

Ian Berry's Rituals (routines/standards)

Daily

Gratitude - before I do anything else write down who and what I'm grateful for. **Meditate. Appreciation and Attitude** - maintain "attitude of gratitude" and core appreciation of myself regardless of what happens or doesn't happen. **Exercise** - take a brisk 30 minute walk am and undertake exercise regime pm. Gym twice a week. **Family time** - ensure such is a priority. **Relaxation** - take time out to relax after working in 90 minute focused bursts. **Just sit and think or just sit time** - without smart phone. **Write** 500 words minimum. **Eat** a healthy diet based primarily on vegetables and fruit 5 days a week. Fast regularly.

Weekly

Play at least one round of golf, work in the garden or around home, or do some different physical activity. Turn my phone off while doing so. **Enjoy** at least 1 family member and/or friend "event". **Invest** in "deep work" improving my conversation, questioning, listening, facilitation and writing skills. **Post** 3 blogs and share with prospects, clients and/or colleagues I feel would benefit. Make one blog a podcast every Friday (February - November) **Telephone** or Zoom with at least one person ready to do business or refer me to someone who is (40 weeks of the year).

Monthly

Client work - 2 days per week; 96 days maximum p.a. preferably not Monday's or Friday's. **Meet** with three prospective clients (February - November). **Host an online conversation** every first Monday February through November and an in person event in Ballarat, Geelong or Melbourne in these months. **Upload** a teaching video on one of my key concepts or **Interview** someone for video upload.

Quarterly

Publish a work i.e. ebook, tool, technique, template, checklist, video series, workbook, book whatever, and add to <http://www.ianberry.biz/complimentary-resources/> **Add a book to Amazon via Tablo or similar. until I have a dozen up.**

Yearly

12 weeks holiday as "mini-retirements", scheduled in advance. Visit in person with children and grandchildren at least twice.

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Following our rituals/routines or sustaining standards leads to living a remarkable life, and doing work that is meaningful for us and highly valuable for others. HT to Derek Mills http://blog.ianberry.biz/2012/10/are-you-focused-on-goals-or-standards_15.html

"Consider the postage stamp: its usefulness consists in the ability of sticking to one thing until it gets done." Josh Billings, 19th century humourist