

ABT Mod 01.07 – Setting Up Your Journal

Okay, let's get into the details of Ten Minutes Before Bedtime.

You probably have already figured out that this exercise involves using a journal. You can use any type of journal you like for this exercise and you can even just use a regular spiral bound notebook, but do have an exclusive notebook or journal that you use solely for this exercise.

You can use Ten Minutes Before Bedtime for many types of goals, but for the sake of this business training, we're going to use it to increase your income.

Before you actually start using your journal, there are several steps necessary to setting up your journal and preparing it for the exercise.

Step One: Arrive at your yearly income goal.

Decide what you would like to make as a yearly income. When I learned this exercise, I was told that I could pick any income **up to double** my current income as a **yearly goal**.

Many industries are focused on monthly attainment and so I've learned in working with people at The Mind Aware that if you choose to pick a monthly income goal instead of a yearly goal, it should be no more than 10-20% higher than your current monthly income.

I know that sounds low to many people, but when we choose a small incremental change, it happens FAST and then we can move it up another 10-20%.

Step Two: Write a Contract at the Beginning of Your Journal

Write your contract on the first page of your journal. You will write this contract once. When you are done reaching your goal, you will write a new contract. Here is a sample contract:

I _____, on this _____ day of _____, 201_ will rewrite my unconscious mind script to arrive at a yearly income of \$ _____ (your income goal).

I will arrive at this amount quickly and easily because I am doing my Ten Minutes Before Bedtime journal consistently, consciously, and successfully.

Sign this contract at the bottom. Contracts and signatures are powerful symbolic language for the unconscious mind to absorb.

If you choose to do a monthly income goal, then just change the contract accordingly.

Step Three: Decide what qualifies as a Prosperity Event.

On the next page of the notebook, after your contract, you're going to make a list of Prosperity Events. Prosperity Events are activities that take you closer to your goal.

I'll explain how you use these Prosperity Events later, but just know right now that you're going to make a list of all of the types of activities that directly help you to attain your income goal.

Here are some examples of Prosperity Events that might be on your list.

- Calling my past customers
- Having a sales appointment
- Doing a group presentation
- Attending a networking event
- Attending a company meeting
- Working at a trade show
- Holding a web presentation or webinar
- Creating a promotion for my customers
- And of course . . . doing my Ten Minutes Before Bedtime journal

These are all activities that would move your business forward and directly impact your income. Notice that I didn't put "filing" on this list. Filing doesn't directly impact your income and so it's not a Prosperity Event.

So make a list on page after your contract of your Prosperity Events. As you do your journal on a daily basis, you will very likely think of things to add to your list, but just try to be comprehensive and add activities that you know would produce income and generate prosperity in your life.

Step Four: Decide what qualifies as a Value Event.

Next, on the page after your list of Prosperity Events, make a list of Value Events. Value Events are activities that are not necessarily work related, but are activities that bring happiness to you and add value to your life.

Examples for this list:

Have a date night with my partner
Spend quality time with my kids
Eat healthy food for an entire day
Stretch for 20 minutes
Do yoga or workout
Drink eight glasses of water in a day
Study an instrument or a language
Take a class – community education or college
Take time for a hobby
Meditate or practice quiet time in some form

Ideally you are looking to do things that aren't normal habits for you. For example, if you are already jogging every day, this adds great value to your life and there will be time to appreciate this habit in your journal, but for the Value Event list at the beginning of your journal, try to think of things that you'd like to ADD to your life ... things you aren't already doing or things that you'd like to be doing more consistently.

And remember, in both categories, you are looking for activities that move you forward.

These are the four steps you need to take to set up your journal and next I'll explain how to use your journal on a day-to-day basis.