

Daniel Hall Presents



Episode 58

**The Simple 3-Step Process for
Knowing what to do with The Rest of
Your Life**

With John S. Rhodes

Welcome to this new episode of the Real Fast Results podcast! Today's episode features John S. Rhodes, whose mission is to bring amazing free trainings and webinars so that you can make money online. He's helped thousands of people to do that. Specifically, he is a bestselling author who has produced 140 books on Amazon.com, and he's helped over 1,000 students publish their first book.

Throughout his career, John has also hosted over 350 webinar trainings and workshops. To say that John knows how to focus is really an understatement, and in this episode, he's going to show you how to hone in on those things in your business that actually make your life better. In other words, you're going to learn what aspects of your business to focus on in order to create a life of abundance for yourself. So, without further ado, John S. Rhodes...

**Promise: 3 Step Process for What to
Do With the Rest of Your Life**

I promise to give you a simple 3-step process of knowing what to do with the rest of your life. Literally, “What should I do with my life? What should I do right now? What should I do tomorrow? What should I do next week? What should I do with the rest of my life?” So many people just have no idea, no clue, what they really ought to be doing, or they fall off track and they don’t know how to get back on track.

Really, it’s inside. So we aren’t going to create this, we’re going to revel it. I promise to give you a 3-step process that will make this emerge. It will manifest, as a matter of fact, and ultimately, this is going to make you very happy. And, it will make you a lot of money as well because you’re generating value for yourself, your family, your community, and the world, at large.

Focus is the key to my success. I have made millions online. I have had associates who have made millions online, and when we are at our best is when we are insanely focused. That’s when the job gets done. That’s how we make money for ourselves, and in abundance for other people, which is what this is all about.

The Importance of Focus

Most of the folks that I talk to are either working really, really hard at a job that’s not giving them what they want out of life, and it’s not producing financial results, or they are entrepreneurs and business owners that want side income. It may just be \$500, or \$2,000, or maybe even \$10,000 a month, extra side income. A lot of the focus is related to creating value for yourself, and the community at large, and the world, but also getting your hands on wealth and building wealth. **So, focus translates to value which translates into wealth.** Real money in the bank. If you’re not focused, making money can be extremely, extraordinarily difficult.

I’ve got something else, sort of on the flip side of that. Before we get to the money side, which is super important, I want to talk about people being sad or being depressed, or maybe feeling really stressed out or worn out. **I know that so many people are feeling pressure, and they are feeling noise.** They are stressed out from these things in their life. Look, when you are focused, you get into a state of flow. Time sort of fades away, two or three hours at a time. I’m not saying that you’re going to feel wonderful during that time, like it’s a state of bliss, but everything kind of fades to the back.

Because you’re focused on what really matters (whatever that is for you, and it’s different for every person), life really takes on new meaning, and you move to that higher level. You can actually go 2X, 5X, 10X from where you are at right now. Now, we all fall back to reality, of course, and we have to get refocused. You just can’t maintain that level of focus continually, at least in terms of work, and getting things done, and making money, but you can focus your life, and I promise to show you exactly how to do that. I’ve got three steps that actually walk you through that at a high level, and then we can dive into that as well.

3 Steps to Focus Your Life

Yeah, three simple steps. I want you to take a step back and say to yourself, “When I wake up in the morning,” ... You know, life is made up of days... It’s made up of minutes, and seconds, and hours, but let’s keep it simple. Let’s say that life is made up of days, one day after another. We go through these cycles, right? We fall asleep, and we wake up, and then things happen throughout the day, and we go back to bed. So, I want you to think about when you wake up in the morning.

Now, obviously, for most people, you’re a little bit groggy, and you’re kind of letting the thoughts wash over you. You’re thinking this and that, and you start putting together your to-do list, and maybe you’re carrying over some of the stress, some of the emotions, some of the good things from the previous day. Everything kind of just floods in, but I can tell you with absolute certainty, that you’re also thinking about things that you love. There’s at least one thing, if not two, three, four, or five things, that you really love and you can’t wait to do. Sometimes these things are hobbies, and sometimes these things are very work-related. Sometimes they are related to travel or an experience. Sometimes they are related to an object, like a car or a house. Maybe it’s a vacation, or maybe it’s a mix of things.

Step #1 - Identify what You Love Doing

There are things in your life that you love doing and experiencing, maybe creating or having, but for the most part, there are things that you really love doing. **That’s Step #1. Identify those things in your life that when you wake up, you can’t help but think about and that you love doing.** What you do is you make a list of all of those things that you love doing. Don’t put anything else on it except for those things. I think you’ll find that the list is pretty long. You just make that list, and you can put on anything you want. It can be your dog, it can be your wife, it can be a vacation, it can be something in the future, it can be a product you’re proud of, it can be your Lamborghini, right? It can be your condo, or it can be something as minor as pebbles on the beach.

It doesn’t matter what it is, but you make that love list first. I call it your “love list”.

Step #2 - Take a Look at the List and Pick Your Strong Points

Step #2, broadly speaking, is you take a look at that list, and you identify the things that, with certainty, you are strong at. What I mean by that is you feel strong at and there is some evidence of it, if possible. There’s some evidence of strength, and everyone knows what that means, right? It could be, maybe there’s a dash of courage, or maybe you’re strong because you can just keep it up and you’ve got endurance with that thing. Maybe you’re passionate about it and can’t help but talk about it. Like myself... I know that I’m good at delivering, at a minimum, this message, as well as many other messages. You can feel that, and I can feel that. So, guess

what? There's strength there, so that's on my love list. I'm able to circle those and say, "Oh, I'm strong at those too."

There's more to say about that, and I'll come back to that. By the way, other people might have told you that you're strong at these things too. **Strength has nothing to do with money or value at this step.** It's just strength. Raw power and strength.

Step # 3 - Producing Value

Step #3 is where we do get into value. We now look at those things that we love and that we're strong at, and **Step #3 says, "Of those remaining things, which ones produce value?"** Now, it doesn't mean that they necessarily produce money. They may or may not produce, direct, tangible loads of cash. People might stroke checks for this stuff, and they might not. It might be of value to the community, and it might be of value to you personally, but there is value creation in which you are not consuming, you're producing.

Production is the key. You are producing something of value, and guess what? If you become one of the best at this, and you will because you love it and you're strong at it, then you're producing it, and the world loves superstars. The world loves people that are passionate and have strength, and they are willing to compensate you. It gives you an unfair advantage when you follow those simple three steps. "I love it, I'm strong at it, and I produce value." Invariably, if you're doing these things, you're producing so much value that people will compensate you financially, if they haven't done so already.

Very often, you'll actually look at your bank account and say, "This money came from me loving to do this, and having strength in it, and obviously, producing value." That's why people are stroking checks, making direct deposits, and the PayPal is filling up. Now, when I say these three steps, here's what's amazing. It's the insane simplicity here. Do not let the simplicity here make you think that it's just so easy. You need help doing this, and you need to actually focus on focusing in order to make this work. We'll talk more about that as well.

But, it's deliberately meant... These three steps are very deliberately meant so that you say, "Intuitively, I get this. Rationally, I get this. I can apply this to my life today. This instant. Right now. I can do these three things." Quite literally, you can do everything that I just explained. That three step process, you can do it all... Everything. All the emotions, all of the feelings, the rational piece of it. It can all be done in less than one hour, or you can go into a meditative trance, or you can do this over a period of days, or weeks, or months. You can do this every single day as part of a morning routine. In fact, you can use the results of this and bake them into your morning routine as well.

So, there's many different ways to use this. It's multifaceted. It's complex. I just have a gift for making something that's as radical as, "What should I do with the rest of my life," insanely simple because of the focus that I apply with my skills and my talents. I'm making that available to everyone reviewing this, if they are able to follow through those simple three steps. I believe, and perhaps I am wrong, but I am highly confident that I

have already delivered on my promise to help you with the 3-step process to know exactly what to do today, tomorrow, next week, next month and next year... What to do the rest of your life because these three steps are who you are and the result will manifest. You'll know the answer to "What should I do for the rest of my life," by going through these simple three steps, at the highest level.

Implementing the 3 Steps

Here's one thing, and it's something that's a little psychological and a little philosophical, but I'll make it tangible with two examples. The thing that I always come back to is that unless you are producing results and getting something back, such as feedback from people, or even better... In most of our cases, or our situations, when we're doing these things... I don't want what I do just to be something that I love and that I am strong at as a hobby; I want to be compensated for it. What I do is ground people, and I say, "Look, are you producing value that helps other people, and they are giving you feedback? That is of great importance to you."

It changes your life when you get that feedback and it triggers the dopamine hitting you, right? Or, literally, you're generating enough value so that money comes into your life. Your manifesting money as a result of what you love and what you're passionate about. I'll give you two different channels now because that's still a little "woo-woo" and "foo-foo," and I'm a hard-nosed, bloodthirsty capitalist in so many ways. I have to make this stuff practical, and it's also what I provide to my \$1,000-per-hour clients. I say, "Do this," and they do, and they are wildly successful.

There are two different ways that you can make this work. The first is you can take a look at your to-do list. Every single person that I know either has a mental to-do list or they have it written down, like I have. You might also have multiple to do lists and maybe you keep everything on a calendar. In any case, everyone has to-do lists and calendars, and they have obligations in their life. Imagine applying this 3-step process... Rather than at the highest level, bringing it down and applying it to your to-do list. What would that do? You have a list of 10 things, and suddenly, you realize that out of those 10 things, there are only three that you are passionate about.

The other seven, your team should handle, you should outsource, and this is one that people forget about... Find software that does this. Document it. Create templates. Create checklists. That way, it's automated and taken out of your life. Guess what? If you've documented these things in some way... If you can't delegate, I understand. If you can't outsource, I understand. If you have no team, I understand. Many of the people that I work with are solo-preneurs. They don't have a team. They can't outsource. They don't have the funds. However, what they can do is they can document. Anyone can take notes. So you document the process... Maybe it's called, "Eat the frog." You do stuff that you don't like, and you don't want to do, but you get it out of the way.

Once it's documented, now those other seven things that were on your to-do list today, you may only have three or four of those types of things a week from now. Before you know it, you've crushed, killed, and destroyed those things that you're not passionate about, that you don't love... You've found software that solves those needs, you've documented, you've solved, and now you're going through a checklist. By the way, you can find people that are very, very affordable. You can look at what you make per hour, what your life juice, your energy, is worth... And then say, "Hey, I'm worth \$25 per hour," or "I'm worth \$50...\$100 per hour." The outsourcer, using your checklist and templates, if you have them... You can have other people just follow through. You're done.

Now you're focused on what? Those three things that you love... Remember the 3-step process. It's the three things that you love, the three things that you're strong at, and the three things that provide profound value. They may be things like writing sales copy, running webinars, or interviewing brilliant people. Maybe it's talking to them, or striking up relationships with joint venture partners. Maybe, for you, it's doing graphics and artistry. Maybe, for you, it's writing books. I don't know. That's the point of the three-step process at the highest level, but it's almost recursive or fractal, at the lower level. You can apply it to something as mundane or simple as your to-do list.

Let me give you one more example as well. What is the best time of your day? Almost everyone will come up with some lame answer, and I don't blame anyone for this. They might say that it's morning, or it's night, it's here, or it's there. Whatever it may be, they don't have a concrete answer. I'm going to give you the concrete answer first, and then say, "Okay, this is how we can use the 3-step process. The #1 hour of the day is when you wake up because if you actually want to be working on what you want to be working on, with that passion, that drive, and that energy, the best place to invest is in yourself. The #1 investment is in yourself. The #1 drive, and passion, and the greatest energy that you can have, if it's something that you love, is right in the morning. Why? Because it sets you up for radical success throughout the entire day.

So the first hour of the day is your hour, where you invest. What does that mean? It doesn't mean jack squat until you apply the 3-step process. We have identified that the first hour is the most important hour of the day because it's your hour, and your focus, where you are going to apply the most energy, the most power, and the most strength. But, now you've got to apply the 3-step process. When you apply the 3-step process, one thing becomes abundantly clear. You need a morning routine. Unfortunately, I don't have time to discuss that now, but imagine that I have a very distinct and robust process that I follow every day and that I can teach other people so that they can build their own.

Always, always build your own. Build your own morning routine. That morning routine is the best one-hour investment of your day. It sets you up for success, and in fact, you are immediately successful as you're using that 3-step process for your morning routine. What do I love about my day? What do I love about my life? Where should I be spending my energy? What am I strong at? Omm... Kumbaya, right? The strength is inside, and you feel it. Then, obviously, what value have I provided? Maybe you should

be writing people some notes. Thank you notes. Gratitude. Thank the universe. Whatever it is that you do. I don't care how "woo-woo" and "foo-foo" or how hardcore, bloodthirsty capitalist you are... It doesn't matter because the 3-step process applied in that morning routine, in that hour, gives you the passion, the strength, and the energy for the entire day.

You're immediately successful every single day. I wake up every day with energy and passion like the Energizer Bunny because I know I've got that first hour of investment in myself all lined up. I love it, I'm strong at it, and I get results. I always am successful, every single day. The 3-step process is applied, and I'm focused. It's as simple as that. Extreme, extreme focus. That's exactly how it works.

Final Tips

I want to make something super-clear. Well, it's sort of a cluster of a few things that kind of work together. It's kind of like a Rubik's Cube. When you solve it, you go, "Whoa!" You know? There are different sides to this. So, one thing that people often push back on is, they say, "You know, John, that's all fine and dandy for you. You're wealthy, and you've been doing this for a long time. You make it seem so easy, but you have this unique gift, or set of gifts, but I'm not like you." My response is, "Hell yeah! That's exactly the point. You can do things that I simply cannot, will not, do. I never will do those things, and in fact, I'm glad that the world is very unequal and very unfair. That's because when we have different people doing different things, in their own uniquely unfair way, we all uniquely benefit."

The ocean rises, but it only happens when we focus on, and really, extremely focus on, our own unique gifts, and talents, and what we can provide to other people. I don't want mediocrity. I don't want everything being normal and the same. I want abnormal. I want things that are out of whack so that the feelings that people have, the uncertainty that they have, how they feel weird, how they feel abnormal, how they think that they're odd... Everyone thinks that they're weird, and strange, and different. This is a good thing. Rather than rejecting it and trying to be normal, you should embrace the weirdest, most bizarre, crazy areas of your life. Ironically, that will bring you into synchronicity with your true self, your inner spirit, your inner being. That will make you more satisfied, and you'll produce more value. You'll love doing it, and you will make more money as a result.

The second thing is that everyone needs help. The reason for that is because, as you focus, you are doing something called "deciding". You are killing off those things that you're weak at. You're minimizing and diminishing those things that you're not so hot at. You should be focused on less, not more. As a result, you become weaker, and you actually become vulnerable. You get stronger in one way because you, kind of, squish things together, but on the periphery, you become weaker. This all makes us more "Kumbaya," interdependent, but again, we all become stronger. It's like a lattice work. It all becomes stronger.

The other thing that I'll say is that other people have been where you've been. They've been where you've been, or they have a unique way of approaching things that you can just piggyback on. I had mentioned, for example, documenting and having checklists. What better way to get a leg up? What better way to get an unfair advantage, either for yourself in your core, right? In the swimlane? Or, on the periphery for your team to use, or for you to work with your team in some unique way? I've actually done exactly that.

There are some things that I do, in my life, on a very regular basis, by myself and with my team, and my extended team, and my \$1,000-per-hour clients, and some of my other clients as well. People ask me this all the time. "How do you do it? How do you get so much done so fast with so much energy? It's crazy." And, I'm like, "Because I'm not doing those things. I'm focused on these three or four things that I'm good at, and everything else has been delegated or given to other people, and I've got checklists and cheat sheets that make all of that possible." Fortunately, it's possible for me to make these available to other people. I'm really excited about that too.

John's Checklists and Cheat Sheets

It's kind of interesting. Obviously, I'm successful, I've made millions of dollars, and I've published so many books that were #1 bestsellers, but I've done so much more with clients as well. So, I'm greatly in tune with other people that are trying to gain focus. And really, I said to myself, "It's not just about focus. It's really about extreme focus." So, I've actually put together [Extreme Focus Checklists](#).

Now, they are checklists and they are cheat sheets. So, in some cases, you're checking the boxes, like, "Yup, I've got that done, and I'm offloading that." By the way, do you think that reduces stress, pressure, and noise? Just to have it done? Also, do you think that having a cheat sheet, or a checklist, available helps you to not just get "the work" done, but also helps you to remember things, or get creative? Well, hell yeah. Of course, it does. People think, "Oh, it's just a process with a checklist. I just follow through and get results," which is damn good and absolutely true. However, it also provides you with external creativity, so if you're not feeling creative or need motivation, it gives you the emotional support and a foundation as well.

So, I actually have 20 checklists, [Extreme Focus Checklists](#). There are 20 of them. I went through my business. I spent a lot of time doing this, and I worked with a team to make this happen. I've got 20 checklists. I've got them in PDF format, and you can just print them out. I have them in Word Format. Microsoft Word. What that allows you to do is type in something you'd like to add, if you want to do that. You can modify it, or take the content out.

For each one of those checklists, I also have 2-5 minute long coaching videos. It's a mini-coaching video. These are very short, bite-sized. It's up to you which ones you want to watch and which you don't, but you can use these coaching videos to learn

exactly how to use each checklist or cheat sheet. Also, I provide additional information, as well as guidance and support, so that you can learn how to use them to make money.

I've got some super-productivity checklists, and a cheat sheet on how to ask ingenious questions because when you ask the right questions, it's beautiful. Then, I get more practical; I have things like, "Email productivity," and "Communication and writing speed hacks," and "Project tracking score cards". There's also, "Speed writing productivity," "Productivity with music and sound," there's a certain checklist for that. I even have some specialized checklists and cheat sheets. I've got executive and CEO productivity checklists.

I love this one. It is the "Build Your Best Productivity Machine". So, if you want to build your own productivity cheat sheet, or process, or checklist, or whatever it is. If you're like, "John, you mentioned documenting what it is that I do," I've got a checklist that helps you walk through the process of building a process, and documenting it, but with maximum focus. I've got plenty of others as well. There's one, for example, that helps you to know what to stop, or kill off, right now versus what to begin today, fresh and new. It's a "stop & go" checklist or cheat sheet. Where do these ideas even come from? That's part of my gift, right? That's part of what I do. I take all of this complexity and boil it down to only 20 cheat sheets and checklists.

I really can't wait to make these available. If you like what you've heard so far, if it makes sense rationally, the checklists would be a no-brainer for you. On the other hand, if you are more fluid about things, while there is a "woo-woo," or "foo-foo" component to this as well, and you should feel that in your heart. It should be flowing through your spirit. Now, that's not me at all, but here's the thing... I've gotten so much feedback from people about my 3-step process, and I've had so many people who have come up to me and said, "John, what about your morning routine? How did you build your morning routine," or "John, where does your energy come from because I feel it?" I'm just reflecting back what people tell me. I'm a mirror for people, and their emotions, and their feelings. That's the other shoe dropping.

The first shoe dropping is the rational, cognitive side of your mind, and the other is the emotional, and if you feel it, it's time to invest. This is the bloodthirsty capitalist in me. This is how I generate the income in my business so that I can continue to reach you. Let's face it, if you've spent this much time, and you like what you heard, you're going to love this because it takes everything you've learned to a whole new level. Plus, it's very tangible. You can print these things out and use them. They are highly practical, and you don't have to wait days, weeks, or months. It's just not required. You get practically instant results from the time that you get access, which is also instant as well. I believe this is the right thing for just about everyone. You can go check out these checklists at RealFastResults.com/focuschecklists.

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