

Josh's Many Ventures

Develop yourself.

3 Day Course: Increase your success rate.

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WELCOME TO OUR SUCCESS COURSE

Hey there. These next 3 days, we hope to share 3 steps you can take to up your success rate for the business you're building. In theory, the concepts we walk through are simple, yet challenging to apply.

Whether you're newly starting your business or have been building a business while working a full-time job, this course will help you move one step closer to being your own boss.

We've actually seen dozens of companies go from \$0 per month in sales to +\$20,000 by using the steps in this course. I want to caution you there was a TON of work these entrepreneurs took to get to where they are. Almost 100% of the time, upfront effort was required with no guaranteed results. Sometimes it's going to take weeks. Sometimes it takes months. Sometimes it takes years! However long it may take, don't give up! Persevere and fight for your dreams.

We built this course because we know how freaking hard it is to build a business with personal life (e.g. kids, family, work). For me, we just had our first baby and it's been an absolute delight. But also, disastrous. As an entrepreneur, I've signed up to put in hours on nights and weekends to push my business forward. This course is going to help you think, plan, and work towards making this entrepreneur life effortless and seamless.

If you're thinking, "is it worth it?" we are here to tell you it totally is.

At the end of these 3 days, you'll have the right tools to align your personal life so you can give your business the chance to succeed. Let's take a deep breath, inhale courage, exhale fear. Focus on what's in front of you and get ready to dive deep. This course is about to change your game.

Let's get it,

Josh



3 Easy tips to increase the success rate of your business

There is one principle in increasing success many people fail to practice. That is simply **MEASURING YOUR EFFORTS.**

In my middle school pre-algebra class, I remember my teacher Ms. Park writing this concept of inputs and outputs on the whiteboard. She drew a funnel sideways with inputs on one end and outputs on the other end. The funnel was the math formula. She said depending on your input, you can receive a predictable output. Fast forward 15 years... I see the importance of this concept and learned to apply it to every aspect of business.

In an online business, there are levers you can pull to generate more sales, increase traffic, and so forth. Although sales are what the majority of people **ATTRIBUTE** to success, sales are typically the **RESULT** of the work that comes when there are no sales.

In this course, we'll be highlighting the levers you can pull to increase the efficiency of your work, which will ultimately drive towards the success rate of your business.

Let's look at the habits of highly successful people (e.g. professional athletes, high performers, community leaders).

How do these individuals become successful? How do they stay on top of their game?

A core aspect of it comes down to **MEASURING YOUR EFFORTS.**

In order to increase the success rate of your business, you **MUST** track and measure your efforts.

You might be asking why or what to measure?

Let's go back to Ms. Park and her concept of inputs to outputs.

Let's say an **input** to business success is quality time put into the business to work on productive tasks.

The **formula** is your business success rate.

The **output** is the result.

3 Easy tips to increase the success rate of your business

$$\text{Probability for Success} = .01 * X$$

(where X is the number of hours)

This formula says for every hour you put into your business, you increase your success rate by 1%. Now this is not a perfect formula by any means, however the representation stays true where the more hours you put into your business, the more likely you will be successful.

Over the next 3 days, we'll begin to track and **MEASURE YOUR EFFORTS** using 3 methods:



1. Tracking your habits



2. Planning your ideal week



3. Staying productive after work

After you finish this course, you will have the right tools to track and **MEASURE YOUR EFFORTS**, which will increase your business success rate.



Day 1

Track your habits

In this first exercise, we are going to simply track your current habits. Why is this important? Why is tracking habits important? If you've ever heard the saying, "what you do is a function of your habits," then you know where I am going. If you haven't there has been a ton of research the last 10 years about how the habits you build help.

Activity 2

In this exercise, we're going to list out all the habits we want to adapt. Whether that's reading every day, meditating once a week, working out 2 times a week- you get the point.

Now that we have some habits to form, let's write out which habits we want to try and adopt. Let's stick with 2-3 habits MAX. We don't want to set ourselves up for failure by taking on too much. We can think about adding a habit or two after about 4 weeks.

Use the template below and write in the 2-3 habits you want to start. Make sure you print it out and hang it somewhere you will see it every day. That way you can keep track of the progress you are making towards building a new habit.

Before you know it, you will have healthy habits that will gradually begin to transform your life. It's important to remember that creating new habits takes time. Through persistence and tracking your progress, you'll develop habits that will take you one step closer to success.

HABIT TRACKER

JAN	FEB	MAR	APR	MAY	JUN
JUL	AUG	SEP	OCT	NOV	DEC

DAY	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		
HABIT																																	

A man in a grey suit and red tie is walking across a large calendar grid. The grid shows dates from 1 to 30. The text 'Day 2 Plan your ideal week' is overlaid on the right side of the image.

Day 2

Plan your ideal week

In Day 2 we're going to work on planning our ideal week. Developing an ideal week is important because it helps us visually see how much we need to do and where we are going. Building an ideal week will take some thought and consideration as we will be planning out your day Monday through Friday, from the moment you get up, to the moment you go to bed.

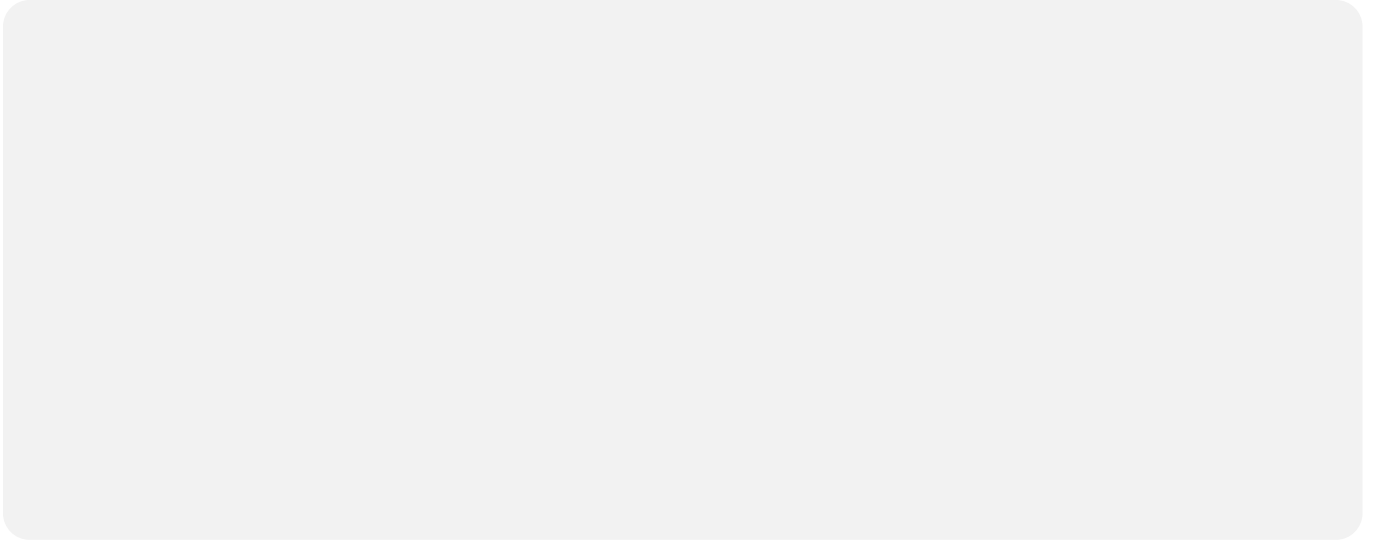
Let's dive in.

Activity 1

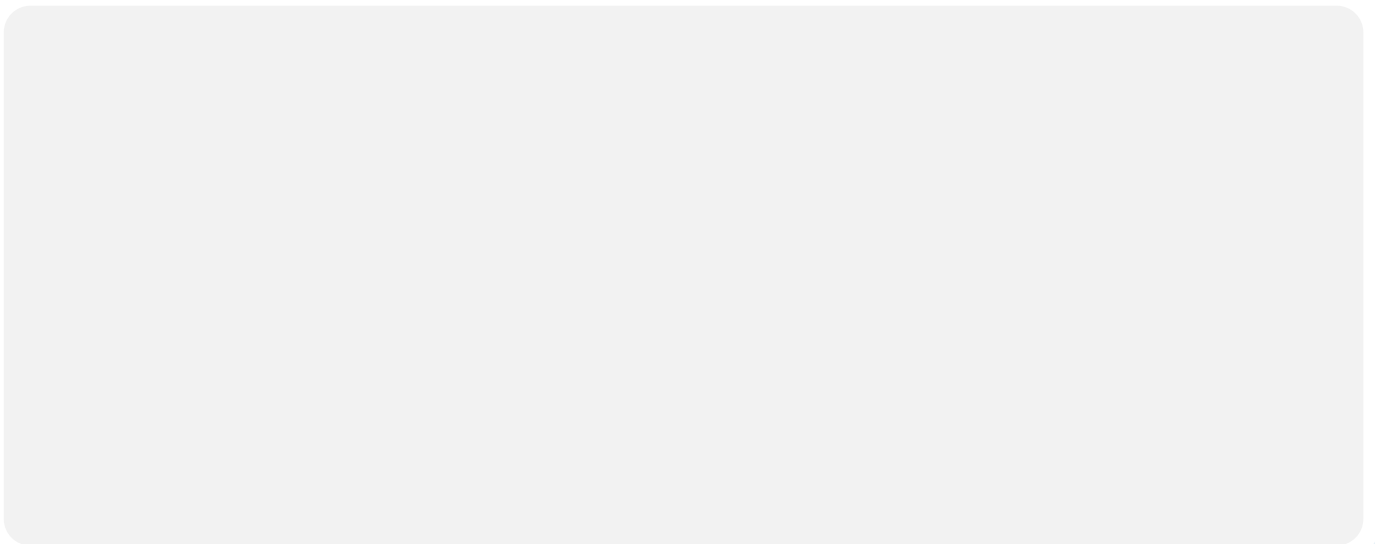
The first thing we're going to do is list out all the known commitments you have in your life right now in a few major categories such as work, personal, and family. Under each category, list out the commitments you have each week. For instance, for work, you may have a full time job so list your job or for family, you may have a weekly date night with your spouse.

Family

Work



Personal



Activity 2

Next, what we'll want to do is set a time block for each of those activities on our weekly calendar. If you have bi-weekly commitments, fill those in too and simply note those are bi-weekly. Use the template below to write down your commitments and create time blocks.

<http://bit.ly/jmvdailyschedule>

	A	B	C	D	E	F	G	H	I
1		Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	
2	6:30 AM	Meditation	Meditation	Meditation	Meditation	Meditation			
3	7:30 AM								
4	8:00 AM						Meditation		
5	9:00 AM					Work	Workout		
6	10:00 AM						Self-study	Church	
7	11:00 AM								
8	12:00 PM	Work	Work	Work	Work			Lunch	
9	1:00 PM					Blog		Self-study	
10	2:00 PM								
11	3:00 PM								
12	4:15 PM								
13	5:00 PM	Workout	Blog		Workout	Workout	Events		
14	6:00 PM	Dinner	Dinner	Blog	Dinner				
15	7:00 PM								
16	8:00 PM	Blog	Blog	Small Group	Blog	Family		Relax	
17	9:00 PM								
18	10:00 PM								
19	11:00 PM	Meditation	Meditation	Meditation	Meditation	Meditation	Meditation	Meditation	
20									

Wow! What you'll see is there might or might not be a ton of availability in your schedule. Depending on your life stage, it will be harder or easier to squeeze in time to work on your business/projects. Scheduling time to work on your business can be as short as 5 minutes and could last up to the hour.

This schedule should be used very loosely and as a guide for you to know where you can put in more time into your business. Remember our example from Day 1 of our inputs to outputs? We are looking for ways to increase our input. Here are some Do's and Don'ts for using this schedule:

DO

- Do stay committed to putting in time to your business
- Do be mindful of what you should be working on
- Do put in as much as you can (even if you cannot follow through on the entire time block you set in the schedule)
- Do adjust the schedule as you take it day by day to understand how much time you need between activities (e.g. the time from work to dinner or dinner to sleep)
- Do stay available for your spouse and kids

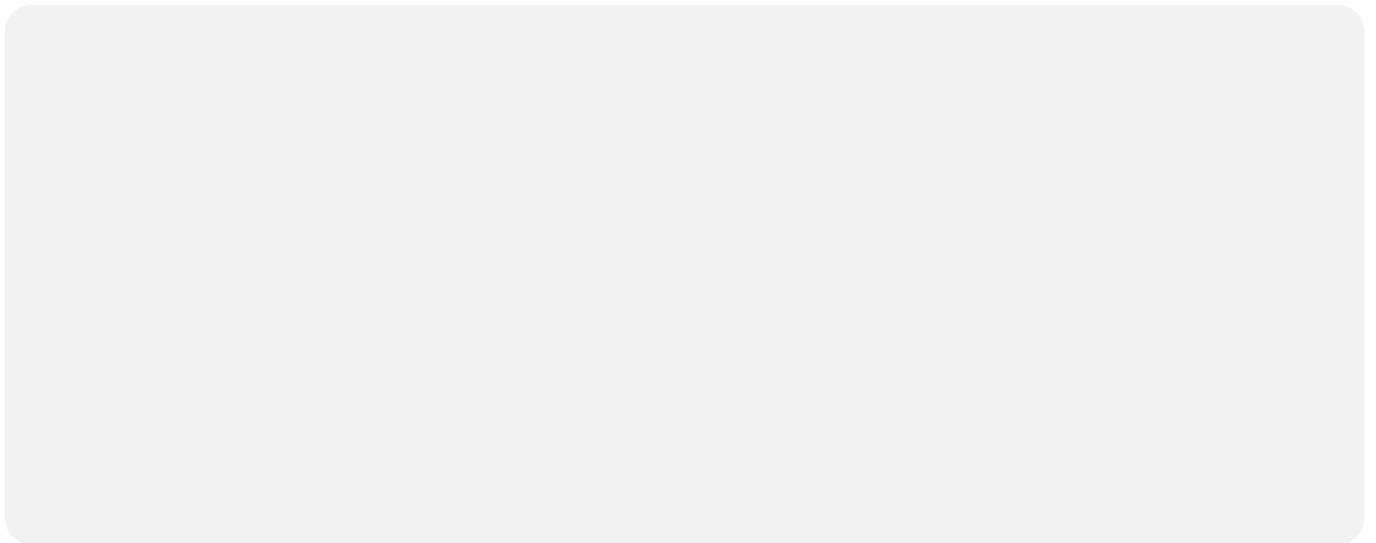
DON'T

- Don't ignore your spouse or kids
- Don't slack on your primary income job
- Don't feel guilty for not following the schedule
- Don't get upset if someone interrupts your schedule

Activity 3

The last activity is to find time to review this schedule with your spouse to determine where you could squeeze in time to build your business. Hopefully your spouse is already on your team for building this business. The main discussion points here will be around the time you schedule to work on the business and if that is in agreeance with your spouse.

Highlights of the conversation



Ultimately, this schedule might take a few iterations before you are able to create your true ideal schedule. There is no right or wrong schedule and is completely dependent on the individual. The main point to remember here is we doing this to increase our probability of success in the business we are building. This is done through committing time each week to work on our business.



Day 3

How to stay productive after work

If you're coming home from work every day absolutely exhausted, DO NOT follow Day 3. Instead, focus on building yourself (e.g. sleep, working out, eating well) before you begin. Energy will continue to sap if you don't take care of yourself.

Start small

Keep the time you start to work on the business short at first. Then gradually, build it up to an hour or more.

How much time are you going to commit work building your business every day?

minutes

Reward yourself

When you stick to your commitment and work on your business to build your future, reward yourself daily or weekly. This could be as small as indulging on a peppermint candy or watching the TV show you wanted. It actually doesn't even have to be for the full amount of time you committed to above because sometimes life happens. As long as you showed up and put work into it, you get a reward. The reason for this is we are training our brain to reward the process of working toward our goal versus the completion itself.

After I complete my commitment, I will reward myself with/by

Keep yourself accountable

Let 2-3 of your closest friends know about your goals and ask if they can follow up with you on a specific date. Who are those people going to be for you?

Next, add in a non-money related consequence for missing your goals (e.g. shaving your head bald or chugging a cabbage puree). There is power to sharing your goals with those your trust and adding in an incentive to push you towards that goal. I recently had a goal of writing 7 new articles a week for 3 weeks and told a few friends about it. My consequence was pulling my neighbors weeds in the middle of the summer.

What is your consequence?

My consequence for not completing my goal will be to

Congratulations!



Now that you've completed the 3rd day, you have 3 critical tools successful entrepreneurs have used to increase their likelihood of success. As a recap, this is important because we are inputting more TIME into the funnel which will increase (not guarantee) the probability of success for your business. In addition, we will MEASURE OUR PROGRESS by tracking our daily inputs and making adjustments along the way.

There is no magic to increasing the success of your business and as you probably tell, it's going to take hard work! There is no substitute for putting in the time and commitment to get one step closer to building a more sustainable life.

P.S. For more free content on building your business, make sure you're subscribed to our email list at <http://joshsmanyventures.com/>. Engage with us on any questions you have or if you want to talk @joshsmanyventures!