

Andrew: This session is about how to wake up early and start your day right. Which I know, I know, might sound like a kindergarten-y topic for a site like Mixergy to cover, so I'll tell you why I want to cover it. See, when I first started my first business, my first entrepreneurial experience, I was so excited. I don't have anyone telling me when to show up at work and telling me what to do all day, and it was great.

For a while there, I kind of slept in a little bit, worked late. Then I slept in a little bit more, worked late. Then I realized, whoa, my hours are turning upside down and I'm not being more productive at night because I'm feeling bad for missing so much of the day, and that spiral kept me from being as productive as I needed to be. Without a boss getting me back in shape, I was in trouble.

I know, having talked to other entrepreneurs, that this can be and is for many people a real issue, and if it's an issue, we have to address it here on Mixergy. To help us do it, I invited Hal Elrod to lead this session. He is the author of "Miracle Morning". Let me bring up a website about it, "Miracle Morning: The Not-So-Obvious Secret Guaranteed to Transform Your Life (Before 8 a.m.)". You can check it out at [miraclemorning.com](http://miraclemorning.com) where I think he's giving away a free chapter or two.

And I'll help facilitate, oh there's the book right there in his hands. Here, let me bring up your camera.

I'll help facilitate, my name is Andrew Warner. I'm the founder of Mixergy, where proven founders teach. Hal, you seem to have it together. I actually invited you a while back to Mixergy to teach sales, and it was one of the most popular interviews that I did on the site. You can see it was shared a lot. It was commented on a lot. Was there ever a time when you weren't so productive, when you couldn't even wake up?

Hal: Yeah. It was probably the lowest point in my life. It was 2008-2009. I had built a successful coaching business. I had launched my speaking career. My first book had hit number one on Amazon. Things were going well. Just bought my first house, and just bought a brand new car, and met the woman of my dreams, on top of the world.

The U.S. economy crashes, and I know many people watching were probably were affected by that. But the economy crashes, and almost overnight, it felt like I lost everything. My income more than dropped in half. As a result of that, I got deeply depressed. I didn't want to get out of bed in the morning because things just kept getting worse, where it was spiraling downward.

I stopped exercising completely because I was in scarcity mode and fear mode. Where I'd wake up in the morning and I would work until I went to bed at night. Maybe watch a couple hours of TV to veg out, and just rinse and repeat, and do the same process.

I was \$52,000 in credit card debt, and I lost my house. All of that went on for about six months, and it was getting worse, and worse, and worse. Finally my girlfriend, who is now my wife, I'm proud to say she stuck around. Today is actually our five years wedding anniversary, believe it or not.

Andrew: You're doing the right thing by spending it here with me today.

Hal: Totally, totally. She wouldn't want anything else, right?

Andrew: I imagine.

Hal: No, she's watching the kids, so, you know, it's [??] for both parties.

Andrew: It's cool; we're recording early in the day, yes.

Hal: [laughs] So she basically sat me down, and it was painful for her to see me, I was really down. She said "Sweetie, no offense, but whatever you're doing, it's not really working. You need some help. Why don't you reach out to your friends and get some advice? You have some really brilliant friends. They love you. They're not going to judge you. They're not going to tell anyone." Because I was a coach, that's why it was so hard for me. I'm a success coach, and I was failing miserably, right?

Andrew: Yeah, you know what, actually it is hard even for entrepreneurs and tech companies who are supposed to be the people who our customers, our audience, our employees, our friends even trust. If we don't have it together, then it feels like, "Ooh, this whole mountain of trust that we've built will come toppling down." So we can't even go and ask other people for help. I get it.

Hal: Yeah.

Andrew: So what did you do? Did you go ask for help?

Hal: My wife said, "Call your friend, John." John is a CEO. He's an executive coach. Brilliant young man. In fact, you should have him on your show, John Berghoff [SP]. But I called John, and I said "John, are you sitting down? Do you have five minutes? I really need a friend right now." I just unloaded.

I told him everything, and how bad it had gotten, and that it just kept getting worse. I was desperate, and I needed some advice on how to turn my business around and get things going, and increase my income.

So I'm sitting there with my pen and paper, ready to take notes. I'm thinking John is going to give me step by step; Hal, do this, this, and this, and your business will turn around, right? That's what I'm ready for.

Andrew: Yep.

Hal: And I finish unloading on him, and he says "Okay, buddy. Hey man, I'm sorry to hear that. Are you exercising every day?" And I'm quiet for a second, and I go what the hell does that have to do with anything? Are you listening to me? I'm envisioning him, like, playing on his phone. That just seemed like a no answer answer...

Andrew: Right, like he's not even paying attention to you and he's just asking you

about exercise. Meanwhile, your credit card company cannot take exercise as payment for your debt, yes.

Hal: Exactly. I said John, I'm not exercising. I can barely get out of bed in the morning, man. You know, no, I'm not exercising at all. What's that have to do with anything?

He said, Hal, if you're not exercising every day you're not getting the blood and oxygen that your brain needs for you to think clearer, and you're not releasing the endorphins that will help you feel better so that you can make better decisions, better choices, have more clarity and more energy and take more action. He said Hal, I know you're a sharp guy, I know you could turn this around, but not if your physical, mental, and emotional state is down in the dumps. I saw some merit to that.

Andrew: Okay.

Hal: He said why don't you go for a run tomorrow. Grab your iPod. Listen to something positive. Go listen to some Tony Robbins or some Jim Rohn [SP] or some kind of audiobook, and get some idea...

Andrew: I'm sorry to interrupt. Let me ask you this, though. This is going to be about waking up in the morning, not about exercising, right? What does waking up in the morning have to do with exercise, or vice versa?

Hal: Great question. I'm on my run and I have an epiphany. I listen to a quote from Jim Rohn that changes my whole life.

Andrew: Okay.

Hal: It becomes the catalyst to transform things and leads to the morning that we're going to talk about faster than I ever thought possible. It's this quote, "Your level of success will seldom exceed your level of personal development."

So, Andrew, it hit me. We all want level ten success. I wanted level ten success in my business, my life, my finances. But, my level of personal development was at a two. That's the disconnect, I think, for most people is we want this, but we're not becoming the person that can easily create, and attract, and sustain the level of success that we want.

Andrew: Okay.

Hal: I ran home and I decided I've got to dedicate an hour a day to not just reading a book or doing a little this or that. I've got to research what are the most powerful personal development practices. Then, the challenge was when am I going to do them. I realized the only time that I had was if I were to wake up an hour earlier.

Andrew: Okay.

Hal: That would be 5:00 a.m., and I wasn't a morning person, though. I was like you.

I was an entrepreneur. I could wake up whenever I wanted to. I usually hit the snooze button three or four times, wasted the morning.

I decided if I wanted my life to be different I had to be willing to do something different first. Here was the life changer. That night I did the research. I thought okay, I've got six practices, which we'll talk about today that I identified as the six most powerful personal development practices.

Then, I decided I'd wake up in the morning. That night for the first time in six months of depression I was actually excited to wake up in the morning. I kind of felt like a kid on Christmas Eve.

Andrew: Okay.

Hal: The alarm went off. I work up at 5:00 a.m. Didn't hit the snooze button once. I went out in the living room and I did these six practices, ten minutes each. By 6:00 a.m. I went from being deeply depressed to being the most energized, inspired, optimistic, motivated, and clear than I had been in six months, maybe in my whole life.

I realized that was a gift I could give myself, that routine, every day. Within two months of doing that same process, which we'll teach today, I had more than doubled my income. I went from being in the worst shape of my life to training for and completing a 52 mile ultra marathon. My depression didn't take two months to go away. It was literally gone that morning.

It doesn't mean... The rest of my life didn't change. My life still sucked. I still had a bank account balance that was negative. I still had credit cards that were climbing. But, internally I changed, and that allowed me to turn everything around within two months. It happened so fast I started calling it the miracle morning. Now, there are tens of thousands of people around the world that are experiencing the same types of profound results.

Andrew: Okay. We're going to take this process that helped you. We're going to discuss it using this. These are the big points, right? The miracle morning part that you're talking about, the practice that you spent an hour on, that is the last point on the list, right? And that's where we're probably going to spend the most time.

Hal: We're saving the best for last, but we've got to handle the fundamentals. How do you get your butt out of bed when it's so tempting to keep hitting the snooze button?

Andrew: Okay. One of the things that we talked about is I said I want to be very up front with the audience and say I acknowledge that some people are going to think that this is a kindergarten topic. But, it's an important one for me to bring on here. Similarly, I would like to acknowledge that some of these just seem so basic that I know someone who's watching it is saying Andrew, why are you telling me to brush my teeth, I'm an entrepreneur.

I'll come back with those, and I'll ask you those - the same questions that they're

likely to ask. But, why don't we start one at a time here...

Hal: Yeah.

Andrew: ...with the very first one which is it doesn't start the day, the morning of. You're saying set your intentions before going to bed. How do I do that?

Hal: The idea is that a great morning always starts the night before.

Andrew: Okay.

Hal: And, if you think about it, think of a time in your life, like most people when the alarm clock goes off, it's like, "Oh gosh, I've got to get out of bed." Then you hit the snooze button. The average American wastes the morning. It's our most productive time.

And if you think about how it doesn't make sense because we're literally ... what are we telling the universe? We're telling the universe when the alarm clock goes off, no, no, universe, I'd rather lay here for nine more minutes than do something extraordinary with my morning, right? I'd rather be unconscious for nine more minutes.

So the idea is that when I was a kid on Christmas, that's the time in my life -- if you didn't celebrate Christmas, think of a vacation or your birthday or the first day of school. Andrew, was it hard to wake up in the morning?

Andrew: I don't remember them, but I do know what you mean.

Hal: [laughs]

Andrew: That there are times when I'm so ... like the first day of vacation I can get up very early or the day when we're driving, I can get up early.

Hal: Exactly. And here is the reason. Typically and this is the lesson, typically our first thought in the morning is the same as our last thought before bed. So if you go to bed thinking of all the things that you have to do today and feeling stressed or worrying about your problems. Or just thinking I'm only going to get six hours of sleep and my limit is I need eight to feel good.

So, therefore, I'm already telling myself I'm not going to feel good. I realize we can literally recreate that feeling of excitement to wake up every single day of our lives, but it's like anything. We have to consciously do it. So for me I go through a set of bedtime affirmations where before I go to bed I have it literally written out affirmation that says I'm getting however many hours of sleep that I'm getting ... if it's five, if it's four, if it's six, if it's eight.

I've experimented with this and done some research and found that we literally need as much sleep as we consciously choose to believe that we need. Obviously, does that mean an hour per night, probably not? But here I do know that if you do believe that you need eight hours and you're only going to get six, and you go to

bed thinking, "I'm going to feel exhausted in the morning?" How are you going to feel in the morning? You're going to feel exhausted. It's literally a self-fulfilling prophecy.

Andrew: Okay.

Hal: So, first and foremost, I set my intention by saying I am tonight getting five and a half hours of sleep, and my body is a miraculous organism and the mind/body connection is so powerful that I am choosing to wake up feeling energized, with clarity, motivation to wake up. And tomorrow I'm going to make it the best day of my life, of my business. You name it.

Andrew: Let me get this right. Frankly, I'm very good at waking up early in the morning. I have been, but what's happening to me over the last, I'd say, month or so I'm waking up at 6:00. I get up out of bed. I get my phone which is in the other room, and I bring it back into bed. And I say, "I'm just going to read for a little bit." Then I spend maybe an hour reading, like I did this morning. Maybe basically napping for half an hour, so I want to make sure to get this right.

You're telling me the night before I remind myself that however much sleep I get that's going to be enough. I believe that's true in my life within a certain limit obviously. A minute a night is not going to be enough, and ten hours is going to be too much. But somewhere in between there whatever happens I think I'm fine with six hours, maybe eight hours. So I can remind myself of that. That feels true to me. What else do you want me to say the night before?

Hal: Well, it's having clarity of purpose for the morning, right?

Andrew: Purpose, not the day but for the morning. What do you mean by purpose for the morning?

Hal: Well, and that's where the miracle morning comes into play. We'll kind of come back full circle, but the miracle morning, it may have six practices.

Andrew: Mm-hmm.

Hal: And when I Googled ... It was that night of depression, going for the run, and I Googled "best personal development practices", and I came up with a list of six that I kept cross referencing, Forbes.com, [??] .com, all these sites.

Andrew: Okay. I've got those here. We're going to show it to the audience later. So you're saying, just remind myself why it's exciting to do these things that I'll be doing in the morning like ...

Hal: Of why you're doing them. So for me it's about ... Again, we all want level ten success doing these things in the morning to become the level ten person that you need to be, to create level ten success in every area of your life. So ...

Andrew: I see. Remind myself not just how exciting it is to do these things, but also that I am going to become -- and I want to become -- that level ten person. Do I

have it right?

Hal: What's in it for you? Why are you not doing them? There it ends to me. Obviously, they can be very fulfilling in and of themselves, but what are you trying to achieve in your life? And here's the way to look at it is that everything that you want for your life, every goal that you want to achieve for your personal and professional life hinges on how the day goes. We can all agree with that, right? One day at a time.

And in order to maximize every day it's about maximizing the morning. Typically your morning is ... Steve Pavlina [SP] says it's the rudder of the day, like a rudder of a ship steers the ship. If you have an unfocused, unproductive, lethargic morning, that's the type of tone you're setting for your day. I know you know Eben Pagan.

Eben said that the first hour of the day is the most important because it sets our mindset and the context for the rest of the day. If you nail the first hour, you're setting yourself up to maximize every day. That's why going to bed, you want to have that clarify of what you're going to do in the morning for those reasons.

Andrew: I'm looking here at my notes, and in addition to the notes that I'm using to lead this conversation, I've got an image here for this session of a guy writing down. Do I have that there because you actually want us to write down our intentions somewhere?

Hal: You can journal before bed your intentions. For me, rather than write them out every night... I did that for a while. Then I thought, I've got enough clarity of what I want those to look like, I'm going to print them. If anybody wants to get my bedtime affirmations, I have a site, tmmbook.com, as in "The Miracle Morning." tmmbook.com. There's all sorts of bonuses from the book and one of them you can actually download. tmmbook.com.

Andrew: Got it. And so we can download that right here.

Hal: It has a bunch of affirmations and a bunch of other resources.

Andrew: tmmbook.com. All right. So for you, it's the same things every night. You're not thinking through every night what's my intention for the next day. It's you have a list of intentions, you just remind yourself of them by reading them. Let's go onto the next point then. Next point is this. Where is the big board? There is the big board right there. Next point is...

Hal: That is please move your alarm clock. I think this is probably, arguably, the number one cause of snoozing through your morning and wasting that productive time. Science has proven that our willpower is the strongest in the morning. It's like a cell phone battery. All day long, it gets drained. Physically, mentally and emotionally, it's the strongest in the morning.

Now, not for the first two minutes. Typically, the first two minutes, you've got to beat those first two minutes. That's when our willpower is the lowest, right? It's the strongest in the morning, but those first two minutes is what you've got to beat.

First and foremost, most people have their cell phone or their alarm clock within arm's reach. When the alarm clock goes off, what I call your wakeup motivation level on a scale of one to ten, it's probably a one or a two.

So if your decision on whether you're going to snooze and waste your morning, or you're going to wake up and be purposeful and productive hinges on the first 12 seconds of you being awake, you're almost always going to hit the snooze button. If you move the alarm clock across the room, and it sounds like this is something you already do, correct?

Andrew: I do. I actually put it in the kitchen and so I have to get up and go turn it off, walk a long way.

Hal: Mine is similar, but it's next to the door of my bedroom. For me, it forces me to get out of bed. That motion creates energy. Your wakeup motivation level goes from a one to a four, just by you having to be standing up, upright, walking to the door.

That in and of itself leads into the third step which is I've decided before bed, part of my bedtime affirmations, is setting the intention that when the alarm goes off, it doesn't matter how I feel in that moment. I am committed to walking from my phone, my alarm clock, to the bathroom, to go brush my teeth and wash my face. That literally takes a minute or two.

But by then, my wakeup motivation level's around a five or a six, maybe even a seven. It's very easy to make the decision to stay awake. It takes very little willpower to stay awake at that point seconds after the alarm went off.

Andrew: Do you recommend something like this alarm clock that will roll away from you as it goes off. Or can it be any alarm clock?

Hal: That's funny. I just had a lunch today and she told me to get Clocky. I think that's Clocky.

Andrew: That's the alarm that jumps off your side table, and then you have to chase it to turn it off. That's kind of a fun thing. It'll work, but also if we just keep that alarm at a distance so we can't instinctively hit its snooze, it will help us. And then as you are saying, the next step is to get up and brush your teeth. This is the part that I said are we really telling the audience to go brush their teeth. They're adults. Tell me again why that's so important, why brushing our teeth is the answer.

Hal: Here's why. It's exactly what you're talking about. Because it is so easy to do. When the alarm goes off, you think, oh my gosh, I got to wake up for the whole day? I don't have enough energy to wake up. That's overwhelming trying to project into your entire day. But, wait a minute. Do you have enough energy to walk over and brush your teeth? It's very easy.

Once you're finished with it, your wakeup motivation level, think of it this way. If you started at a one on a scale of one to ten when you wake up in the morning when



the alarm goes off, every minute you're awake, you go up one or two notches. That's why brushing your teeth is one of the steps because it's so easy. The first thing you should do when the alarm goes off should be extraordinarily easy for your mind to wrap your head around.

Andrew: I see. If you tell me to get up and start reading or start writing or make a phone call, I can't do it. I'm not waking up. I need a small step to waking up.

Hal: [??] Yeah. When you're exhausted, so ...

Andrew: What about this? I hear that you're a big fan of this, of Listerine.

Hal: That is a bonus tip that you're giving. If when you're brushing your teeth if you use Listerine, it will take your wakeup motivation level from a three or two or whatever it's at to like a 12 in a matter of seconds. So I used to do that when I had trouble waking up.

That was something I did every morning when I first started this process. You want to use every trick in the book to make it. If you're really struggling to get out of bed in the morning, use every trick in the book to make it easy.

This is a great trick. Force yourself. Set your timer when you gargle with Listerine for 20-30 seconds, you'll be wide awake when it's over.

Andrew: All right. It is a very fiery feeling, not drink, but mouthwash, yes. It will wake me up. All right. On to the next point. Drink a full glass of water. Why water?

Hal: This is something that they should teach us in school, but I didn't learn it. I learned it from Eben Pagan, and something that it's not common. I've been doing a lot of television interviews, Andrew, and it's so funny that when I do television interviews, this is like the single most talked about point.

People go, "Tell me about this." Here's the thing. In the morning we are dehydrated by default, right? We haven't drinking water for six, seven hours so we're dehydrated by default. And sometime you can even do this before brushing your teeth, right? Depending on if you're okay with it. Some of us are grossed out by that. Sometimes for me I'll just grab a glass of water, but the first thing in the morning within being awake for a minute or two I down a full glass of water to get hydrated because dehydration equals fatigue.

So in the morning sometimes when you can't get yourself going and you think you're tired, you're really dehydrated. So one of the first things you should do is drink a full glass of water, and then I go to my fridge and I fill it up. And I usually drink the second half, and I get ready to keep drinking. Most people go from waking up to coffee. Coffee is a diuretic. It, therefore, makes you further dehydrated which then creates fatigue throughout the rest of your day.

Andrew: Can I have water and coffee? Are you up for that?

Hal: Yes, that's actually why the TV people like it because my point is don't drink

coffee first thing in the morning, and they get all up in arms, "Whoa, whoa, we all drink coffee." Yet, I drink a full glass of water. And then I walk over to the coffeemaker, and I make a full cup of coffee, and I do both.

Andrew: All right. Fair enough. I do love my coffee, especially if I get really good coffee beans, and I grind them. I don't have the patience to do it, but when I have it done right I do wake up more. All right. So drink a full glass of water. Here's the last one that I was a little nervous of. I told you before we started. Get dressed.

Hal: [laughs]

Andrew: Why is this a point worth putting in?

Hal: Here's why. It should actually say get dressed in your workout clothes.

Andrew: In your workout clothes? All right. I could type that in.

Hal: [??] Now we're talking.

Andrew: Boom.

Hal: These are my thoughts. The benefits of morning exercise have been proven, right? It goes back to that run when I was depressed where I got more clarity in two minutes of running than in six months of trying to push my way through my problems. So morning exercise is so important to get your adrenalin going and your oxygen and the blood flow and all of that, the endorphins.

Andrew: Mm-hmm.

Hal: Here's the deal. Some people will take a shower first thing in the morning to try to wake themselves up, and the only reason that I don't think that's the best idea is I always say you have to earn your morning shower by breaking a sweat.

Andrew: Okay.

Hal: Right? Earn your morning shower by breaking a sweat. When I get dressed in the morning it's in my workout clothes, and that includes my shoes which decreases the odds of me getting back into bed. There's something about getting dressed in your workout clothes and heading out the door. That's not a step that's in writing, but it really should be a step. Get out of your bedroom as fast as possible.

I always grab my workout clothes, and I leave the bedroom to go get dressed in it. And here's why. It's like if you were a smoker trying to quit smoking cigarettes, and you're sitting in a room with a pack of cigarettes right there. They look so tempting. And that's what it is for a person that .. in the morning for all of us I call us snooze-a-holics, right?

If the bed is there and we can see it, it's just too tempting to be pulled back in. And maybe you would think, "I'll just lay back down for a second" and then 30 minutes, an hour goes by. You wasted all that time.

Andrew: All right.

Hal: So that's the five step strategy to waking up easy. That's why the steps are easy, not hard to do.

Andrew: All right. You're a friend. So I hope you won't call me a woosy or think about this in a woosy way, but I got to be open. What about cuddle time in the morning with your woman? You're a married man. I love that. What do I do?

Hal: That's a great question. And I've heard often spouses or boyfriends and girlfriends are like the biggest deterrent from morning productivity like I just want to sit there and cuddle. Well, here's the deal. The miracle morning-- you know, I wake up every day, Andrew, at 3:30 in the morning, seven days a week. Most people don't do that, I always want to be like give a disclaimer - the miracle morning isn't waking up at 3:30 in the morning.

However, it is waking up earlier than you have to be up. And what I mean by that is this. Most people, if you think about it, why do they wake up in the morning? They wait to wake up until they have to wake up. They have to be somewhere, do something, answer to someone, take care of someone else, right?

And it goes back to that whole dis-empowering start to your day which is like, the alarm clock goes off and you're starting your day with procrastination. Right? It's your first opportunity, the first opportunity that the day that life gifts you with, to show that you have the discipline, commitment, and resolve to creating the life that you want, the next level.

So here's the idea. Whatever time you wake up right now, if you wake up at 6:00 a.m. right now, which is when I started I woke up at 6:00 because I had to get ready for work. So I bumped it up to 5:00. Whenever you wake up, back it up an hour, that's when you're going to wake up your miracle morning.

And it goes back to earning your shower by breaking a sweat, earn your cuddle time with a morning that moves you closer to the goals, the highest goals that you have in your life, that will take you to the next level. An hour dedicated to becoming the person that you need to be to create those goals. Man, that's snuggle time will feel a lot better, Andrew, when you feel like you've earned it. You'll go crawling to bed to pick up your wife--

Andrew: So you're saying, come back later on?

Hal: You what?

Andrew: You're saying come back later on and have that time? Ah, okay. So wake up, exercise, earn my shower, earn my cuddle time.

Hal: Yeah. They're still sleeping. They're not on the miracle morning schedule yet.

Andrew: Alright. You know what, I'm actually-- I don't think we need this visual, but I

need it, so I'm going to put it up here for everyone, just the shoes. I do get dressed in my running clothes which I have available the night before. I don't put my shoes on and you're right - once I get my shoes on I'm not going back into bed. And so sometimes that visual gets imprinted in our heads, and it leads us to actually do what the visual is there for. I'm going to put it up there. I'll try that.

Hal: Yeah and so it is-- I want to go back. I mentioned that it should be a bonus that we don't have in there which is to leave the bedroom. I'm actually thinking in my head, you know, I have a master bedroom with a bath room attached to it. It's all one giant room. And I don't brush my teeth in my own bathroom except at night.

And I don't because I know it's tempting to go back in bed. So I get my alarm clock, my phone, my Iphone is sitting next to my bedroom door, and I've already visualized the night before, I've set my intentions, that when my alarm goes off, no matter how I feel, I will literally-- it's almost like one swoop. I go, I pick it up, and I just keeping going out my bedroom door, I don't even stop.

I keep the momentum, no matter how I feel, no matter if I feel tired or fatigued, I walk out and I go straight to our guest bathroom, that's where I brush my teeth because there's no bed to tempt me to crawl back into it. And my workout clothes are already set there for the morning. I set it all out the night before. Again, a great morning starts with your preparation before you go to bed.

Andrew: You did coin the word snooze-a-holic and it's such a good description of what it is. We're addicted to the snooze, and you're right, unless we get it out of our way, we're more likely to get back into it. Alright, I think we're ready to go on to the next point, right?

Hal: Yeah, I have to share a quick quote with you, from one of my favorite stand-up comediennes about snoozing, Demetrius Martin. He said, "Hitting the snooze button in the morning doesn't even make sense. It's like saying I hate waking up in the morning, so I do it over and over and over again." So I just think that there's a lot of truth to that statement as funny as it is.

Andrew: All right, on to the next point. Actually, you know what? Let me show you something here. This is the way that I do it. Here's my backpack, I run into work and my work clothes are in the back pack, but this is something I'm especially proud that I do and I never showed it to anyone, but I'm going to show it to you right now.

Alright, when I'm done, all here, this is stinky but you guys are not watching... uh, I'm not using smell-o-vision. [chuckle] So my running clothes are right in here - like that, my socks, my shirt, my pants, it's all right in there. When I'm done with it, it goes in the laundry with this, and it gets cleaned and then when I take it out, it just comes in this bag. In the morning,

I don't have the attention to go and find the right socks, to find the right running clothes, to find any of it, and to have all mixed up together. I just grab one of these bags the night before. I put it in the back room, and that way as soon as I get up I pass by and I can get dressed in this.

Hal: Nice.

Andrew: All right.

Hal: I love it. That's great. You want to make it as easy for you as possible, right? That's why my glass of water is already set by my toothbrush. My running clothes are already there. It's just as easy as you can make it. So I love that, Andrew, because you're just using little ... you're packing, waking up in the morning, packing getting your clothes ready.

Andrew: I've been doing this now for years, and at first my wife laughed at me for doing this because, "What are you now getting so anal that you're starting to pack like a lunch pack?" It helps so much, and now even she can see the power of it. Then it goes into a plastic bag like this into a bag until it gets back into the laundry.

All right. On to the next big point here. This is the one that I've been waiting to talk about, dive into the miracle morning. I've got what the miracle morning is. That's the screenshot. You tell me when you want me to show it. Maybe you just start by explaining it.

Hal: Yeah. So just a quick back story. So when I went home from that run and had an epiphany that I needed to dedicate time every day to become the person I needed to create, the life that I wanted. So that was the epiphany. And then I realized I have no time to do it except in the morning.

And the more research I did I found that early rising was one of the commonalities between a lot of highly successful people. Again, I wasn't a morning person, but I thought it was actually funny because I'm looking at my schedule. I'm looking at 5 a.m. as the only time that there looks like really time for me to do this. I'm booked the rest of the day.

And I remember thinking I was resisting it. I'm not going to get up at 5 a.m. Who gets up at 5 a.m.? And I heard my mentor's voice in my head, "Kevin Bracey [SP], if you want your life to be different, you have to be willing to do something different first. And I just thought, "Damn it, Kevin, you're right." And I committed to it.

Well, the second thing was once I Googled all of those practices I was actually, Andrew, I was very disappointed because I had put into Google "best personal development practices." Remember Jim Rome's [SP] quote, "Your level of success will never exceed your level of personal development." So I was looking for the best practices that would have the biggest, most profound impact.

And the reason I was disappointed is none of them were new to me. None of them were revolutionary. I heard of all six of them. And so I'm looking for a silver bullet. I'm looking for a magic pill and something I've never heard of.

And then it occurred to me. Two things occurred to me. Number one, I've never done any of these consistently. It's not what you know, it's what you do. So that was the first epiphany, and then the second thing is "and huh". It seems that most of the successful people in the world in business, in all areas, they do these things. That's

what my research has shown. It was quoting people up here, right? Will Smith, where's my affirmations? Oprah Winfrey, big on meditation. Anthony Robbins, the same thing with affirmations.

So here were the six practices, medication.

Andrew: Got it. I'll bring it up on the screen.

Hal: So the first practice is silence.

Andrew: Mm-hmm.

Hal: Call these the lifesavers, by the way. This was with the help of a thesaurus because my vocabulary is not that impressive. I had to get the thesaurus's help, but these are the six practices. "S" is for silence, right? Meditation, prayer, deep breathing, or a combination of both.

The "A" is for affirmations. The "V" is for visualization, exercise, reading, and scribing. Scribing is a fancy word for writing, right? So that can be your journaling practice. That can be clarifying your priorities for the day or writing out your goals or writing what you're grateful for, right? Scribing incorporates all of that. I always say magic happens when you put pen to paper. Write magic happens. It forces you to articulate your thinking in a way enough to where you can write it out, right?

So the six practices, as I identified those, then I was debating. Which of these are better than the other? Like, which one should I do, or maybe I'll combine two of them. So, again, I'm on Google. I'm on Forbes.com. I'm reading articles about CEOs that meditate. I'm reading articles about the power of journaling. And I'm trying to debate the best one. It just hits me. Wait a minute.

What if I did all six of these practices over the course of an hour, ten minutes each. It would be like personal development on steroids or turbocharged.

Andrew: Mm-hmm.

Hal: So the next morning I woke up and keep in mind, Andrew, I didn't know how to do most of these. My computer was open the night before. Remember, prepare the night before, right? So I had Googled the night before. I had like six internet windows open. I googled, "how to meditate." I googled, "how to visualize." I googled, "how to journal effectively." And I literally fumbled through it my first day. But the silence, I felt so calm. And so at peace.

Andrew: Break it down for me. So, silence is for you. Is it prayer? Are we talking about meditation? What are we talking about? Let's bring it up.

Hal: For me it's a combination of both.

Andrew: Okay.

Hal: For the first day it was just meditation, because that was a new thing for me,

and again, I wanted something new. So I was trying to meditate. Now I do a combination of meditation and prayer. And a lot of times I will combine these, so sometimes I'll be doing stretching while I'll be doing my meditation or prayer. One thing is after you do the miracle morning for a while, after your first 30-60 days, you'll start to get bored. You'll start to go, "Okay, I'm doing the same thing every day."

So I always encourage you. The beauty of this model, the lifesavers... And by the way, let me just say I love the acronym because I really believe that these are the six practices that if you do them every day they literally are lifesavers. They will save you from a life of unfulfilled potential. These will allow you to maximize your potential. And so, for me, the six practices, doing each of them, there's unique benefits for all six.

Andrew: Okay.

Hal: Andrew, I was just about to say something and I forgot what it was.

Andrew: We were going to talk about how you do that. When you're talking about silence... Go ahead. And then I want to take each one and get some ideas from you about how I should do it and how you do it. Go on.

Hal: So it was about getting bored. That's what I was talking about. So for me, the beauty of the lifesavers is there are infinite practices for each one. So if you Google "meditation," you'll find there's all different kinds of meditation. In fact, my favorite new meditation is from Michael Ellsberg. It's called Immersive Awareness, and it's really neat. It's the opposite of most meditations. I always say I suck at meditation. It was hard for me to really... I'd never call myself a master. I got good at it. You know, decent.

But Immersive Awareness, instead of focusing on one thought or just your breath, it's actually bringing in every one of your senses simultaneously, doing it in layers. So first, you focus on your breath. Then you focus on your body WHILE focusing on your breath. It takes practice.

Then you focus on the sensations like touch and the air, the warmth, the coolness. Then you focus on every sound. All the ambient sounds around you. Then, you actually invite your thoughts in and focus on your thoughts.

And it takes practice like any meditation, but you actually work on doing them all simultaneously. And when you first do this, it feels like a symphony where everyone is playing a different tune. And then you slowly start to be able to do it. I've just been doing it for a couple of weeks, but I really think it's my favorite form of meditation.

Andrew: Okay. So we can switch it up, but you just want us to take that time in the morning. Why? What's the benefit of me sitting in the morning, when I'm tired, instead of going back to sleep for another five minutes, sitting in quiet for five minutes or noticing my different parts of my body for five minutes?

Hal: It's hard to... I mean, I guess I can explain it, but until you do it... It became my

favorite part of the miracle morning. When you're meditating and totally silent... When you learn how to meditate... You're not going to be good at first. But once you do it, you enter a realm of consciousness that you don't ever visit when you're going through your day- to-day life.

To me, it's the essence of "be." Normally, every day you're living, you're doing, you're accomplishing, you're moving. But when you meditate, you go inside and realize, "this is who I really am." I'm not my job. I'm not my to-do list. I'm not the commute to work. This is who I am. And it's one of the most calming, centering things.

There's a great article, I think on Forbes, called Fortune 500 CEO's that Meditate, or that Swear by Meditation. It was years ago. But you find that there's this whole list of some of the most famous CEO's that swear by meditation. And I'll tell you...

Here is all I have to say on this. This is the end of the argument. Oprah Winfrey... if it's good enough for Oprah, right? She believed so strongly in meditation, that she brought experts in, I think it was Transcendental Meditation, which is one form, to teach her entire staff at Harpo, all 300 employees, during the time she had the Oprah show.

They all went through intensive training on how to use meditation because she believed it increased your clarity, your ability to focus, it gave you peace of mind, it lowered your stress. There are just so many benefits, and most people don't start the day in silence.

Andrew: Okay.

Hal: They hit the snooze button until the last minute. Then, they're rushed, they're chaotic. There's no time to get clarity or get centered or calm. It's really the opposite of silence. It's more like chaos for most people.

Andrew: All right. I want to go to the next point.

But, I'll tell you for me one of the benefits of meditating is that it allows me to focus throughout my day. Earlier in the conversation I don't know if people noticed, but I just showed a blank screen by accident. In the past my mind would just go to why did I do the blank screen, how do I fix it next time, instead of just bringing it right back to the conversation with you.

I wouldn't be able to stay focused on what I want to do and avoid all those little side distractions that might come into my mind or might be surrounding me here in my office or here as part of my computer issues.

Meditating allowed me to learn to focus, and I do it in the morning as prep for being able to do it later in the day. That's my benefit. I understand what you're talking about here.

Let's go on to the next big point, affirmations. I'm not so sure I believe in affirmations. Why do you want us to do affirmations?



Hal: Affirmations are arguably my... Meditation was my favorite for a while, but affirmations have consistently been, to me, the most powerful part of the miracle morning. Let me tell you this. I was skeptical about affirmations. I believe it was the book 'Think and Grow Rich' which was the book I was reading...

Andrew: Yes.

Hal: ...when I started my miracle morning. It was the first book I read. I learned about affirmations.

I decided to test. Kind of being skeptical, I decided to challenge the notion that affirmations would work. The way I did that, Andrew, is I asked myself. I thought what is the most limiting belief that I have. I don't mean the most limiting belief in terms of what limits me the most. I mean what's the strongest limiting belief that's really rooted with evidence that backs it up to where I really buy into that belief and my thoughts, my words, and my actions are very much in alignment with that belief.

For me it was I have a horrible memory. As you know, when I was 20 I was hit head on by a drunk driver. I died for six minutes. My brain was smashed. I suffered permanent brain damage. It was so bad in the hospital...

Okay, there are pictures of the accident.

Andrew: I'll bring it up a little closer.

Hal: It was so bad in the hospital that, Andrew, you could've visited with me for two hours, then gone to go get lunch and come back, and I would've had no memory of you being with me for two hours. I would've started talking to you like I hadn't seen you in years.

Because it was that bad it healed very slowly and very gradually. I had a deep rooted belief that I have a horrible memory. Any time anyone said Hal will you remember to call me tomorrow, or will you remind me of this anything that involved memory, my immediate response was you know what, I apologize. I would, but I have brain damage and I just don't have a good short term memory.

Andrew: I see, and if you keep saying that to yourself and to other people you are reinforcing that belief. Then, you start expressing that belief by not remembering things that you should, by not remembering things that it turns out you mentally have the capability to do it.

So, by affirming to yourself over and over I do have this memory you were able to remember the truth and act on the truth as opposed to acting on that lie that you were starting to tell yourself.

Hal: Yeah, I created that affirmation. It didn't say I have a good memory, by the way. That's an important distinction. If you write an affirmation that says I am blank, and you don't believe you're that yet, you're going to call "BS" on it every time.

Andrew: Okay, so how did you do it?

Hal: My affirmation didn't say I have a great memory, because I didn't. It said I believe that my brain is a miraculous organism. It's a brilliant organism, and it has the capability of regenerating cells and healing itself. And, I believe in the power of beliefs. So, I choose to believe that my memory's going to get better every day, and I'm going to focus on telling myself that it's better until I have the best memory of anyone I know.

Andrew: Got you. And so you went back to your truth. You wrote that down and you repeated it over and over as opposed to just taking something that you don't yet believe in.

Go ahead. You were going to say something.

Hal: And a month and a half later... It was amazing. A month and a half of reading this every day during my miracle morning, and my good friend Jeremy... We were on the phone. He said Hal, will you remind me tomorrow morning to do blank. I forgot what he asked me to remind him, but, will you remind me to do blank. I said yeah, sure, what time. He said 8:30. I said all right, yeah, no problem, I'll remind you. I hung up.

All of a sudden I went whoa. That's the first time in nine years that I've ever said yeah, no problem - I didn't even write it down - without even writing it down. I realized wow affirmations work magic. Because that was at a subconscious level that I... My memory had improved, and I believed that it had improved.

From there it was like I started applying affirmations to anything in my life, any limiting belief, any area where I wasn't focused on the right thing, reminding me what I needed to focus on, reminding me what was important, what I was committed to. Affirmations, for me, have been, I think, the biggest game changer.

Andrew: Let me show you something that I've been noticing as we've been talking. Let me see if I can do that here. Boom, boom, oh yeah I can do it.

Here, check this out, guys. It's for the audience. Look at that. I'm going to zoom in kind of awkwardly here.

You know, one of the things I like about you is your attention to detail. You didn't just turn the right lighting on or light on. You got one of these professional light setups that I'm seeing reflected in your computer as we talk, the kind with the umbrella, the kind that actually makes people look good. I love your attention to detail.

Hal: Hey, dude, you're the king of this, Andrew. I'm following your lead, my friend.

Andrew: It's impressive. All right, onto the next point here, because we have a bunch more to do and very little time left. Next is visualization. How do you visualize? What do you do?

Hal: Here real quick, I believe that visualization is very incomplete in the way that it's taught by most experts. Most experts teach you to visualize the end result. See yourself having already achieved what it is that you want so that you start to believe that it's true. Because now you've seen it it becomes real to you. Then, you're more motivated to work toward it.

I believe that that is the first half of visualization. But, the piece that most people leave out is... I always spend half of the time, a few minutes visualizing the end result, and then I immediately ask myself what do I need to do today to ensure that I am on pace to create my long term vision. Then, I actually close my eyes and visualize myself doing whatever that is. I see myself smiling, enjoying it, looking determined, looking confident, whatever it needs to be.

When I was writing 'The Miracle Morning' I visualized every morning. First, I would see people reading the book. I would see them smiling. I would see them having epiphanies. I would see them sharing it with their friends. That got me excited.

Then, though, to overcome my writers block and my fear of the activity that was necessary, I would close my eyes and I would imagine myself on the computer. I would see myself typing. I would see my face as if I was looking at myself. I would see my eyes opened wide. I would see... The words were flowing. The ideas were flowing. And, it would be to the point where I couldn't wait to just open my eyes and do the thing that I needed to do to create the vision that I wanted.

So, visualization for me is a two part process - the long term vision and then the immediate action that's necessary and seeing yourself doing the action with ease.

Andrew: All right. Next one is we talked about exercising, so why don't we jump into reading. What do we read?

Hal: Reading is...

Andrew: It's not the stuff that I've been reading this morning.

Hal: If I can give any advance tip on reading it's that when you read, to read... Here's how I read a book. I read a book that's obviously not 'Harry Potter' or '50 Shades of Gray.' You know, pick a book that's going to be relevant to where you want to go right now in your life.

I underline. I circle. I write in the margins. Then, once I'm done reading a book - it might take me a week, or two weeks, or a month - then I go back. Repetition, I believe, is one of the most important. It's the key to mastery. I go back and I re-read the entire book only based on my underlines and my highlights. I just underline and highlight anything that I want to re-read.

When I do it I have my planner with me. My schedule is with me. As I'm reading I am taking notes and I'm looking for actions. Once I identify an action then I write it down and I clarify the most important action from the book so that I can actually take it and put it into practice.

Andrew: I see. That is very helpful. I like one of the things that you say in the book. I'm going to read directly from the book so people can see me as I read the book. It's on my monitor right here. You say, "Look at it this way. If you read just ten pages a day, that'll average 3,650 pages a year which equates to approximately eighteen 200 page books. Just from a few minutes a day."

Hal: Yeah. We have that excuse a lot of times at night like I'm too tired, I don't have time. The reality is anyone has time to read ten pages a day. It's an extra 10 minutes, or if you're a slow reader 20 minutes. But, it really is a game changer. It really is a game changer.

Andrew: All right, final point is scribing, which is writing. What do we write for five minutes? You said earlier it's what we have planned for the day. But, you don't mean a to-do list, do you?

Hal: No. For me it's typically simple. It's what am I grateful for and what do I need to do today to move closer to my most important goals for the year. That's it. And I usually try to narrow it down to one thing. What's the one thing? I'll make a list of usually like three to six. And then I go okay of these six, what's the number one thing?

There's a great book I recently read called "The One Thing." I don't know if you read that yet. It's a good book by Gary Keller. But it's about; you know clarifying your one thing. Always getting clear on, okay, of all the things I'm working on this year, my goals. What's the one that matters the most? And of all my priorities for the day, what's the one that matters the most.

And then I immediately describe it as how I end my miracle morning. So I usually will immediately have clarity on what the most important thing for me to do that day and it's the first thing I do when I hit work.

Andrew: All right. The book is called miracle morning and if people want to check it out they can go to [www.miraclemorning.com](http://www.miraclemorning.com). And, I said earlier one chapter, but you're giving away two free chapters, video training and more on the site. They just have to go to [www.miraclemorning.com](http://www.miraclemorning.com). Why are we even giving them free chapters? Why don't we just tell them to go get the Kindle book? It's only \$9.97.

Hal: I know I've had a lot of people who have interviewed me that have read the book and they go, 'Hal, no!' or they go tell people don't go get the free chapters. Just go buy the book.

Andrew: Just go get the book. I mean who's sitting there and trying to decide like if the first two chapters going to get it for me. But the third maybe, I don't know.

Hal: Yeah. I always say in these interviews you never know who is watching money. Money is extraordinary tight right now. And that's why I was saying if you are ready to change your life this literally can be the one thing that changes everything. And if you don't believe me go read the 225 5 star reviews on Amazon; saying they've quit smoking, they double their income, they've lost weight.

Andrew: [cheers], my friend, 266. Oh, wait you're counting the 5 stars. Yes, 228 five star reviews. That's pretty good. I think I may have understated.

Hal: Two hundred sixty-six; an average of 4.8 out of 5 stars.

Andrew: That is impressive. Especially, because I know the people Amazon like to tear some books down. Nicely, done.

Hal: Thank you.

Andrew: Congratulations on all the success. Thank you so much for walking through this with us. Everyone else if you are out there, and you're using this please let me and Hal know. We're rooting for you and we'd like to hear as you progress. Hal thanks so much.

Hal: Hey thanks, Andrew. It's always a pleasure.

Andrew: Same here. Thank you all for being a part of it. Bye, everyone.