

6 Pillars of Ultimate Success

Transcripts





Hello!

Welcome to the Family. I am 100% committed to making your personal, professional and financial goals a reality.

My work is focused on helping people just like you who want to dramatically improve their personal success and entrepreneurial skills, so you can earn what you are worth, have more fun, and make a greater positive impact on the world.

If you have any questions that come up along the do not not hesitate to reach out directly. You are welcome to connect with me on [Facebook](#) or via my [website](#). I'm here to help you.

Sincerely,

JSE

6 Pillars of Ultimate Success



JOHN SPENCER ELLIS



Hi, I'm John Spencer Ellis, welcome to this training. Today I will be teaching about the 6-Pillars of Ultimate Success. Make sure you download and print out the PDF worksheet that comes with this training. So, let's get started.

I want to ask you a question before we get going; what matters? Your results, period! So, follow along, pay attention and most importantly, take action on the things that you learn coming up right now.

Why Should You Invest & Trust Me?



JOHN SPENCER ELLIS



This is probably a good question to ask as well, why should you trust me? Why should you invest in this program? Why does it matter? That's the picture of the front door of my first bachelor apartment where I slept on the floor. There was no bedroom, it was 380 sqft, and I didn't have a bed to sleep in. It was not a good time. I got all the way down to \$20 before I started to figure things out. This next picture is me now with one of my French bulldogs, Lucy, and we are sitting in the new luxury penthouse that I purchased on the Las Vegas strip. So the point of all this is, if I can do it, you can do it. There are some proven strategies to ensure that you make it and today, I'm here to help you do just that.

So, you should invest and trust me because I've been studying personal development and business in a wide range of expertise and niches for over twenty-five years. I have all these fancy letters after my name BBA, B.Sc, MBA, EdD which mean Bachelors in Business Administration, Bachelors in Science, (Health Science) an MBA specifically in Marketing, and a Doctorate in Education. Is that the end all, be all? No. I'm just letting you know that I've done the formal side of the training in addition to the informal, in the seat of the pants and in the trenches, training as well.

I have failed dozens of times, so you don't have to. You can learn from the mistakes I've made. I've earned tens of millions of dollars over the years that I've had my businesses. I have experience in more than a dozen industries. I live what I teach every day which is important because whoever you're learning from, you want to make sure that they're not just full of hot air, and they're telling you a bunch of information, but they don't live the lifestyle. It's very important

to have complete congruency. I feel I do my best to do that every single day and I care about your results. I take this personally, and I want you to succeed.

You Should Invest & Trust Me Because...



- Over 25 Years of Business Experience
- I have these fancy letters after my name (BBA, BSc, MBA, EdD)
- I've Failed Dozens of Times So You Don't Have To
- I've earned 10s of Millions of these \$\$\$\$\$\$\$
- I Have Experience in More Than a Dozen Industries
- I Live What I Teach Every Day
- I Care About Your Results
- I have trained, coached, consulted and mentored hundreds (if not thousands) of people from around the world
- You Won't See my Picture at the Post Office


 JOHN SPENCER ELLIS

I have trained, coached, consulted and mentored thousands of people from all over the world. Also, and this is probably most important, you won't see my picture at the post office. Why do I say that? The post office is where they and the criminals' pictures. Look, there are a lot of people in the personal development, Business Coaching, Consulting and Mentoring space, and not all of them hold themselves and the people they surround themselves with to the highest standard, and you want to be cautious of that. This is just a fun way of saying, "I've lived a good life. I take care of the people I work with, I walk a very straight path, and I want to help you walk that same straight path to your ultimate success."

You Benefit From My Proven Systems



JSE
JOHN SPENCER ELLIS

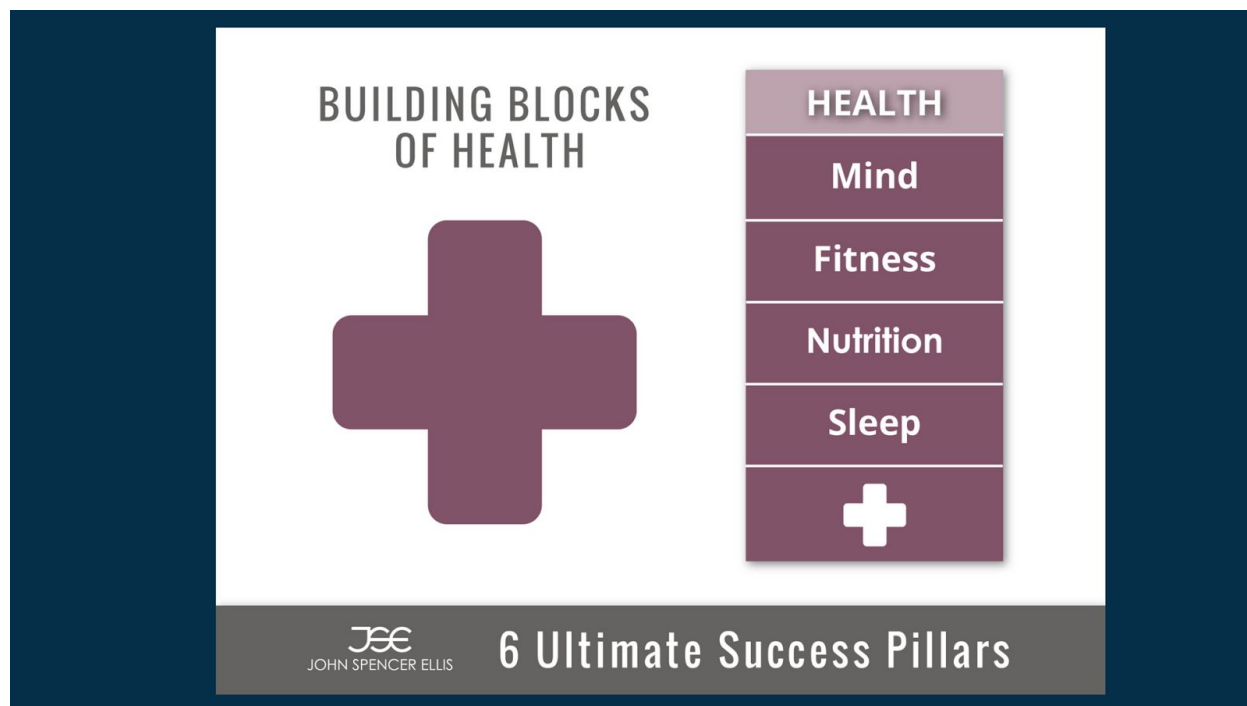
I have two different frameworks. There is one on Ultimate Success, and there is one on Entrepreneurial Success. Make sure you watch both of the training videos. Each will give you something unique, and when you put them together, your success personally and professionally and financially comes together very, very nicely.

The 6 Pillars of Ultimate Success



Today, you're going to learn about Ultimate Success. There are 6 Pillars that form the framework for Ultimate Success. They are Health, Business, Wealth, Relationships, Lifestyle, and Flow. Within each Pillar are our building blocks and that's what we're going to break down right now.

Building Blocks of Health



The first pillar is Health and is made up of the building blocks of sleep, nutrition, fitness and the mind. These all comprise your health.

Building Blocks of Health: Sleep

Sleep we all know is essential. In fact, we probably all want a little bit more of it, and yet most of us don't get adequate sleep or what we would call restorative sleep.

So, here's what you do. It's pretty simple. Go to bed earlier and wake up earlier rather than staying up late and waking up later. Now, there's always a debate about the number of hours of sleep each person needs. Some people claim they feel rested with six hours. Other people will say seven or 9 hours of sleep is perfect for them. Yes, there is some variance with each person. However, science shows that to receive optimal results and restoration, the average person needs about seven to eight and a half hours of sleep per night. Some people will argue that they can get by on four hours. I would argue that they probably have some hormonal abnormalities, and ultimately over time, they may even experience cognitive decline earlier than they would have otherwise simply because they didn't get enough sleep. When you aren't getting enough sleep, you don't get the proper cascade of hormones that are necessary to reset your biological clock because every night when you go to bed, that's when you reset the {start Kadian} rhythm, start Kadian means about a day. So, my question to you is, "Are you getting enough sleep? Are you

getting quality sleep? Do you feel rested and recovered? If not, I have a few quick tips to help change that.

First, make sure that you have a ritual before you go to sleep so because you want to transcend from the day and embrace the night.

Second, you don't want a bunch of bright lights on because then the pineal gland, which is about in the center of your head, can't detect the onset of darkness through the lens of your eyes and start the hormonal cascade that allows you to get quality sleep and rest and optimize your inner system. Your brain will also wash off toxins during your sleep, and if you don't get enough sleep, your brain can't won't be cleaned. You probably haven't heard that phrase before, but your brain washes itself while you sleep, and if you don't get enough sleep, you have a dirty brain, and that won't allow you to function at your best.

Third, in some cases, people can benefit from the use of sleep supplements, herbs, and teas. You will want to check with your healthcare provider before using Melatonin. The only known side effect of supplemental Melatonin is maybe 2% of people get nightmares. Other than that, you just have very vivid dreams. Some other things that you can try are Valerian Root and cava tea which can help improve the quality of your sleep.

Fourth, you don't want a lot of electronics in your room. I know people like watching movies late at night. They might be watching Netflix and ESPN or Sports Center, but your bedroom is for two things, and one of them is sleeping. Remove as many electronics and screens as possible, and this is why. Some studies indicate that if you were to talk on your iPhone or look at your screen before bed, it would reduce circulating melatonin in our system which can inhibit deep, quality, restorative sleep.

Lastly, you also want to avoid alcohol three hours or so before you go to bed. Now, some people say alcohol helps them go to sleep. The truth is, alcohol may help you go to sleep, but it often inhibits you staying asleep. So, avoid alcohol and make sure you're well hydrated as well. When you get up in the morning have a big glass of water to hydrate your brain and the rest of your body before you do anything. Some people would also say to add a little bit of lemon to your water.

Building Blocks of Health: Nutrition

I'm not going to tell you about a specific diet. Here's the thing, avoid the whites; sugar, flour, salt, sugar flour, salt. If you can't avoid them, reduce them. No one is going to argue with that, and it's safe. If you do anything that's too extreme, or if you're doing something for a very short period and expecting to have a long-term result you're probably kidding yourself. Figure out what works best for you and stick with it long enough to determine the outcome.

After being in the health and fitness industry for nearly three decades, I have learned that the people that obsess about food and diet the most are the ones who have the most problems with food and diet. They're constantly overindulging and worrying about it, and then becomes a psychological problem rather than just one of nourishment. If you feel guilty about what you're eating it will make you hang onto more of those calories because it puts your body in the wrong state. Instead, if you can say a prayer, or thank the farmer, thank the cook or just having a general sense of gratefulness and pause before you eat, you'll improve the bioavailability of the food, and absorb more of the nutrients. It sounds crazy, but science has shown that it's true. So pause, be grateful, don't feel guilty, don't overthink the nutrition, just make good general decisions over time and you're going to have much better results.

Building Blocks of Health: Fitness

Fitness has been a part of my life as long as I can remember. I got a health club membership for my twelfth birthday from my father, and that was a huge game changer for me. Once again, fitness is highly personalized but here's what you have to think about. It needs to be part of who you are and not your whole identity. Instead of saying, "I am a fitness person," you can say, "I live a healthy lifestyle, I am a fitness-minded person. Fitness is part of my identity, but not my whole identity, and because of that, I have some sort of physical activity each day or most days."

I think what happens is there's a lot of consumer confusion because there's a lot of people who put out a bunch of nonsense to try to sell products. It can be harmful or hurtful to people. Be conscientious of who you're getting your fitness advice from, and that goes for sleep, nutrition, and the mind as well.

Also, people can have unrealistic or inappropriate expectations of how their body will change based on the activities that they're doing. Here's the reality, if you are a long distance runner, you're not going to build a bunch of muscle mass so don't expect to do that. If you are a long distance runner, don't think you're going to have a good sprinting ability. If you only want to do yoga or pilates don't think you're going to have extensive cardiovascular endurance. If you like doing yoga and you want to be strong, you're probably got to need to do some strength training. If you are a cyclist, you're probably going to need to do some posture exercises because you're hunched over all day.

Have appropriate expectations of what will happen based on the activity you're doing and realize that because something is working well for someone else doesn't mean it will work well for you. If you have a training partner, or someone you work-out with, and they can do something, and you don't have the ability to, it doesn't matter, learn to honor your body where it's at and then move forward from that point.

The most important thing that has helped me have a very healthy and fitness oriented life is consistency. Consistency with your fitness program, as well as sleep and nutrition, is important. You can have a great fitness goal, but it's your daily fitness behaviors that will ultimately get you where you want to be. What are you doing each day? Many people say, "Well, I can't have a really good workout today so the heck with it. I'm not going to do anything!" That's not a good choice. You can still have movement; you can still go through the motions, you can still remind yourself to have the emotional, physical and mental dedication needed for a fitness schedule. Not every day has to be 100%. Some days it's better to go 30% and continue with the motion, so it becomes a habit that you enjoy rather than a dreaded activity where you are beating yourself up every day.

Building Blocks of Health: Mind

I believe it was Henry Ford who said, "Whatever the mind can or whatever the mind believes, you can conceive something to that effect."

The mind is incredibly powerful, and it can also be incredibly limiting. It's essential that you train your brain as much as you train your physical body. There's a miscommunication--a misnomer--about the mind-body connection because there is no connection. The mind and body are one. It's a single unit. Now it's true, at least in Western medicine, that we have different areas of medical expertise. We have a heart and lung specialist, we have a Neurosurgeon, we have an Orthopedist for our bones and joints, but in reality, there is no brain-body connection or mind-body connection. It's all one.

Unfortunately, in the Western culture, we tend to have a lack of understanding of how it all fits together. Eastern cultures do a better job of this, and now finally in the Western culture, we're starting to embrace some of those ideas.

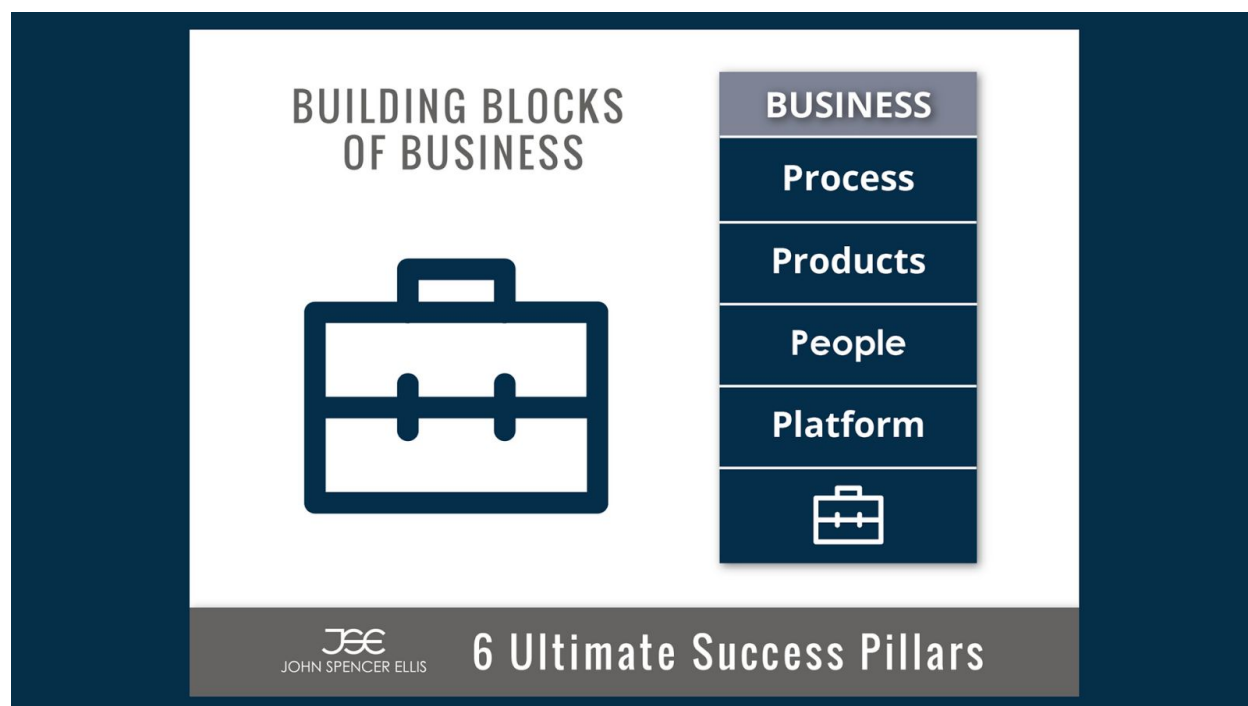
Again it's very, very important to train your brain the same as you train your body. Number one is still Sleep. You cannot function well, or try to do well on an important exam if you aren't getting enough sleep.

Something else to keep in mind is how your sleep pattern can affect your hormones, ghrelin, and leptin, which let you know if you're full or hungry. If you do not receive enough sleep, those hormones are thrown off, and you're going to be hungry and feel hungry when you don't need to eat.

With fitness, you can push yourself much further, and you will understand your capabilities much more when you have a strong mind. Achieving a strong mind is done with mindset training, through meditation. A strong mind is achieved with guided imagery, different visualization techniques, self-talk (those non-verbal internal cues you give yourself all the time),

and ultimately practice and discipline. What are you saying to yourself all the time that is either empowering or disempowering? Or what I like to say is "repowering," because you already have the power inside, but sometimes you have to find it again.

Building Blocks of Business



In the pillar of business, we have your Platform, People, Products, and Process or Processes. I understand that not everyone has their own business, but you do some type of work, so whatever your work is I want you to take these things into consideration.

Building Blocks of Business: Platform

Your platform is what you use to reach and communicate with your customers or clients. For example, right now I am using the platform of video to communicate with you. Another popular platform is the various forms of social media. If you literally stand on a platform and you're on a stage, that's another platform that you will literally shout from. A platform can be a book; it can be a Podcast, it can be whatever method that you use to reach your audience. As we're going through this, as you're going through your outline that you printed out, I want you to ask yourself the following questions. What is your platform? Do you have a platform? Do you need a platform and is the platform that you currently have serving you properly?

Now, some people would argue that you need to be everywhere all the time. I have a friend that says you need "360 degrees of connections and zero degrees of separation," which is also known as omnipresent. That would be awesome, that could be ideal, and often it's also not realistic because many people work alone. Often, you do need a team, but many people work alone.

When you're choosing and building a platform to provide your services or your products you need to focus on a couple at one time and grow them as prolifically as possible and then move laterally into the other platforms.

Building Blocks of Business: People

It's simple. You are only as successful as the people whom you surround yourself. You've heard me say it before, and I'm sure you've heard other people say it as well, and that is "That you are the average of the five people you spend most of your time with." Now, there are some variances. There might be six people or maybe four people, but as the saying goes, you are the average of the five people whom most your time is spent. This idea applies to the people in your business, the people in your personal life, the people in your immediate circle. So, who are those people? You also need to have the right people to do the tasks for your business or work. One thing I learned a long time ago, and I think this is really, really important, is don't create a job just because you have the right person. Make sure that there is a need for that role or job. When there is a specific need, you are more likely to find the best possible person to fill that need.

Building Blocks of Business: Product

Your products can be products or services. Make sure that your products are solving a challenge for someone. Ask yourself this, "How are your products or services uniquely positioned to where you're solving a problem for the people that you want to help? You don't want to figure out how it's going to help someone after you create the product. You want to know and do the research on what is the specific problem or challenge or issue your ideal customer is going through and then how can that product be positioned and created and developed and distributed in a way that is uniquely qualified to solve that problem.

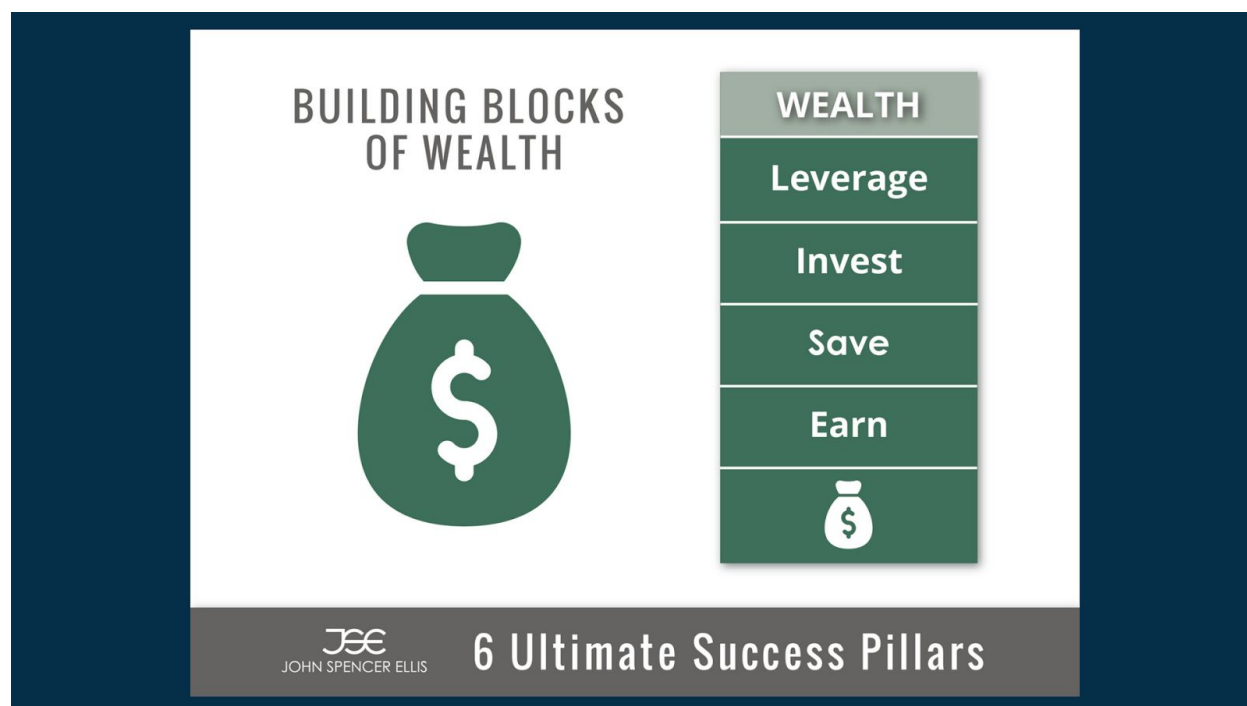
Building Blocks of Business: Processes

Alright, next we have a Process or Processes. In your business, there is a flow, a ritual, a step by step way of doing something, right? There is something also called the consumer or customer experience. From the moment your customers learn about you, and until the moment they buy you want them to be a returning and referring customer right? What is that process? A good way to find out if your process has errors is to see first see if you can explain every step of the process. If you don't understand every step in the process, your customer will not understand every step in the process. Also, find out where there's a bottleneck. From where are most of your complaints coming? Do they come from your clients or your customers? If your customers don't know what the next step is, they won't take the next step, and therefore your sales cycle ends.

From an internal perspective, where do you have the most glitches? Internally, where is the sales process stopping? From the customer's perspective, where are they complaining? Where are you

getting the most emails? Where are they complaining about social media? If you have a review site like Yelp that you use, where are the complaints coming from? Take note and fix those issues because there's something in your process is broken and that is holding you back from moving up from five figures, to six or seven and beyond.

Building Blocks of Wealth



The building blocks of Wealth are Earned, Save, Invest, and Leverage, and those are what create wealth.

Building Blocks of Wealth: Earned

We all know we need to earn Wealth right? In general, the average millionaire has at least three, and some people would say, seven sources of income. The reason is that you don't want one to dry up and then you're done right? There can be seasons to different business. Maybe you have one business that does well during the summer. Perhaps you have another one that does well around the holidays, or you have another one that is designed around the season of a particular sport. There are many examples, but the main point is that you first we have to earn, and you want to have multiple sources of revenue.

Now in general, people who have a high net worth and high-income earners may have three, four, five, six, or seven different sources of income, but will have they have one or two primary sources of income and then two, three, four, or five additional secondary sources of income. As you're taking your notes, write down your sources of income, and if at any point you want to pause and take some additional notes, please do so.

So, what are your sources of income? What are some additional sources of income that you can do, create, and grow that will help you get to the financial place you want to be?

Building Blocks of Wealth: Save

We learn that if you earn it, you have to save it. Now here's the truth, and this changes all the time, there are very few people who save themselves to wealth. Now as you're watching this, the market's going to change, but at the time we're recording this, it will take you I believe over thirty-seven years to double your money at the current market rates if you're just saving. Thirty-seven years! Let's just say its cut in half and will take you twenty years to double your money. That's twenty years! So, you do want to save You do need to have some savings, but if all you're doing is saving and you're not investing, you're only going to get so far. Many of us grew up with our parents saying, "Go to school. Get good grades. Go to college. Get a job. Start a 401K. Save for retirement and buy a house. For some people, that's great, but if you want to expand and you want to grow, and you want to earn everything that you want and more, you can't save yourself or save your way to high levels of wealth. It just doesn't work that way unless you have a twenty million dollar windfall. How many people do you know that's happened? It is very, very rare and therefore you need to invest. So, you earn it then you save enough to invest, and you keep some in savings.

Building Blocks of Wealth: Invest

When you invest, you want to make sure that you're working with someone who is trained and knows what they're talking. I am not a Financial Planner. I'm not a Certified Public Accountant, and I'm not an Attorney; however, I've done a lot of research on this, and I'm giving you some general guidelines. I'm going to suggest that you seek counsel on those specific things from the proper licensed professional

Building Blocks of Wealth: Leverage

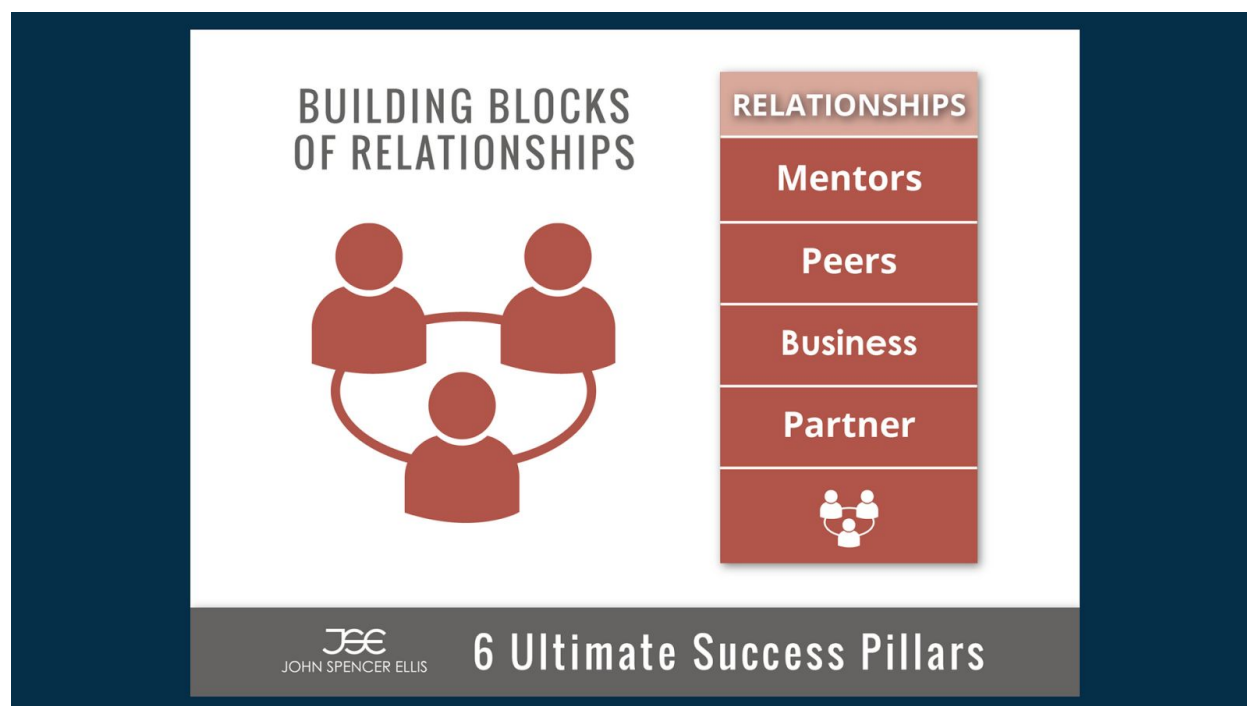
So you should earn, save, invest and then when you invest, you want to leverage to banks who will loan you money for a very low or modest interest rate.

Let's think about the stock market. Let's pretend that you put \$100,000 in the stock market. You are taking a risk, and there is a chance that you could lose it all. You may make 20%; you might make an average return of 5-6% But what if you take that same amount, and you buy an apartment building with ten units. You put \$100,000 down, and the apartment unit cost \$500,000. Now, you're leveraging, and you're investing. You saved enough money, invested it, and now you're leveraging the bank's money. Every month your tenants will pay their rent which pays your mortgage, and you receive tax benefits for the depreciation of the value. If you were to sell it later, it would appreciate over time, but during that time, the people who rent from you in that apartment building pay the mortgage for you, and all you put down was 10-20%. Real Estate is one, very lucrative, complex, enticing way to invest your money.

I've personally invested in various types of Real Estate including commercial, residential, multi-unit, and even farmland. You have to know what you're doing. You want to do your due diligence, and you need to have good counsel. But again. It's a great way to not only make a lot of money, but it is one of the last great tax shelters that's available.

Something else to consider, when you invest make sure that you're having tax free or tax deferred investments and annuities. You don't want to be hit with an enormous tax bill at the end of it or at any time during your saving and investing process. Ideally, you want to defer as much of that and eliminate as much of that as possible. That's why it's always important to work with an Attorney and Accountant and a Financial Advisor.

Building Blocks of Relationships



Now, it's time to talk about the building blocks of relationships. This includes your relationship with your partner, with your business, your peers, your relationship with your mentors. There are business partnerships, and there are personal partnerships. Who you decide to be your life partner is one of the most important decisions you can make. And in general, it is said that the three biggest decisions you can make in your life are who will be your life partner? What do you do for your work? And, where do you live? Those three decisions can create a lot of your destiny.

Building Blocks of Relationships: Personal

Some people would say that opposites attract. I tend to disagree with that because you have a certain personality or are a certain way because you like living that lifestyle. If someone is completely in congruence with that lifestyle or is in total opposition to the things you stand for, how can you have congruency and peace in your life? It's good to have some diversity and some differing perspectives, but generally, you want someone who likes what you like and does what you want to do. What if you want to travel and they hate traveling? What if you're a dog lover and they hate dogs? What if you're an adventure seeker and they're a hermit and want to stay home all the time? How much fun is your life going to be?

So choose your partner wisely and make sure that you and your partner can cover each other's blind spot. Having a great partner should be like having a great person riding shotgun. When you have someone riding shotgun in your car, and seeing out the mirror at a different angle, they can

cover your blind spot and help make sure you don't veer off the road or merge into a lane you do not belong. You need someone to cover your blind spot and the same is true in life, and that only can happen when you are in sync and are looking out for each other. So again, you want congruence; you want a little bit of variance in who your partner is but if there is complete incongruence, it's tough for you guys to cover each other's blind spot.

Building Blocks of Relationships: Business

In your business relationships, your network is related to your net worth. That's right; a more extensive network correlates to a substantial net worth. Business relationships are essential and going to live events, workshops, masterminds, clinics, seminars or anything that will give you the opportunity to network with like-minded individuals with similar goals and achievements are imperative. The relationships that come out of those types of events are vital to you as a person but especially so for your business. I will not do any big business venture unless I meet someone in person and not always when I meet that person, it is at some seminar, workshop, Coaching event, or business event.

Building Blocks of Relationships: Peers

Many times people hang out with other people that they've known for a very long time. They went to highschool together, but do you guys still have a lot in common? Do you need to upgrade your friends? Were you friends twenty years ago or have you been friends for twenty years? Is it a huge difference, right? Something else to consider is whether or not your peers love you, and do your peers support you? Are they covering your blind spot? Do they hold you back? If your goal is to drop twenty pounds and run a marathon, but your friends want to drink beer and sit on the couch all day, and they're each thirty pounds overweight you're not going to get there, right? You need to work together. You need to support each other. You need to love each other, and you only can do that when you have peers who also have congruence; not an absolute mirror image of you, but there needs to be congruence and support. And so, the lifestyle, the behaviors, the rituals, the daily activities should have congruence with you.

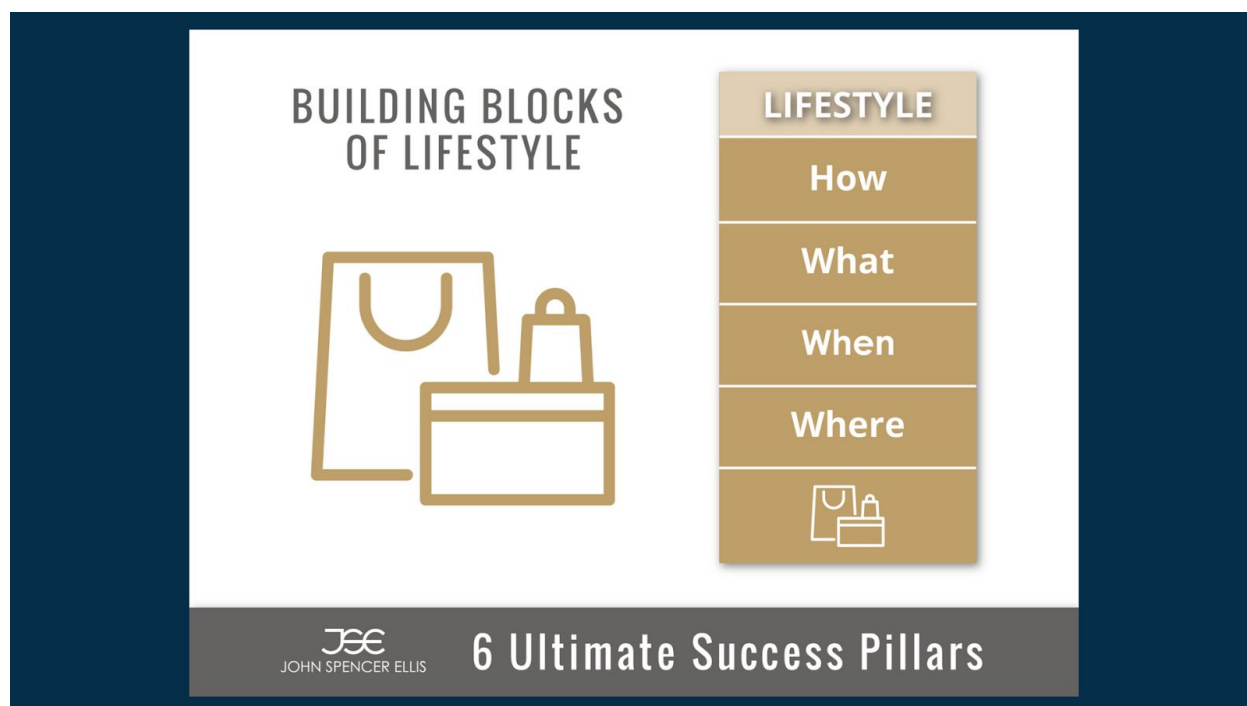
As you grow, as you go through this process, there's going to be a time when you look around, and you say about your peers, "They're nice, but they're not serving me anymore. I have outgrown them, and I wish them well, but I need to move on." That's a weird feeling, and you have to be OK with that. Other awesome, loving, and supporting people will be there as you grow and continue on your personal success metamorphosis.

Building Blocks of Relationships: Mentors

The last Relationship building block is Mentors. A Mentor is someone who has done what you want to do, and they show you exactly how to do that. This includes coaches. Consultants, and trainers as well.

You must have a Mentor if you are to achieve and reach your highest levels of greatness. Whatever that is for you, professionally, physically, spiritually, in your relationships, financially, if you've never experienced having a Mentor, you're missing out. It's nice to know that someone has done what you want to do and they can say, "I've made all these mistakes, here's the clear path." Having a Mentor is like having a shortcut to your success. Success loves speed; money loves speed. Speed, as they say, is the new sexy because if you are slow, you are behind and the people who are winning the game of life are moving very fast. You may not like it. You may be a little uncomfortable. You may be unfamiliar with that idea, but that's the truth. To speed things up, you need a Mentor. You're either compressing time by speeding things up, or your Mentor will show you how to shorten the distance to your goal which will also speed up the time to get there.

Building Blocks of Lifestyle



Next up are building blocks of lifestyle. In this pillar, we have the Where, When, What and How and that's what creates your lifestyle. Your lifestyle is what it is all about. It doesn't matter how much money you have, or how physically fit you are if you hate the life you are living. Your lifestyle brings it all together. If you take a look at the shows about super athletes and super philanthropist and the super wealthy, what they're exemplifying and what we are all envying is the luxury lifestyle.

Building Blocks of Lifestyle: Where

To get yourself to that same level, it is good to start with few critical questions for yourself. First of all, where are you going to live this lifestyle? Where is that? Write it down. Where's your ideal place that you want to live? Now, some people would say, "I want to be nomadic and live the laptop lifestyle," or maybe they want to make it big with an online business and then cash in and hang out on a beach in Costa Rica. That is great for you, but before you get yourself to that beach in Costa Rica, you need to have clarity on where you want to be. Anything that takes you away from that is an indirect path. So, I will ask you again, where do you want to be? You need to have clarity.

Building Blocks of Lifestyle: When

When is each thing on this timeline going to happen? What is your goal for today? What is your goal for next week? Your goal in six months, one year, and ten and 20 years from now? So, when is each of these things going to happen? Give yourself a timeline. As the saying goes, "A goal without a timeline is just a wish," and I think that's true. You have to make yourself accountable with timelines.

Building Blocks of Lifestyle: What

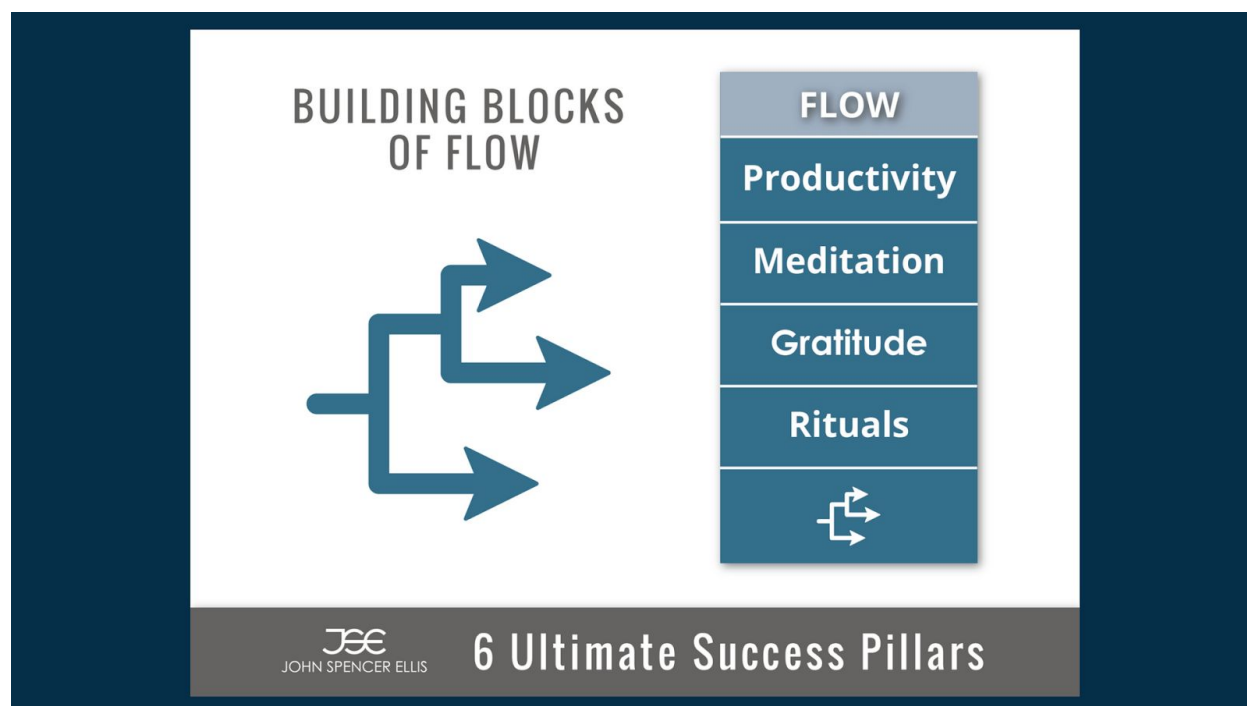
So, where are all these things going to happen in your lifestyle? Be specific, when is each of the things going to happen? And what is going to happen? What specifically is going to happen? For example, in one year, I'm going to double my income. In five years, I will make five times the amount of my income. Again, I'm specific about what's happening with each of these the during the time.

Building Blocks of Lifestyle: How

So, what are the steps that are necessary? Well, it's a question of how. How are you going to do this? By what means? By use of what technology? You might also ask yourself, how will I learn these things, and who will teach me? In your head, as you're going through your notes, go back and take more notes on the other pillars, and think about all these as an extensive detail.

Again, where am I going to live? Where am I going to run my business? Where am I going to travel? When is all this going to happen? When is each of these things going to happen in the process that will take me to my ultimate goal of having my ideal lifestyle? What will I be doing? What will make it work? And how will it all happen and who will teach me the how?

Building Blocks of Flow



You made it! We have arrived at the last pillar. Flow is a state of mind, and it's the way that you get things done as well. Rituals, gratitude, meditation, all create flow. Have you ever known someone that can get a lot of stuff done no matter what happens? They can achieve what they want and when they want it. They seem to have this steady state of consciousness, thought, productivity, and completion; they're in a state of flow. Have you ever done a task and lost track of time? There might even be time distortion, and you're thinking, "how did this happen? Five hours passed, and I got all this done, and I didn't even notice the things happening around me."

In those moments you have unconsciously entered a state of flow. Imagine if you did that with intent and training. With practice over time, you can enhance your flow state and improve your productivity and get more done so you can achieve all of your goals.

Building Blocks of Flow: Rituals

The rituals are important. We know that a lot of people have lofty goals. They believe that they are going to meet a goal, but they do not have the daily rituals which allow for those goals and those dreams to happen. You see, your daily rituals and even your hourly rituals are more important because with them you can achieve anything. Without doing these things, it's very unlikely that your goals will be achieved.

So, what are the rituals for success? How do you get into flow state? Rituals are things that you do that become habitual and put you in a state of focus and clarity. Rituals allow you to achieve more and perform at a higher level than you could if you didn't have those rituals. For example, a professional golfer is left-handed, rather than worrying that they can't make a shot, they line up their putt, and they look and they line it up again, and they do a few practice swings, and then they step forward to the ball right? It's a ritual, it's a behavior, and if you watch that same golfer, you will see them performing the same number of practice swings and taking the same number of baby steps forward. Each time they come up to take their swing, they will perform the same ritual they have done since the beginning.

Another great sports example is the basketball player and their free throw. Before taking their shot, they perform the same number of dribbles every time at every game. It's a ritual that creates a habitual behavior that ultimately sets you up for success. It is also called an Anchor. You anchor yourself for success through ritualistic behaviors.

Building Blocks of Flow: Gratitude

There are other things that you can do as part of your ritualistic practice. A ritual that works for everyone, but not everyone does it, is to have gratitude. It's the one thing that science has proven over and over again. In neurological studies, physiological studies, and sociological studies, scientists have found that people who experience and practice gratitude as a ritual will have a more fulfilled life. They are less stressed. They're happier. They say they have more contentment, and from what I've learned from a business perspective, people who show the most gratitude also seem to have an edge in business. Some people say, "Well, my life is a mess, and this is a challenge, and my kids are driving me crazy. I'm not sure what I'm grateful for." I say you have all your fingers, you have a mind, and you have a roof over your head. There's always something to be grateful for. A great question to ask yourself is, "Well if I was grateful, what would it be for?" When you ask yourself that questions, it forces you to come up with the answer. You take your answer and build from there, and then you'll build for more, and then you'll have more, and then you'll have more which you are grateful. It's a self-fulfilling prophecy of truth, and that's just the way it works.

So, you should have ritualistic sleep behaviors before you go to bed. You should have ritualistic behaviors to calm the mind. And you will have ritualistic behaviors when you awake in the morning. Speaking of morning rituals, what are you doing when you wake up to be productive. There's something to be said about being productive in the first three hours of your day. My goal is to have more productivity and flow in the first three hours of my day than most people in the world can accomplish in eight hours, and I may not always achieve that, but if I get close to it and I set that objective then halfway through the day, I'm ahead.

Building Blocks of Flow: Meditation

Meditation is the next building block of Flow. Some people would call it Mental Motor Rehearsal. That's what they called it when they started developing some of these strategies for NASA and the astronauts, and they took a lot of that from sports psychology. Some people perceive meditation as a religious overtone, and for some people, it may, but it doesn't have to be. I learned how to meditate when I started martial arts twenty-five years ago. There's a lot of different ways to meditate including guided hypnosis. Both meditation and hypnosis both calming of the body, and the breathing, and the mind follows. There are many different techniques as well. There's also going to be moving meditation where you walk through a spiral or patterned labyrinth. You can do a moving meditation on a regular walk just make sure you're in a safe place where you can zone out a little and not become injured.

Again, there's a lot of different ways to meditate. Some people like to meditate right when they wake up in the morning. Some people like to do it before they go to bed. The thing that's important whether you call it hypnosis, meditation, guided imagery, or visualization is that you don't judge yourself. Do not judge yourself. The whole point is to be non-judgmental and to have the experience. If at first, you are only able to meditate for a few minutes at a time. Keep going back and adding more time as you become better.

It is also helpful to find out what time of day works best for you as well. Some people may want to meditate in the middle of the day when they need a pick-me-up. I know some people can meditate for fifteen minutes of the day and they feel the equivalency of a two-hour nap without messing up their hormonal cycle and their twenty-four-hour circadian rhythm. But again, everyone's a little different, and you can experiment with that. You can also seek out a meditation Coach to support your meditation work. I have seen that having a support system so can aid in your meditation.

In addition to the other work that I do with my clients, I also teach meditation, visualization, and guided imagery. So, that can be part of the program; rituals, gratitude, meditation, and productivity. I don't know of one of my friends who is a multimillionaire and also personally fulfilled that doesn't meditate. They all meditate. 100%, they all do it. Pretty interesting, right? Are they all crazy? I don't think so. I believe they are onto something and you should do it as well and find out what works for you.

So rituals, gratitude, and meditation, all improve productivity. Why? Because you have clarity of thought. You know your purpose and nothing gets in your way. You've done it with intent rather than via the unconscious flow state we discussed earlier. If you can focus, and you can dial that in, and you can hone it and craft that to a higher degree of certainty and excellence, you're going

to have increased productivity, and overall you're going to have more flow with your work, your day and your life.

Recap

Alright, so we just went over the 6-Pillars for Ultimate Success. I just want to recap real quick we have Health, Business, Wealth, Relationships, Lifestyle, and Flow. Where do you stand with each of these are they optimized? Have you ever broken down your life into these pillars, these columns, and these building blocks? Yes, our life encompasses many different things, but in really simplistic terms, if you have a strong pillar in each of these six areas, you will be more personally fulfilled. So, if you're happy and you want no improvement, have fun, go for it, and I wish you the best of success. If you're interested in optimizing them further or if you feel like, “Man, I have a lot of work to do. I invite you to learn about the [different programs](#) I have that will help you reach your goals. Let's take a look.

Next Logical Steps

Your Next Logical Step



JOHN SPENCER ELLIS

Congratulations! You made it through all 6-Pillars you probably have a lot of questions even though you probably got some clarity as well. So, you're probably wondering what is your next logical step? I would love to help you reach all of your personal, and professional goals, and I have different programs available to you. You will just simply choose the one that fits your needs and your budget.

Cocktails with JSE



Cocktails With JSE FREE Group on Facebook

JSE
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The first one is [Cocktails with JSE](#). That is my private coaching and mentoring group on Facebook it's 100% free, and you can get there by going to this link johnspencerellis.com/cocktails or just go to Facebook, and search [Cocktails with JSE](#), and I'm there to help you. There are over 5,000 incredible Entrepreneurs and forward-thinking people who are there to help you as well. It's a great community.

Pick My Brain

Pick My Brain 1-Hour Phone or Video Session + e-mail Follow-ups


JOHN SPENCER ELLIS



And if you like to do something a little bit more involved, [you can pick my brain](#). You can do it over the phone or on video, and you can send me questions and things to look at in advance like your website your business plan, your health and wellness routines and rituals, any areas you have questions or problems. For one hour you and I will go through those over the phone or via video and solve your biggest challenges. You will also receive some email follow-ups because there's always play a few lingering questions and I'm happy to answer them through the email. Just recently, I had someone go through this program. Yes, we help them grow their business, but we also figured out a way to save over \$80,000 on their taxes for the next year just by going through this one hour of Coaching and Consulting. The results have been profound! Again, this is available to you if you just want to test the waters and see how we can work together and how I can help you.

Full-Day Intensive



Full Day Intensive
9 Hour In-person +
e-mail Follow-ups
(bring a partner)



JOHN SPENCER ELLIS

So next option is the [Full Day Intensive](#). This is a nine hour, in-person training, coaching, mentoring, or consulting session. We can go through whatever you need, whatever you want to focus on, whatever area or whatever pillar you want to discuss, or we can go through it all. I'm here to help you. The nine hours in-person can be done at my home here in California or at the penthouse in Las Vegas. It's your choice. This option also includes the email follow-ups, and you can bring a partner as well. This can be your business partner or life partner whoever it is that is integral to your personal or professional success. Whatever you want to work on that person can come with you as part of this program.

Monthly Coaching

Monthly Coaching Phone, Video, E-Mail & Text



JOHN SPENCER ELLIS

Next, we have [Monthly Coaching](#). If you need accountability and you like something more on the continual basis, this is the program that you want to do. So the monthly coaching, we talk over the phone or video if you choose or both plus email and text. And we can go over any of the pillars in the framework, whatever you want to go over and if there are other things you want to discuss, other things you need to learn other things you want council on I'm here to help you with that as well. We can go outside the framework if and when that is needed.

[The Penthouse Group](#)



The Penthouse Group
16 Weeks: Phone, Video,
Webinars, Guest Teachers
E-Mail, Text + 2-Day
Mastermind in Las Vegas



JOHN SPENCER ELLIS

This is [The Penthouse Group](#). I love this program, and I love these people. We have such a good time. Like the two-day mastermind, The Penthouse Group takes place at my penthouse in Las Vegas, but it's far beyond the two-day mastermind.

— THE —
PENTHOUSE
 GROUP

16-Week Life & Business Transformation
Phone, Video, Webinars, Guest Teachers,
E-Mail, Text + 2-Day Mastermind at the
Penthouse in Las Vegas



JOHN SPENCER ELLIS

It's a sixteen-week life and business transformation program. For sixteen weeks, we have group phone coaching and video coaching. We have webinars; we have guest teachers that come in and teach techniques for personal, professional and financial development. I have email support, unlimited text support, and you get the two-day mastermind in Las Vegas. I bring in lunch and dinner for you, and we have a great time. The views at sunset on the Las Vegas trip in the penthouse are just insane. People from this particular group are still to this day talking about it. This program is only offered twice per year. Check it out at Johnspencerellis.com/penthouse. We have very limited seating, but it's an incredible life changing and enhancing program, and you're invited to apply for that.

Ellis Elite Coaching



Ellis Elite Coaching
1-Year Comprehensive Program:
Phone, Video, Webinars, Guest
Teachers, Private 1-on-1 Days
E-Mail, Text + Admission into
The Penthouse Group

JSE
 JOHN SPENCER ELLIS

My Ellis Elite Coaching is not for everybody. This is for the person who wants access. This is the person who wants something very exclusive; this is the person who is already established in their business. This is the person who wants to have it all, and this is the person who isn't afraid to do the hard work to have it all. This is the Ellis Elite Coaching Program. It's a one-year comprehensive program that phone, video, webinars, guests, teachers, private one-on-one days with my email, text, and admission to the penthouse group; you get it all. If you are interested, check it out at johnspencerellis.com/ellis-elite-coaching/. You have to apply, and not everyone is accepted. I only can work with three or four people per year on this program because of the time commitment. I want to be able to give you 100% of my time and attention because this is my most exclusive program.

So, what do you do right now?

- Commit 100% to Becoming the Best Version of Yourself
- Choose the Program That Best Fits Your Needs & Budget
- Register and Secure Your Seat



So, what do you do right now?

First, you need to commit 100% to becoming the best version of yourself. If you're not committed, nothing happens, right? Without commitment, zero happens. I'm guessing you want more for your life or you wouldn't have stuck it out this far into this video lesson.

Second, you need to choose the program that best fits your needs and your budget. Remember that not every program is for every person. Choose the one that suits you best.

Third, register and secure your seat. A lot of these programs, with the exclusion of the cocktails with JSE Facebook group, have limited seating. I only can serve so many people, and I need to dedicate 100% to the people who have paid with their hard earned money, and I need to give them everything I have. So, register and secure your seat right now!

Still Have Questions?

If you have more questions, and want to get more clarity before enrolling in the program of your choice, complete the short questionnaire here www.JohnSpencerEllis.com/iwantcoaching



Do you still have questions? If you have more questions and need more clarity before enrolling in any of the programs, I recommend you complete this [short questionnaire here](http://johnspencerellis.com/iwantcoaching/), and that is it johnspencerellis.com/iwantcoaching/. I personally will get back with you to answer your questions, and we can get on the phone and find out what's the best way to serve you and get you exactly what you want from life.

So remember this, you **MUST** do something different and better than you have been doing if you want a different and better result! You can't keep doing the same thing over and over and expect something great to happen. If it hasn't happened yet maybe somehow, someday, what you're doing isn't the right amount, or it isn't the right intensity, or the timing is off Maybe you're using the wrong technology, and maybe you have the wrong resources. I don't know yet, but together we'll discover where the challenges are, and tackle them together so that you can have everything you want. You're going to have a lot of fun along the way.

Thank you so much I appreciate your time and attention. I'm here for you, [fill out that form](#), let's get on the phone and talk and thanks a lot.