coaching Request: Create YOUR Self-Care Plan

After going through the list of self-care items – are there items that you already have in place? I request that you set out a schedule which includes no less than three self-care items that you are going to implement on an ongoing daily basis.

Day 2 Adopt an Attitude of Success

Success... We all aspire to it, talk about it, envy those who achieve it, we think about it, fight for it. Success comes with reaching our goals and it brings us immeasurable satisfaction and happiness.

We actually have a unique opportunity to be happy every day, if we achieve small goals every day and step by step we will be approaching our full dream.

Close your eyes for a minute and imagine a successful person. Is she rich or poor? In our society, most of us associate success with rich people. So, success and wealth are inseparable from each other? Yes, perhaps... But wealth is not a necessary goal for a successful person.

What do you think is blocking your journey to success? The following are a few ideas that may help get you on the right track:

- 1. Have a Clear Objective.** Without the target, no achievement is possible. A thoroughly equipped ship with a wonderful crew will arrive nowhere if it hasn't got a course of direction.
- 2. Map Out an Accurate Strategy.** Unplanned success is a planned defeat. Accurate and logical strategy helps to realize the largest projects. A successful business woman fulfils a small portion of her master plan every day. If you stick to your plan, then you will be able to realize everything you want and more!
- 3. Maintain a Positive Attitude.** Positive thinking and a positive attitude to the world works wonders. You live in the world that you create for yourself. You want to live in a wonderful world – think about something wonderful! Don't let yourself be afraid of failure and you *will* reach your success.
- 4. Have Faith in Success.** Faith strengthens your potential, and doubts destroy it. Once you are clear on what you desire, leave all your doubts

behind. Just believe in the possibility of its realization and you will have so much less obstacles in your way.

5. **Gain the Knowledge You Need.** Being aware of your desires without any action will lead to nothing. Only actions, supported by knowledge will result in great success. Ongoing training / coaching and improvement of your professional knowledge – these are the features that distinguish a successful person. Our world is consistently changing, we need to keep changing and adjusting our sails to keep on the path of our dreams.
6. **Ongoing Personal Development.** Helps us to change and heal, as well as supporting us to overcome our fears. Remember, that everything depends only upon you; you are master of your destiny, your success and happiness.

Today's Coaching Request: Decide on an “Attitude Plan”

Now we are getting into the meatier ideas around creating the success you are aiming for. After learning about adopting an attitude of success – it's time for you to sketch out a plan that works for you to keep your focus on the success you want.

Day 3 Verify Your Goals & Vision

So now that you have got a self-care routine in place and you have an attitude of success... the next step is to really get clear on what steps you need to take. Remember, the Universe does in fact conspire on your behalf – but your part of the deal is to take a step in the direction of what you want to create as part of what YOU call *success*.

What you wish to create starts with a vision and a series of goals appropriate to that vision. Here are some goal-setting tips to ensure that you create that great vision of yours:

- 1. Get yourself into a positive state before writing your goals:** It's really important to get yourself into an inspired, positive and relaxed state before writing goals. Some ideas for getting yourself into a positive state include: Meditation, listening to inspiring music, reading something inspirational, going for a short walk...
- 2. Start brainstorming:** After getting into a good mental and emotional state, start your brainstorming. Write all possible goals quickly without any editing or criticism. You can review and prioritize later; right now you want to be as creative and grandiose in your vision as possible.
- 3. Goals time frames:** Goals fall into varying time periods such as: Immediate goals, 30 day goals, 6 month goals, 1 year goals, 5 years, 10 years or longer. Make sure you can accomplish what you want in the time frame you set.
- 4. Model the strategies of successful people:** Think of people you know or you know about who can serve as models. Modelling your actions after someone who has already achieved what you want can help you save time and prevent the painful trial and error that you would have to endure without this kind of help. They can provide an effective road map to move you ahead.
- 5. Be sure they're really *your* goals:** Check in with yourself to make sure

that you're thinking about what **you** really want. Often we try to please others at our own expense. You won't be successful trying to reach the goals your peers, partner, parents, or friends want for you.

6. **Prioritize your goals:** After you've brainstormed, one way to prioritize is to put the highest priority goals at 10 out of a possible 10 points and the least important at 1 out of 10. Pick 3-7 of the goals with high numbers and focus your efforts only on them for the next few months. Try not to pick too many goals to focus on as this will dilute your energy and make it harder to get the results you want.
7. **Create a step-by-step plan:** Break each goal down into manageable blocks creating a step-by-step plan to achieve it. For example, if you want a new car, first decide exactly what color, model, year, and brand you want. Write this down in your goals journal. Then write the specific steps you need to get to your goal – we'll work more on this in tomorrow's lesson.
8. **The 3 “R’s” - Review, reevaluate, rewrite:** Review your goals regularly and write the steps for the day on your “to do list”. Reevaluate and rewrite your main goals every three to six months. Because things change, you may find that what you wanted a few months ago is not exactly what you want now. Be sure to reevaluate sub-goals, steps and strategies.

Today's Coaching Request: Set Your Goals

If you already have a set of written goals, I invite you to review your list and see if there is anything that needs to be amended so that the goals align with what it is you truly wish to accomplish. If you do not have a goals list – please take the time to create one based on the tips in today's lesson.

Day 4 Validate Your Plan of Action

Now it's time to plan the action steps that you need to carry out to achieve the goals you've now set for yourself. A strong plan of action will go a long way to helping you steer clear of potential road blocks!

To be able to set up an action plan you need a strong goal and, a strong desire to achieve it. Without a strong desire (passion) it is impossible to reach any goal whatsoever. Many people set goals and then get very disappointed when they do not achieve them.

Unfortunately many people expect that they will increase their sales, build up their customer list, make more money or succeed in something other without doing the work. They get disappointed in themselves or in others and give up their goal and vision before they've actually given it a shot.

The key to improving your results and to succeed is to create a strong action plan that is related to your goals and vision. Of course you must also stick to the plan and perform the necessary activities.

What should you start with?

1. **Set a date** when the goal shall be achieved (i.e. a deadline).
2. **Find out what activities** you need to carry out to achieve the goal.
3. **Break down the action plan** from an overall level to detailed level. Start with what needs to happen during a year, then per month and per week.
4. **For each weekly planning** you can now break down this to six daily activities you need to carry out to reach your goal.
5. **Execute the six daily activities** before you do anything else each day.
6. **If you follow this formula** you have created a lot of time for all of the

other projects and responsibilities in your life!

Note: The activities you define in your action plan are to bring you closer to your goal. For example, do NOT set up an activity like Read Email, or Accounting, if they do not contribute directly to achieve your goal. All such administrative tasks should not be part of your action plan.

When breaking down the week into daily activities, it might look like this.

Monday

1. Call an existing customer
2. Call a potential customer (lead)
3. Make a sale to a customer
4. Call 10 cold calls
5. Work on personal development 30 minutes
6. Perform a presentation (e.g. at a seminar or to a prospect)

Summarize your activities at the end of each day to make sure all of them are executed. If you do this the right way, you'll create habits that are more efficient and successful.

Today's Coaching Request: Create Your Plan of Action

Now that you have a set of 3 – 7 goals that you feel good about... use the information shared here today and design your Plan of Action.

Day 5 You're on Your Way!

Awesomeness!! You've made it to the last day – give yourself a well-deserved pat on the back.

Just to recap – You've successfully:

- **Set-up** a regular self-care routine (which you are doing everyday – right?)
- **Adopted** an attitude of success.
- **Verified** your goals and vision.
- **Validated** your plan of action.
- **You're** going to continue following the steps and items you have put into place.

AND – you are feeling pretty **S.A.V.V.Y.** about creating increasing levels of success.

There are many factors that can stunt the growth of a new venture, but focus on getting rid of any tendency to play small or stay hidden and you are well on your way to a sure thing.

Now that you have goals in place and a business to start or network to grow, you have to get rid of any timid nature you may have. Aggressiveness is the attribute that will cause you to thrive. You cannot worry about what other people will think of you.

All you have time for is **expansion, increase, and growth.** The shy behavior that may have worked for you in the past is not going to get your foot in the door today. In this world of social media, privacy is so not there, you need to be able to throw yourself before the masses and become an open book.

Don't assume, “If I build it, they will come”; because you know what an assumption does, right? Don't wait for folks to come to you. Don't wait to be found out. You have a website, a blog, a book, a twitter, anything...well tell

somebody...tell everybody. Sure, “everybody” doesn’t care, but somebody will. Even if one person takes notice, that may be all you need to get before the right channels. You never know who might be connected to your destiny.

Don’t take anything for granted. Don’t expect your family or circle of friends to thrust you into the arena you're aiming for, because that, most likely, is just not going to happen. You will be surprised by the lack of support you receive from those closest to you, so toughen your skin, because they don’t owe you anything. This is not a family and friends project. This is your life, it’s bigger than that.

Don’t be modest. Be an expert. Whatever you're doing, this is your field of expertise. Period. Make yourself the go to person for...what you do or offer. This isn't conceit... it's being confident in yourself. You are an expert on what you spend most of your time and energy doing. People want an expert, not an opinion from another person. They can get that anywhere. If you build websites, you are an Expert in web design. If you sell perfume, you are an Expert sales consultant. Understood?

Don't minimize your talent, education, or experience. People will respect what you do, if you respect what you do. Always throw your name around as “that girl” (or guy) that has knowledge about XYZ. Trust me, you will be amazed by all the hidden information you hold.

Don’t think you can’t, know you can. Time has waited long enough for you to do your thing. Dig deep down and bring out that alter ego, that double persona. Be bold, confident, aggressive, diligent, and vigilant and watch your venture flourish and grow before your eyes.

Today's Coaching Request: What do You Need?

Now that you've gone through this process of getting SAVVY with your success – what kind of burning question do you have left? If you are ready for some deeper and more personalized support in creating your version of success – hop on over and fill out the application for a 'Breakthrough to Success' session with me!

To fill out the form, just go to: <http://wellnesswithmoira.com/breakthrough-to-success-session>

I look forward to working with you!

To Wrap Up...

If you're reading this – and you have completed everything explained previously – then you're ready to create your own brand of successes.

Woo hoo and **Congratulations!** That's a job well done... I'm so proud of you!!

While we didn't talk about what do do when unforeseen blocks and resistance come up – that's a different class – I'm confident that you know how to keep yourself on track. You know the drill: self care first, attitude of success, goal setting, plan of action and commitment to your creation.

I'm excited for you. I know you're going to do well with your business / project. I feel so honored to have played a small role in your development in this area.

Drop me a line sometime to let me know how things work out for you.

I hope our paths cross again

Many Blessings,



Extra Bonuses for You:

[Tips on Making Better Choices](#) (pdf)

[Balance Your Life](#) a guided meditation (mp3)