BE ACTION ORIENTED

Know the Five Things to Take Consistent Action and Get What You Want

Rahul Sharma

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About The Author

Rahul Sharma is a native of Ujjain, India who currently resides in Ashburn, VA with his beautiful wife Parul and two adorable kids Kaina and Yuvaan. Holding an MBA in Human Resources from Pune University and a Master's Degree in Organization Development from Bowling Green State University, Rahul dedicates his life and time to building mindsets that achieve excellence. In the corporate world, he in entrusted to train and equip leadership teams. On the personal development spectrum, he challenges others to adopt proper mind talk conversations. Rahul has received many certifications, including that of a Les Brown Speaker, a Certified Coach from Association of Talent Development, and a credentialed Stage Crusher through Dr. Delatorro McNeal's Crush the Stage and Speaking Business Mastery Speaker Training courses. His storytelling is one of his most admired attributes, as his audience gets to see that he is an avid thinker and a passionate servant at heart. Rahul believes that anything can be achieved through grit, determination, and perseverance. With over 20 years in Corporate America, his ability to transform others has proven that. His mother and father are 2 of his greatest influences and he holds lessons from them dear, as he continues the marathon of life. Always willing to challenge the status quo, Rahul is passionate about learning and leading. This coach, speaker, and rising author believes in healthy habits that create the miraculous. With this attitude, he leaves a trail of positivity and excellence wherever he goes.

INTRODUCTION

We all want certain things out of life, be it a better job, a bigger car, a happier relationship with our families, a romantic partnership, or a healthier lifestyle. But regardless of what we want specifically in life, there are two key elements that will get us there. Consistency and action.

Unfortunately, there's nothing you can do in just a day that will equal long-term success. Believe us, we've tried, especially in college when we pulled all-nighters. Short bursts of intensity are simply no match for consistency, particularly when it comes to making big or meaningful changes in life. Fortunately, when we learn to be persistent with our actions and take daily or even hourly steps toward a goal, we see results. It's a guarantee that through hard work and long-term effort, almost no goal is too great to reach.

Consistency is the key ingredient to getting what we want in life. However, while many of us know in theory that we have to be consistent to reach our goals, it can feel impossible to practice. Working towards our dreams can feel painful to practice, and it can make getting what we want seem like a distant possibility, elusive, and always just out of reach.

If you are someone who has a clear goal in mind but is having a hard time getting yourself to follow through with the necessary steps to reach it, you are NOT alone! Many people struggle to stay consistent. They "commit" to going to the gym or eating healthy, but within a few weeks or months (if they're lucky), they are right back to their old ways. Take, for example, New Year's Resolutions, studies have shown that up to 80% of Americans don't follow through on their goals, and many fail at staying consistent within the very first month.

Just because it shouldn't be hard to maintain consistency when we really want something, in reality, it really is! The well-laid plans that we were sure would get us where we need to be are difficult to maintain, and we falter in our resolve, commitment, and dedication. When we stop seeing the chance for success, we stop believing in it to be possible, and eventually, we give up.

You may have heard the phrase, "Be careful what you get good at" and although this sentiment can pertain to many things, it is amazingly helpful when applied to the act of being consistent. The more that we practice, often unknowingly, the habit of being inconsistent, the harder it becomes to break. Conversely, the more we engage in consistent behaviors toward our goals, the easier it becomes. After a while, our consistent actions are not difficult to maintain, and we realized that the lofty goals or unreachable dreams we once felt were completely improbable are now firmly within our reach.

Now that we see that consistency leads to success, we can unpack what you need to learn so that you can become consistent. In this e-book, we'll go through the 5 things you need to know to maintain daily habits, behaviors, and actions that lead you toward your goal, whatever it may be.

Here, we will offer tools and practices that will solidify these truths in your mind because our brains are incredibly powerful and can make or break your chance of achieving what you want.

When we hold certain beliefs to be true—not only in our minds but also in our hearts and souls—and create a community that empowers us, we can maintain the motivation required to reach for what we want. We'll offer you easy ways to implement this knowledge and solidify what you know, with exercises that can help you connect with your personal truth, your "why", your "how", and your mission.

Let's get started!

1 Know Your "Why"

To begin, we have to get really clear on our "why".

- Why do we want what we want?
- What will it give us?
- Why are we doing what we're doing?
- Why are we attempting to do something in a new way or change so that we ensure our own success?
- Why is this so important?

If we are clear about why we want to do something, it becomes easier for us to take action. Creating a clear "why" gives our own mind clarity around our goals. So, what is the reason behind wanting to make a change or implementing a new practice or habit in your life? Some people think they already have one, but it may not be fully sufficient to lead to long-term consistency.

Below are some common examples of “why” that are fine reasons, but not flushed out enough to get us where we need to be to maintain hourly, daily, or weekly actions.

I want to lose weight. Why?

Because I want to look better.

Or

Because it will make me healthier and more able to do the active things I love.

I want a better job. Why?

Because I want to make more money.

Or

Because I want to take care of my family or find more joy and fulfillment in my career.

These examples showcase a surface-level “why”, but to enact a real shift, you have to get really specific on why you want it, what it will feel like, and why it’s going to benefit your life. To properly delve into the deep reasons behind your change, it’s best to write it out using a pen and paper, along with an open mind that’s ready to explore all the possibilities you can imagine. Get ready, because it’s about to get fun!

These are some examples of clear specific “why”s for the first example we gave:

I want to lose weight. Why?

When I lose weight, I’ll become healthier, and I’ll be able to hike with my girlfriends, run around after my kids, and feel more confident as I move about the world. I’ll love the way I look when I get dressed for work in the morning. I’ll feel happy with myself for the changes I made.

Or

When I lose weight, I'll finally join that intramural sports team I've always wanted to. I'll be able to take on new physical challenges, and I'll feel confident enough to make new friends. My life will become bigger and filled with endless amounts of joy, love, and friendship. I will be proud of myself because I will know that I'm the very best version of myself.

Once you have written out your "why", close your eyes and visualize how your life will change if you take action toward what you truly want. Try not to be embarrassed, and dream big. Lean into it, and imagine what your new life will look like. See all that is waiting for you after you make changes, follow through, and move the needle in the positive direction. How does it feel? Are you proud? Confident? What do you look like? Are you smiling? Are you surrounded by friends?

This is your "why"! Congratulations, you just took your first step toward getting everything you want in life!

To solidify this deep in your brain, you should practice visualizing your success for 10 minutes, twice a day. Many people choose to practice this technique first thing in the morning, but you can do it whenever it works best in your schedule. The second time you visualize your future success should be right before you go to sleep. Not only are our brains more open to new beliefs when we're relaxed, but the practice of this technique can help you unwind from the stress of the day and fall asleep to good dreams that may even motivate you when you wake up.

An added benefit of finding our reasons "why" is that it can positively affect the way others see us. If someone doesn't know their "why", how can anyone else believe in it? For entrepreneurs or anyone who's ever worked in a professional space, think of it this way: When our team leader or boss can clearly articulate why they are asking us to do something, aren't we more likely to trust them and follow their plan? People are more likely to get inspired and engage in a shared goal, doing their best work to achieve it or support it, as long as they understand the reason it's so important.

2 Know Your Mindset

When we know our mindset, we can change it, and when we change our mindset, we can change our life. If you want to achieve something you have never done before, you'll need to do something you have never done before. In this section of the e-book, we'll teach you how to stay positive, hold a steadfast belief in yourself, and know the truth that you are capable of greatness.

Start by thinking back to your past week. What was your mindset?

Were you positive, happy, and optimistic about the future?

Or were you negative, unsure of yourself, and pessimistic?

There are plenty of times in our everyday life when we unknowingly frame situations as all or nothing, black or white. While this makes sense, it can be detrimental to change or growth.

Our brains cannot always be sure of what is a fact and what is a thought, so when we practice negative mind-talk; for example, that we are undeserving of good things, (either out loud or in our head) can lead our minds to believe it is true. But it is not true. It's just a negative thought pattern! We have to change our mindset to be positive. We know, easier said than done! Don't worry, there are plenty of tools that can help you shift your mindset.

Reframing Your Thoughts

To practice a positive mindset, you have to reframe the way you see yourself and the world. We've listed scenarios and surrounding thoughts below that can be reframed towards growth and positivity.

Negative Thought: I failed, and now, everyone will know how (fill in the blank) I really am.

Reframed Thought: I was brave enough to try, which is something I can be proud of.

Negative Thought: I've never done this before, so I'm going to be terrible!

Reframed Thought: Learning something new will be fun, and I'll get better as I go.

As you practice positive mind-talk, you'll start to develop skills, and this way of thinking will become second nature; however, in the beginning, you have to be rigorous and dedicated to making the change, which is why knowing your "why" is essential.

When engaging in this work, it is a good idea to start with only a few things, rather than focusing on everything all at once. Say, for example, that you struggle with a negative self-image and you also feel that you're incapable of doing great things in your career. Pick one for the first week and try as often as you can to adjust your thoughts surrounding that subject. We have to focus on one thing because when we try to adjust all sides of ourselves at once it's easy to get overwhelmed and abandon the work entirely.

Knowing and changing your mindset is hard, which is why one of the most important aspects of this work is that you are gentle with yourself. Most likely, these changes will take time, and they will become easier as you go. So, be easy on yourself, and take baby steps because you're working towards a consistent and lasting change. Less is more at least in the beginning.

Practice Positive Mind-Talk

The way we think about ourselves has a lot to do with the way we see the world. Every morning, when you are brushing your teeth or doing your makeup, find three things to compliment yourself about. If you're someone who struggles with self-esteem surrounding the way you look, make physical compliments. For example, "I have beautiful eyes", or "I have a cute nose". If you're someone who struggles with worthiness, make the compliments centered around your strengths i.e. "I am a good friend", "I have a family who I love and who loves me back", or "I am smart, strong, and capable".

Are you feeling like this is going to be a struggle? That's totally normal!

A lot of people were taught as children that complimenting ourselves, or even having a healthy amount of self-esteem is a bad thing and will make you seem conceited. While no parents instill this on purpose, and it doesn't help anyone to play the blame game, it does make it difficult to invite positivity to our minds. If this is you, try to think of yourself as your best friend, and when your best friend makes a mistake, do you say "Wow, because you're just so stupid!" You would never because they aren't, and neither are you. When you fail, make a mistake, or things don't go your way, try to change your thoughts and think and speak about yourself as if it's your best friend. "Well, you'll get it next time", or "Hey, you did your best, and that's all anyone can ask. I'm proud of you for trying".

If you're still unable to do this, you may have to pull out the big guns, aka sticky notes. Write a positive affirmation or a note to be kind to yourself and hide them in your bag or in your medicine cabinet where you can find and read them throughout the day. These notes will serve as reminders, so even when you forget to be positive, the sticky notes will not.

Don't be afraid to laugh at yourself! Writing sticky notes to be nice about how you look is a little funny, but it also works. There is so much to laugh about in life, that includes our more embarrassing moments. When we find humor in our failures, we take their power away. If you're stuck in a negative thought pattern, try to find what's funny about it. In 20 or 30 years, when you look back at the time you tripped and fell in front of dozens of people, it will probably be funny, right? So, skip the self-doubt and go straight to laughter. We all fall (literally and metaphorically) from time to time, and mostly, it really is funny.

Slow and steady wins the race, and the race to know your mindset is gradual. It's so gradual you may not notice any difference for the first days or weeks. But consistency will lead to improvement, and you'll feel better in no time. We guarantee it!

3 Know Your Inner Circle

This section of the e-book is about knowing your inner circle, the people who you surround yourself with daily. These humans have a huge impact on your energy, and therefore a huge impact on your ability to stay dedicated or consistent in your actions. While some people serve as a boost of energy, others can be emotionally draining.

Emotionally draining people are often those who try to control you, push you to do things you don't want to do, or are overbearing. You may notice that when you are around them, you become smaller or "go with the flow" so much that you look around and wonder how you ended up where you are! Most often, emotionally draining people aren't really listening to what you want; they just want you to do what they want, which is why they end up harming your ability to maintain the behaviors you need to reach your goals.

Energy boosters are the people in your life that make you feel good. They are the friends and family who respect you and your choices, and they really hear you. A lot of the time, when you leave an energy booster, you'll feel lighter, happier, and freer to follow through with the changes you are making. The beautiful thing about people who boost your energy is that they support you unconditionally, meaning that if you want to do something, they're behind you even if it doesn't match up with what they want or even what they hoped you would do.

How To Identify Who's In Your Inner Circle

Think of the people who you spend the most time with, be it family, friends, or romantic partners, the ones who you choose to be with. Write out a list of your 20 closest family, friends, and even your coworkers. Then next to each name write a + for energy booster, and - for someone who is emotionally draining. You can write a 0 next to those who you don't feel either way or who fluctuate significantly (but remember, everyone fluctuates to some extent because everyone has bad days). When you look at your list, is it full of positives or negatives?

If it's full of plus signs, then congratulations! You have a ton of supportive people in your life who will help you reach your goals and support you as you grow.

If your list is littered with emotionally draining people, take a breath. It's going to be ok! Knowing your inner circle and seeing it for what it truly is, is the first step to creating something more positive. You do not have to write off everyone who isn't an energy booster, particularly if they are in your family. However, it is important to limit how you interact with them and at what times.

If your mother-in-law, brother, best friend, and or dad is someone who constantly tries to get you to do things that aren't aligned with your goals, you can consider the following.

The first option is to talk with them. In general, people are more responsive than you may think, particularly if you communicate calmly and sincerely. You can say things like "When you do X, it makes me X, which is really making it hard for me. I want to have a good relationship with you where I can come to you and we can connect, but it's starting to be difficult. Can you try to not say things like X, and I'll try not to do X?" This shows them that you need your relationship to be a two-way street and that you want to work on things so they get better.

If you read the above section and thought, "No way," the second option may work. You limit the amount of time you're around them or what you do or talk about when you're together. This option doesn't require them to change at all, but it will require setting boundaries in your own mind. By limiting what you talk about with them, such as in the mother-in-law example, you could decide to set a boundary to not talk with her about your career. When or if she brings it up, you respond with short answers and quickly but definitely change the subject. This allows you to continue your relationship, without letting it derail your mission.

Some people in your life won't be emotionally draining, per se, but tend to knock you off course, which is the enemy of consistent change. This is when it's best to limit when or the amount of time you spend with them. If you have a friend who always tries to get you to put off work and go out to the bar instead, you need to decide to change your behavior, based on your "why" and backed by your positive mindset. Decide you will say no to them when they ask to go out to dinner on Friday night because you know that it will lead to negative patterns that aren't aligned with what you want. Instead, offer to see them during Sunday afternoon or to go to a midweek movie, maintaining the friendship but on more positive terms.

In the end, there's nothing wrong with taking stock of your relationships and deciding that some have run their course, and it may be what has to happen for your personal growth. Whether that means you stop meeting certain friends for dinner the night before an early workout, or say goodbye to the person who won't stop putting you down, these changes are essential to maintain consistent action so that you get what you truly want.

Many models that explore how people reach long-term success refer to the "investment" or "cost" of change. People can create long-term discipline and consistency to reach their goals, but such is life, nothing comes for free. Many of these people have to have choices that are in line with their new healthier or more positive priorities. Others have called this the loneliness of growth, and while becoming the best version of you will not be lonely, there will be moments when you feel uncomfortable because you're doing things differently than ever before.

Most people will have a mix in their inner circle, and each relationship will require its own solution. But know that your inner circle can be one person because it is about quality, not quantity. Keep your inner circle with only those you know to invite positivity, so you can have the happiest life possible.

4 Know When To Celebrate

There's no way around it. Change is hard, and because it can be challenging, every step towards growth deserves to be celebrated, not just the end result. Consistency comes from healthy habits and dedicated action, and each time you engage in them, you should feel proud.

Small Results Lead To Big Success

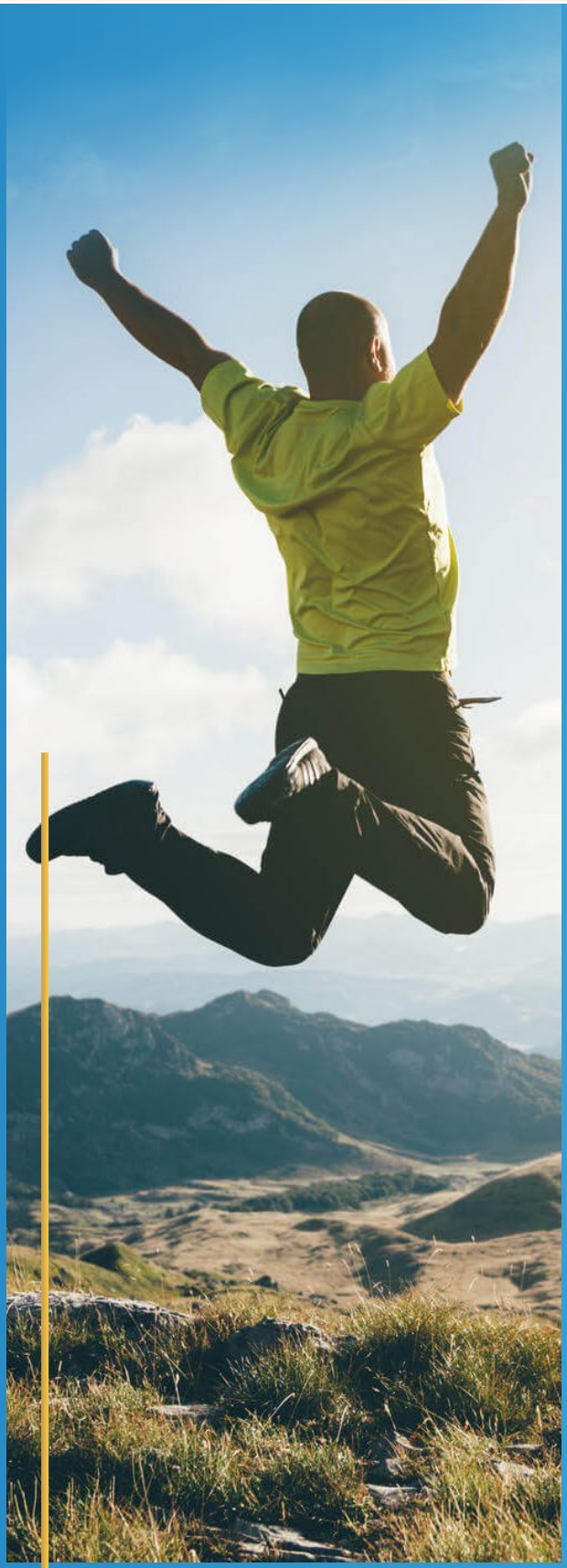
Set yourself up for success with small trackable improvements, such as going to the gym, losing your first 5 pounds, or completing that task towards finding a romantic relationship. As you track the steps you've taken, you should pat yourself on the back for following through, not only because you deserve it, but because it actually helps us stay consistent.

Our mind responds to positive reinforcements rather than negative ones. For anyone who has tried to lose weight or improve their health, it's pretty clear just how true this is. When we eat that extra-large pizza alone, and then berate ourselves and feel shame over our choice, it makes us feel terrible, but it doesn't stop us from doing it again. Give yourself grace, go back to your positive mindset, maybe even laugh a little, and then let it go and move on. The negativity doesn't help you get where you want to be.

When we do something good for ourselves, like taking an afternoon walk or going to that Saturday morning dance class, and we celebrate that win, we're inclined to do it again. That's because the memory of the walk or class elicits happy emotions, and people naturally move towards positivity. Go where it's warm, do what makes you proud, and you'll boost your chances of succeeding in your goals.

How To Know When To Celebrate

To start, you can celebrate this very moment! By reading this e-book, it means that you have been brave enough to admit you want to change. Congratulations, and go on! For long-term goals, map out your "why", and your plan of action that gets you what you want. Your plan should include smaller actionable goals as they are about the process, not the outcome.



How To Secure Small Wins

To start, change the way you think of winning. Try not to only see winning as the end result. This is a marathon, not a sprint! If your first goal is to land an interview at your dream company, you may be setting yourself up for disappointment, which leads to abandoning your plan of action.

If you're working towards getting a new job, choose one goal you can complete today, be it a resume update, an email asking for a recommendation, or an outline for your new cover letter. The wins should be often and come early so that you can celebrate yourself as much as possible. Your mind needs to know that you are liking what you are doing so that you want to continue down the path. Then you can choose three actions to complete this week towards what you want and so on until you secure that job.

How To Celebrate Your Success

There are lots of ways to celebrate your small wins on the road to success, and they don't have to include food unless you want them to. Of course, buying yourself a sweet treat could work, but you can also do things like taking yourself out to the movies, buying concert tickets for a band, investing in some self-care products, and enjoying a bubble bath.

Journaling is a great way to celebrate a win. Some people keep a gratitude list, and others catalog the work they've done. Giving your brain something tangible to hold, read, and look at helps because it connects the action with the thoughts and the good feeling that can. Plus, when you write down why you're proud of yourself, you can look back at all your hard work as time goes on.

If you think this all sounds like too much, simply sit with a nice cup of tea or coffee and take the time to think through what you've done, how you feel, and all of the amazing possibilities of the future. This alone is the perfect way to celebrate while keeping consistent towards creating your dream life, which is filled with all the beautiful things you want.

5 Know Yourself

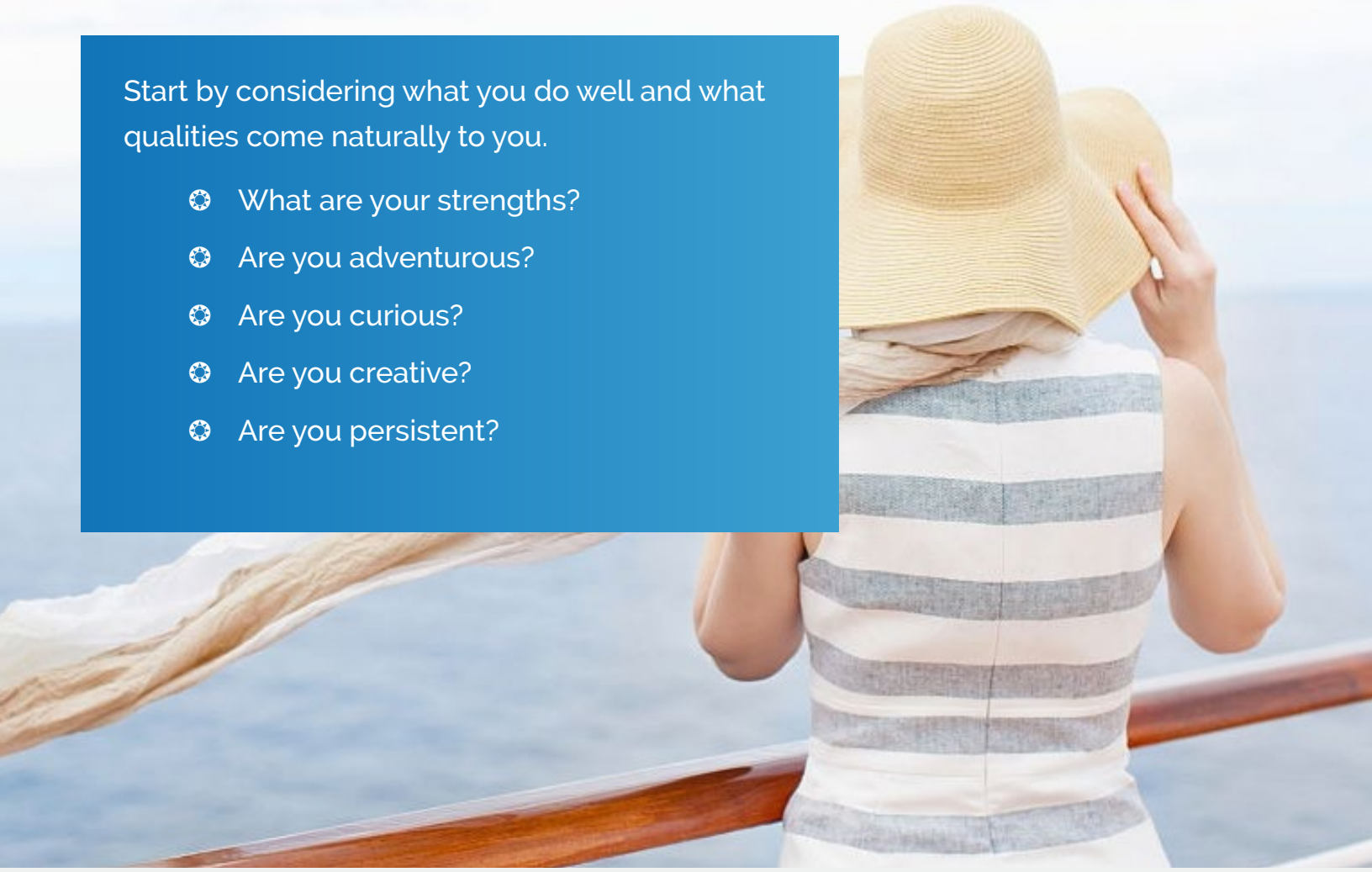
To know you is to love you. Knowing yourself is essential on the path to getting what you want because you are unlike anyone else, which means your consistent action will not and should not look like anyone else's.

How To Get To Know You

For many, getting to know ourselves is a lifelong journey with many twists and turns or ebbs and flows. What works for you and your life won't necessarily work for someone else and vice versa.

Start by considering what you do well and what qualities come naturally to you.

- What are your strengths?
- Are you adventurous?
- Are you curious?
- Are you creative?
- Are you persistent?



Those who are adventurous won't mind exploring new places with new people while others find that to be excruciating. People who are creative may enjoy taking a class with others to meet new friends and create a community that will help them reach their pursuits or offer support in their journey to getting what they want.

After you have discovered and explored your "why", knowing yourself will lead you to your "how". How you are going to achieve your goal should be authentic to you. And most often, you'll have to try out a bunch of actions, some of which won't feel right. This is part of the process, and there's no way to skirt around them and jump straight to your perfect solution. Get comfortable in the uncomfortable and stay flexible in the beginning.

This is why it's important to have created and maintained a positive mindset because through the attempts you need to be able to identify what feels uncomfortable and what just feels wrong. It is also why you should have plenty of support from your inner circle because the energy boosters will be there to help you find the "how" that works for you.

The Pitfalls of Comparison

The phrase "comparison is the thief of joy" is well-known for a reason. When we compare ourselves to others or try to model our path to success on someone else, we end up feeling deflated and disillusioned. Those who haven't been successful in the past or who have failed in maintaining consistency could be because you were following someone else's path, rather than your own. Take, for example, intermittent fasting. One eats on a schedule and fasts for various amounts of time. People fast for days, or hours, and it's said to lead to a plethora of health benefits along with weight loss. Intermittent fasting has been all the rage in certain years, garnering the attention of media and celebrities around the world.

But while many have found intermittent fasting helpful, many have found it detrimental. Those who could be susceptible to disordered eating find this practice of skipping meals seriously detrimental, and it does more damage than good. Additionally, those who have diabetes, kidney stones, acid reflux, or other medical issues that do not do well with intermittent fasting have experienced negative effects. The point is, while something works for certain people, it doesn't mean it works for everyone. Don't "stick it out" with something that isn't working because you want to be consistent. Listen to your body and your mind, and explore all the options.

Stay authentic to what feels right, create your path, and ask for help when you need it. In time, you'll have created consistent action through your "why" and "how" that will make you feel proud.

Remember, there's no wrong way to reach your goals.

What It All Means

They say knowledge is power. You now know that consistent action leads you to get everything you want in life and more. You know that even if you're someone who historically struggled with consistency, it is possible to change for the better using the five things we laid out in the book: Know The Why, Know Your Mindset, Know Your Inner Circle, Know When To Celebrate, and most importantly, Know Yourself.

The "why" will allow your mind to explore all the possibilities your future can hold. When we allow ourselves to visualize our life's prospects, we open ourselves up to inspiration. Let your excitement for the future guide you and fuel the determination required to create your "how". Using your new and improved positive mindset, you will begin to reframe your thoughts and see the world as a place full of joy.

You'll start to believe the life you dream of is within reach and experience a brand-new way of living. Discover healthy ways to communicate with those in your inner circle, identify relationships that no longer serve, and find ways to cultivate an environment of positivity. As you map out our plan of action, you can see the small steps that lead to your success. That it is more than just fun to celebrate your wins, it's essential to your consistency. When we know ourselves, we are dedicated, clear, positive, and on an authentic path. We get what we want.

Through this e-book, you now have the five things to know that lead to consistent action. But achieving your goal, no matter how big or small is entirely up to you. Use this knowledge to transform your habits, your environment, and your life and begin taking consistent action toward what you want and what you truly deserve.

It's up to you.

What Will You Do With What You Now Know?

GET TO KNOW ME BETTER