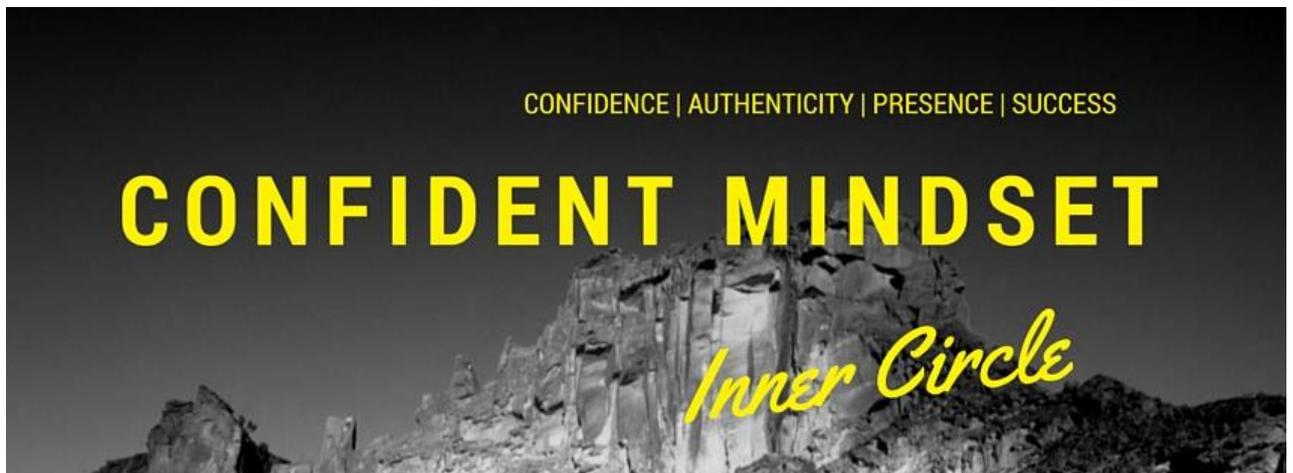


The Legendary Life WORKBOOK

By Dan Munro

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Exercise: Converting Trauma into Inspiration

PART ONE: The Event as It Happened

First, write out the traumatic event in simple terms:

E.g., I was attacked by two strangers on my way home. They beat me up and stole my wallet.

Next, describe your thoughts during the event:

E.g., What is happening? This hurts and everything is happening really fast. Will they kill me?

Describe the emotions you experienced during and shortly after the event:

E.g., Fear and panicking, with shame and embarrassment afterward.

Now describe your behavior during and after the event:

E.g., I curled up in a ball and took it, then limped home.

PART TWO: How I Wish the Event Had Happened

Now we will complete the thoughts, emotions, and behavior steps from Part One again. Only this time we'll describe them as though the event had happened differently. By this I mean, how do you wish it had happened?

E.g., Two guys attacked me, but I defended myself with martial arts and they ran away crying.

Thoughts:

E.g., I can handle these two guys. I am skilled in self-defense.

Emotions:

E.g., Calm, confident and in control.

Behavior:

E.g., I successfully used martial arts to defend myself and scare off the attackers.

As you can see from this example, the inspiration comes from your view of your ideal self, which is covered in much more detail later in this book. For now, I am pointing out that by imagining a traumatic event going the way you wish it had gone, the clues emerge as to how you can turn this tragedy into an inspiration to improve your life.

PART THREE: Figuring Out the Possible Solutions

So once you have identified how you wish it had gone differently, answer these questions in relation to what you wrote in Part Two:

How could I achieve those thoughts?

E.g., I could gain experience in managing situations like this by being exposed to safe combat-training situations.

How could I achieve those emotions?

E.g., I could learn techniques on how to stay calm when threatened.

How could I achieve those behaviors?

E.g., I could learn self-defense.

By now it should be obvious where this leads-you take these possibilities and turn them into a specific goal or set of goals...

PART FOUR: Set Goals

Go to the Goal Setting chapter for instructions on how to write these. If this is the first time you are reading through this book, don't worry about doing this just now, but set yourself a reminder to come back to this exercise when you do get to the Goal Setting chapter.

Now turn Part Three into goals to change your behavior.

Exercise: Challenging the Status Quo

First, list the ten activities that take up the majority of your time during an average week. This does not include basic survival activities like eating and sleeping, and you can exclude insignificant activities like transport unless they take up large amounts of your time. Try to rank them according to how much time they take up from highest to lowest (i.e., the activity you spend the most time doing should be number 1).

Alternatively, you could rank them from most likely to least likely to occur if that makes more sense to you. After you have completed this exercise, I will show you an example using a fictional character "Dave." If you find it difficult to finish this, try reading Dave's version first.

List One: Activities That Take up the Most of Your Time:

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____
- 6) _____
- 7) _____
- 8) _____
- 9) _____
- 10) _____

List Two: Activities You Are Most Skilled At

Now list your five top skills, including skills that you do not get to put to use very often. (i.e., what are you best at?) These do not have to appear in List One as well.

List Three: Activities You Enjoy the Most:

List the five top activities that give you the most enjoyment. Feel free to list activities that you do not often do, including one-off experiences that you really enjoyed. They do not need to be things that you are skilled at. Put it this way, if there was nothing stopping you, what would you do with your time?

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You have now listed twenty activities, and for most of you there should be some that repeat in more than one list. Now go back to List One: The Activities That Take up the Most of Your Time.

- 1) For each activity that appears in this list and also appears in either the Skills or Enjoyment lists, put a tick next to it.
- 2) For each activity in the first list that appears under both Skills and Enjoyment, draw a smiley face next to it.
- 3) For each of the activities on the first list that do not appear in either of the others, put a frowny face or an X next to it.

This exercise should give you a clear indication of whether or not your current lifestyle matches your skills and favorite activities. If the top five or more are smiley faces, then you are probably living a very enjoyable and satisfying lifestyle.

The Cycle of Change

Stage One: Pre-Contemplative

Some Questions You Can Ask Yourself:

If I do not change my current behavior patterns and routines, where do I think I will be in five years' time?

What are some of the potential benefits of trying out some new ideas or activities?

What are the reasons I don't want to change?

What are some of the downsides to trying out some new ideas?

What would need to happen to increase my self-confidence in my ability to learn/try new things?

Try writing down the answers to these. Then actively contemplate them over the next week or two.

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Stage Two: Contemplative

Some Questions You Can Ask Yourself:

What has made me question keeping things the way they are?

If I made some changes, what would the best-case scenario be?

What are the top three barriers I need to overcome?

Stage Three: Planning

This is all about goal setting and writing your Master Plan. Near the end of the book, we will complete the exercises in the Goal Setting chapter (by the time you get to this part you will have already completed the exercises in the Dreams-Your Ideal Lifestyle chapter). Later, you may need to visit the Barriers to Change chapter to overcome obstacles as well.

Stage Four: Action

By the time you get to this stage you will have your Master Plan first draft completed (remember, don't worry about this yet if it's your first read of the book), with the goals you need to achieve written out and scheduled and the barriers planned for. The next step is to increase and maintain your motivation. Complete the exercise in the How to Build Motivation: Desire, Courage and Resources chapter when you're at this stage.

Stage Five: Maintenance

Be wary of drops in motivation and look out for unexpected barriers to success. Also, be careful not to get too cocky and think you do not need to refer back to your Master Plan regularly. Refer as

needed to the Barriers to Change chapters and/or the chapter How to Build Motivation: Desire, Courage and Resources when you see warning signs.

Questions To Ask before Purchasing Products or Services:

How did I find out about this company/mentor/product? If they came to me, was it a high-pressure "hard-sell" or a reasonable sales pitch?

Who do I know and trust to give me advice on purchasing this?

Where can I find independent reviews and testimonials about this? Search the Internet- are there message boards or forums where others can give you unbiased feedback?

How much time and money would it cost me to not pay for this and just figure it out on my own?

How will I put this to use?

Which expos/seminars/webinars, etc. are available in my area to help me make a decision about the best options?

How much am I willing to invest?

Do they provide a money-back guarantee?

Discovering Your Ideal Lifestyle

Step One: Select the Highest Priority Areas of Your Life

We will now be filling out the first part of your Master Plan. You may wish to get a blank piece of paper to draft ideas on first, or you can simply write in this book. We are going to uncover what your Supergoal is by determining what your dreams are for the highest priority areas in your life. Remember, in this book "dreams" come before "goals" - dreams are the big picture while goals are the milestones and specific actions.

There are many different models for this kind of work, so choose from the set of three below. I recommend you select the set you instinctively find more appealing. These will become your high-priority areas. Choose one set, or you can mix and match:

Health, Wealth and Relationships (my preference)

Health: physical fitness, appearance, diet, level of daily physical activity, sleep

Wealth: work, career, finances, business, status, possessions and property

Relationships: friends, family, dating, socializing, romance, marriage, children

Personal, Professional and Academic

Personal: hobbies, interests, sports, relationships

Professional: work, career, business

Academic: qualifications, education, academic interests

Values, Tangible and Environment

Values: daily behavior, confidence building, integrity, authentic actions, beliefs

Tangible: health, appearance, energy (fitness), fashion, possessions

Environment: work, relationships, living situation, hobbies

Other (choose your own three, or mix and match)

Step Two: Describe Your Ideal Lifestyle in Each Area

Once you have selected which set of three areas are most in line with your current ideas or beliefs on your desired direction in life, you will now uncover your ideal lifestyle as it specifically applies to each area.

This should only be about a paragraph long-long enough to describe it in detail but short enough that you can easily read it quickly each week. To be clear, this is your dream lifestyle, so do not limit your imagination. To make this easier, I've listed a set of questions that you could answer with a few sentences for each. These can be combined to describe your dream.

Choose an area (e.g., health) and then go through these in relation to that:

What will you have and how much of it will you have? E.g., possessions, friends, money, freedom, muscles, property, partner, skills, opportunities, supporters, power

What will you be doing? E.g., meaningful work, fun activities, hobbies, travel and adventure, learning, relaxation, creation

How will others see you or describe you? E.g., happy, confident, wealthy, toned, popular, jet setter, adventurous, loyal, compassionate, impressive, tolerant

How will you see yourself ? E.g., content, enthusiastic, social, happy, purposeful, important, spontaneous, free, strong

You can write down anything else that comes to mind as well. The whole point is that if your lifestyle in this area was AWESOME or ideal, exactly what you've always desired, what would it look like? Put your answers to those three questions together to form a story about your dream life relating to that specific life area.

Step Three: Creating the "Supergoal"

Take time to read through all of the dreams you have written down. Start to imagine what your life would look if all of these dreams were real at the same time. Look for crossovers between them, where they could complement each other. For example:

How could your hobbies earn you money?

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What physical activity might provide an opportunity to meet your ideal partner?

What careers, diets and exercise plans could you maintain while traveling the world?

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Now write down the top five barriers to achieving this-the main reasons why there is a difference between how that area of your life is now compared to how you wish it was:

Now, I'm going to ask that question again...

Why isn't that area of your life as good as you want it to be?

But, this time you can only answer this question with thoughts and emotions. Look over your list of five barriers stopping you from changing, then re-write them as thoughts and emotions following this format:

I think that...

(thoughts)

Which makes me feel...

(emotions)

Step Two: Re-framing the Beliefs

We are now going to re-frame that belief. We will do this in parts to make it easier.

Take the thought you wrote down, and replace it with the simplest strategy or solution you can think of to fix the problem. For example, if you wrote "too overweight," your strategy could be "lose weight." Remember, you don't need to believe you are capable of this strategy... yet.

Take the emotions you wrote down in the last part of Step Two, and flip them upside down. Look for emotions that are the polar opposite of the negative one. Then add two more emotions that are similarly positive. If you are struggling with this, try to imagine how you would feel if the ideal version of this area of your life was true. For example, "sad" could become "happy, relaxed and playful."

Now combine your thought strategy with your new emotions to design a new belief:
I know that...

(thought strategy)

which will make me feel...

(new emotions)

Step Three: Eradicating the Limiting Self-Belief

Method One: Make It Your Pledge for Daily Action

In your Master Plan template, you will see a section called The Pledge, which we are going to discuss now. This section is where you start to redefine your identity by forcing yourself to believe that you are already the person you wish to be. This is where you create a positive self-fulfilling prophecy.

There is also a section titled Identity Statement on the front. What I want you to put in this part is the overall simple statement of who you wish you were. Look at all of your limiting beliefs and try to figure out what they have in common. Then look at all of your new re-framed beliefs for commonalities as well. Combined with your dream lifestyle areas and Supergoal, you should be able to create a clear identity statement. Describe the person you wish you were.

Write your new beliefs into the Pledge section of your Master Plan.

Method Two: Set Goals

Now for a more structured method, which goes hand in hand with the Pledge. Head over to the Goal Setting chapter. Use the exercise there to turn these new beliefs into goals that require you to take action. If you've re-framed them using the structure I recommended, they are almost action goals already.

Bonus Method Three: Set Goals and Take Action +PLUS+ (Optional)

This is along the same lines as Method Two, only instead of one goal, you create a whole list of goals. These then become a significant part of your daily life. You aim to completely overhaul this area of your life in order to address the current factors in your lifestyle that are causing you the most dissatisfaction or unhappiness.

Create at least:

- three goals that require action
- two goals that increase your knowledge on the subject
- then add this goal as well: Complete the "Desire, Courage and Resources" exercise once per week on _____ (choose a day).

This is to keep your motivation to achieve these goals as high as possible. We will cover how to use this exercise in detail later on.

Costs vs. Benefits Decision-Making

Instructions on Using the Costs vs. Benefits Tool

Template:

	Costs	Benefits
Change (do it)	4	2
Stay the same (don't do it)	3	5

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Step 1

Write the change you are considering next to the number 1 in the top left corner box. Keep it simple, (e.g., "go to gym," "ask Dave out" or "buy a house"). You will figure out the more specific strategies regarding how to achieve this change when we go into the Goal Setting chapter next. For now, just a basic description will suffice.

Step 2

Go to the box with the number 2 in the corner (benefits of change) and list the positive results you would likely experience if you made this change. These questions might prompt your thinking:

- What is the best thing that could happen?
- What good things would occur in your life if you made this change?
- What would these positive results mean to you?

The challenge is to write down as much detail as possible for each benefit. For example, if you said one benefit was "I will have a good relationship with my partner," then you should describe in detail what that looks like—such as more fun outings together, better sex life, a real thrill at seeing him/her when I get home, feeling more relaxed at work because things at home are peaceful.

Step 3

Go to the box with the 3 in the corner (costs of staying the same) and list the negative things which will probably remain in your life if you do not make this change or new negative things you will likely find yourself subjected to. These questions could help:

- What current things in this area of my life do I wish were different?
- What negative things will I experience over the next five years if I don't make this change?
- What regrets might I have if I don't do this?

Again make sure you expand on each key point. Really dig down into what it is in your life you are not satisfied with—those negative things that will remain in your life if you don't attempt this change. When working with clients, I find this part is the most emotional, so feel free to take a break if it becomes too much. This may be the part you have the most emotional attachment to.

Step 4

Now go to the box with the number 4 in the corner (the costs of change) and list the potential consequences that are negative or you are otherwise worried about should you go through with making a change. Decisions always have rippling effects throughout your life, so consider the potential negative effects of making this change on your:

- Finances
- Relationships
- Time
- Health and wellbeing
- Self-worth, identity or self-esteem
- Career

Through this part of the exercise, you may also identify some mental or emotional barriers/ costs, and you may want to go back to the Limiting Self-Beliefs exercise to test them. At this point, you might think you are just doubling up on the previous part of the exercise by simply writing the opposite to the benefits of change. However, the opposite of a benefit is not always the same as the cost. That said, this part may be easier to complete by looking at it that way.

Step 5

Now go to the box with the number 5 (benefits of staying the same) and list the positive things you enjoy about your life as it is right now (no change), making sure to limit the list to those positive things that will remain in your life over time if you make no change. This part may be simply identifying why you had to resort to using the Cost vs. Benefits tool for this decision in the first place, and it will probably help you define what your comfort zone actually looks like. This might be a bit of a wake-up call for you-showing you the things that have prevented you from improving your life due to how comfortable and "safe" they appear to be.

Step 6 - "cost vs. cost"

Compare the costs of change (4) with the costs of staying the same (3). You might find it easier to determine which is "worse" by giving them a numerical weighting. You could rate each of the points on a scale of 1 - 10, with 1 being "not a problem" and 10 being "very significant negative consequences."The result is figuring out the different weight of the negative consequences for both options. Giving numerical scores will help you remove that emotional attachment later as one of them will mathematically score better, which will give it that objective flavor.

Step 7 - "benefit vs. benefit"

Compare the benefits of change (2) with the benefits of staying the same (5). Again you can use a similar scale, with 1 being "does not improve my life" and 10 being "significant positive improvements to my life."

General Goal Setting

Take a moment now to try and break down the Dream you have chosen into its separate parts. List these in any way you want. Now draw lines that link the different parts that make up a larger whole until you are down to two to five main factors.

Now it's time for you to have a go. Once you have brainstormed the different possible steps between where you are now and your dream lifestyle, you need to put them into either chronological order or in order of importance (priority).

Try writing them out here:

Step one

Step two

Step three

Step four

Step five

Goals: Detailed, Realistic, and Measurable (DRM)

Step One: Make It Detailed

Write the general goal you want to work on here:

Now you need to research what your options are for location, times you will attend (frequency and quantity), and the activity you will do when you are there. One way of doing this is answering these questions:

What is required to achieve this general goal?

Where will you do it?

When will you do it? How often will you do it?

Who else will be involved?

Rewrite your general goal by adding the details you listed above:

Make it detailed:

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Step Two: Make It Realistic

This is the point where expert advice and/or research can come in handy. You can also get a sense of how realistic your goal is by simply asking yourself: Assuming I can maintain high motivation, how likely am I to achieve this? Some other questions that might help:

How much time will I realistically be able to spare toward this activity? What can I afford to spend on this (weekly budget)?

What is my current motivation to achieve this?

What is my starting point in this area? (e.g., for the gym, how strong and fit are you now?)

Now rewrite the goal to make it realistic:

Step Three: Make It Measureable

Finally, you need to go back over your goal one more time to check that:

It is easy to measure

It uses the correct units of measurement

You will know when you have achieved/completed it

Make It Measureable:

Step Four: Updating the Master Plan

Now go through this exercise and apply these rules to all of your top-priority general goals, one at a time. Once you have transformed them all into satisfactory action goals, you can add them to your Master Plan. Eventually you may get into the habit of writing effective goals from the start without needing to go through these steps. However, I recommend you stick to this process to ensure you always write achievable goals.

The Weekly Schedule

	Morning	Midday	Afternoon	Evening	Night	Late-night
Mon						
Tues						
Wed						
Thurs						
Fri						
Sat						
Sun						

Your Master Plan

My Supergoal:

Identity statement:

Pledge:

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Area 1: _____

Dream:

Goal 1

Goal 2

Goal 3

Area 2: _____

Dream:

Goal 1

Goal 2

Goal 3

Area 3: _____

Dream:

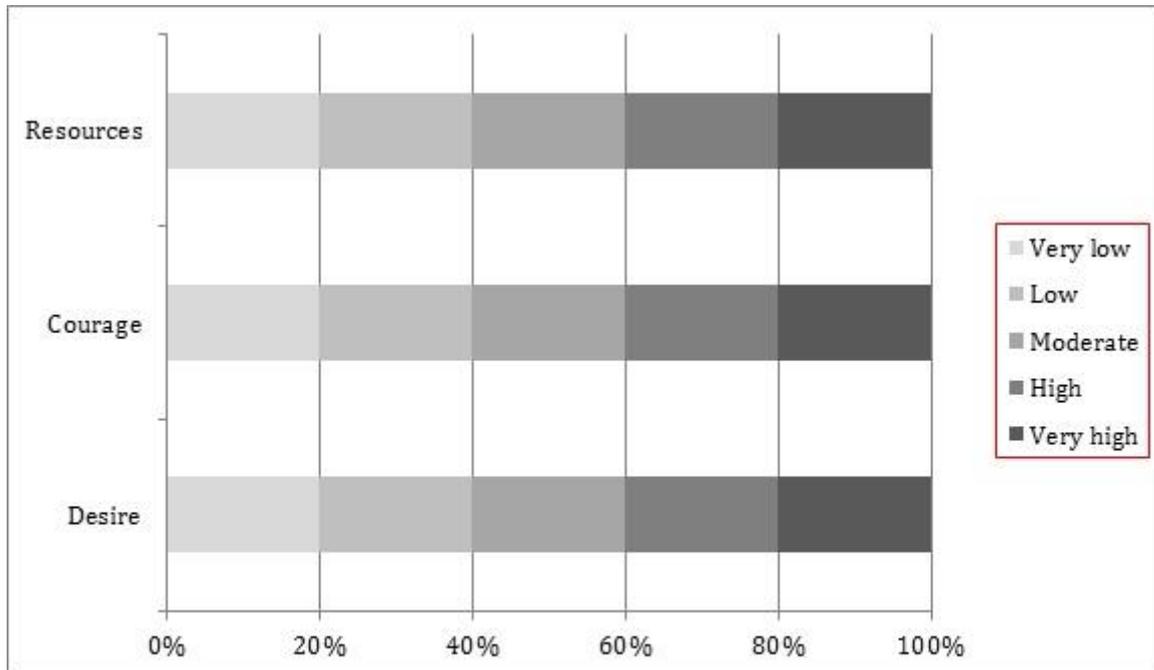
Goal 1

Goal 2

Goal 3

How to Build Motivation: Desire, Courage and Resources

Instructions for Using the Desire, Courage and Resources Exercise



Step One: The Scoring

Choose an action goal you wish to increase your motivation on, write it down here:

DESIRE

Scale:

Very high = You want this more than pretty much anything

High = It's really important to you

Moderate = It would be nice to achieve this, but you can take or leave it

Low = Not keen on this, but you need to do it Very low = You have very little interest in this

COURAGE

Scale:

Very high = Absolutely positive that you can achieve it

High = Pretty sure you can achieve it

Moderate = Think you have the ability but feel some doubts coming through

Low = It's going to be a struggle

Very low = Pretty sure you will not be able to do it

RESOURCES

Scale

Very high = I definitely have everything I need

High = I've got enough to get through

Moderate = I will need some more resources at some point soon

Low = I can get started but there are a lot of resources I still need

Very low = I have almost none of the resources I need

Step Two: Identifying the Cause of the Scores

Now we will explore the reasoning behind the scores in depth (you likely will have some basic ideas already). No matter how low the scores are, your focus should always be "strength-based" and positive. You can essentially ignore negative thoughts because you will replace these with positive instructions.

Your initial focus needs to be-why are the scores higher than zero?

You want to find the strengths that give you some initial desire and courage as opposed to none at all. Some examples of questions you can ask yourself:

What positive things have led me to score this as [score]?

What makes it [score] instead of zero?

What makes me feel that I have at least [score] amount of desire and courage?

What does [score] amount of desire/courage/resources mean to me?

What can I achieve with [score] amount of resources to start me off ?

Step Three: Find Your Strengths

So now you have a fair idea about why you have scored as you have. The next step is to strengthen the scores for all three scales, but before you can do that, you need to know what inner skills, strengths and abilities you have to help with this.

Clear your mind. Take five long, slow, deep breaths. Now think of a time when you achieved a goal in the past. If you struggle to think of one, some prompts could be used, such as:

Describe a time you saved up to buy something and how you managed that.

Describe the process you went through to get your first job.

What are you best at and why?

Describe a skill you learned from scratch and how you did that.

Choose a goal you have achieved in the past, no matter how simple you think it was. You are about to interview yourself as if you are interviewing someone else. Focus your questioning around what you did in the time between deciding on the goal and achieving it, which lead to success. Make sure you ask about thoughts, feelings, and behavior. Start listing the key things. Try these questions to prompt you, or you can write other ideas on a blank piece of paper:

What did you tell yourself to stay on track with your goal?

Who helped you out with this and how did they do that?

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What would you do differently if you had to do it all over again? What wouldn't you change?

How did it feel to achieve the goal?

What resources did you use? Which of these do you still have now?

These answers will become your reference for the next section if needed.

Step Four: Build Motivation

Using what you have identified in the previous section or completely new ideas, you can look to increase the scores on all three scales. Basically the aim is to get them all as close to one hundred percent as possible, but anywhere in the high/very high categories should do the trick.

Focus on the weaker one or two, particularly if one is strong enough (e.g., high) already. Don't try to make massive leaps all at once. As a rule of thumb, try to improve each category by one step at a time (e.g., from low to moderate, or moderate to high). The aim is to get all three to the same level and then move them up together.

The best question for this is:

"What could I do to increase the [desire/courage/resources] score from [very low/low/moderate/high/very high] to [very low/low/moderate/high/very high]?"

(e.g., What could I do to increase the desire score from low to moderate?)

List as many things as you possibly can. Don't hold back. Brainstorm all the possibilities that might make the scores increase:

What can I do (what strengths do I have) to increase the score for _____ from to _____?

Some other questions that could help:

In the list of strengths I've identified, which three most apply to achieving this current goal?

What things have I done in the past to increase my courage/desire/resources?

What do I think would need to happen in my life to make the desire/courage/resources rating very high? How can I break this down into manageable steps?

What has worked for me before? How did I overcome barriers last time I achieved something challenging?

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From this, you should be able to come up with mini goals-extra strategies that can assist you in accomplishing your main action goal. Using this tool effectively requires practice over time, making mistakes so that you can figure out how to increase these scores effectively. The more you do it, the better sense you will get of how to increase your desire, courage and resources in relation to any goals.

Simply put, you are learning a practical method to increase your inner motivation.

Step Five: Continue To Build and Then Maintain Motivation

Let's discuss how to get those scores into the very high range and keep them there. For the goals you are struggling with, you should complete this exercise in full on a weekly basis at a minimum. As your motivation increases, you can reduce the frequency. When you are achieving your goals and making huge progress in life without needing this tool, you have likely achieved ambition and won't really need this tool any more.

Make sure you go through the entire process each time because the scoring will fluctuate as new strategies are tried and external events have an impact. Don't be disheartened when a strategy doesn't work because you have achieved something-you have figured out what doesn't work. That sounds brutally obvious, but it's one more step toward finding out what does work.