

Play the Game!

Producing results is one of the most amazing experiences in life!

Doesn't matter is it's reaching a financial goal, losing weight, exercising, reading to your kid every night, reaching 500 friends on Facebook, filling your workshop, meditating every day, or hitting the church donation target! If you can measure it, you can make it happen by Playing the Game.

Here are the **ONLY** rules of the game:

1. Know **exactly** what you want.
2. Know **exactly** how you're doing – ***always!***

That's all there is to playing the game. Just following these two rules with as much focus and discipline as you can possible manage. Look up the word **compulsive** in the dictionary and become that way about this game.

Know exactly what you want

For example, if the sales target for your business is \$5,000 a month, you already know exactly what you want! So you're following the first rule. ✓

Now say it's the 10th of the month, and you know your sales so far are 1,500 ***exactly***. You're also following the second rule. ✓

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|---|---------------------------------|
| 1. Know exactly what you want. | \$5,000 a month in sales |
| 2. Know exactly how you're doing – <i>always!</i> | \$1,500 |

Sometimes the first rule takes a while because we haven't taken the time to figure out the exact target. We may say 'more money' or 'more Facebook friends' or 'more enrollments' or 'more exercise'. That's natural --- we all want more these days, don't we? Problem is, that's not playing the game, and it doesn't lead to producing the results you want and need.

Start Playing the Game with just one result until you get the hang of it. Take the time to choose the target – exactly what you want. It can be a bit of a stretch because that always adds to the excitement and the thrill of achievement when you get there. Up to you. If you work with others, get together and decide what your exact target.

Know exactly how you're doing – ***always***

The second rule is a bit trickier because there are some strong limiting beliefs that keep us from following this one:

*I'm afraid what I'll find out when I check – better not to know.
Who's got time to stop and figure out exactly where I am.
I think we're probably at about \$2,000, not sure.
I've got more urgent things to do right now.*

Notice those beliefs and then just grab yourself by the collar and move toward the task of finding out exactly how you're doing.

Above all, don't forget the 'always' part. Keep your records up to date so that you're **always** following the second rule. I say to my clients, 'If I were to call you in the middle of the night and wake you out of a sound sleep, I want you to be able to tell **exactly how you're doing!** I mean it!!'

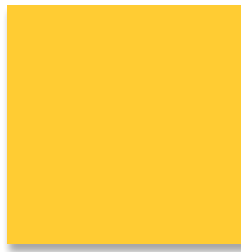
Now for the fun part. . .

The best part of the Playing the Game is making the game fun to play. Who wants to play a game if it's not fun? And this game is the best game in town – producing the results you want and need.

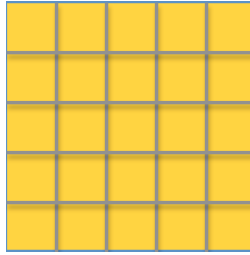
Really make it a game by designing silly six-year-old level ways of keeping track of – you guessed it – **exactly what you want** and **exactly how you're doing**.

One of my favorites is to take a piece of paper or open a computer document and make a box with squares that show exactly what I want. So if **my target is to exercise 25 times a month, I divide my box into 5 squares across and 5 squares down.** $5 \times 5 = 25$. Each square represents one time I exercise. I know exactly what I want, and I can see the results I want. Already I'm having fun. Really get into this – create game boards, charts, pictures – whatever your little 6-year-old mind can come up with.

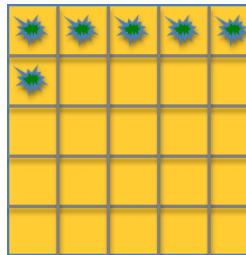
So here's how it goes. . .



Blank board, paper, computer page – color matters!



Divided into 25 squares – one for each time I exercise.



Today is March 11th and so far I've exercised 6 times --- exactly!

The minute I came back to the house on Tuesday, I took one of my green spots and stuck it in the next square. This is the best part – tracking my progress. I LOVE to put up stickers (put in a check mark, draw a happy face, new sticker each month – whatever I come up with).

That's all there is to it – that's it! And it works. Why?

Because it's

- fun
- motivational
- important to me
- confidence-building
- focused
- disciplined
- just like a game!

Just a couple words more. . .

What is **not required in this game is to worry about the squares you haven't filled.** To do so diverts your focus from the target. Worrying brings down your energy and emotional level.

Did you notice that I've (only) exercised 6 times, and it's already the 11th of the month? Yes, I'm behind. But instead of beating myself up about it, I really want to get out there today so I can **put another green spot on my game board!**



ALL you have to do is play game as described here. Thousands and thousands of people around the world have been making game boards for the past 30 years – even more since we started the Best Year Yet business in 1996 and really pushed it out there. Who's Played the Game? Small business owners, independent professionals, writers, teachers, teens, seniors – and CEO's of major international business.

Their results have been extraordinary – and they can't wait to tell others how to use the magic of playing the game! Let us know what happens when you Play the Game!

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