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Private Dan On Demand LIVE Class

Productivity Secrets: How To Master The Art of Doing More In Less Time And Have More Time To Do What You Enjoy

By Sifu Dan Lok

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Imagine you had a bank account that deposited $86,400 each morning.

The account carries over no balance from day to day, allows you to keep no cash balance, and every evening cancels whatever part of the amount you had failed to use during the day.

What would you do? Draw out every dollar each day!

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We all have such a bank. Its name is TIME.

Every morning, it credits you with <u>86,400 seconds</u>.

Every night it writes off, as lost, whatever time you have failed to use wisely. It carries over NO balance from day to day.

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It allows NO overdraft so you can’t borrow against yourself or use more time than you have.

Each day, the account starts fresh. Each night, it destroys an unused time.

If you FAIL to use the day’s deposits, it’s your loss and you can’t appeal to get it back.

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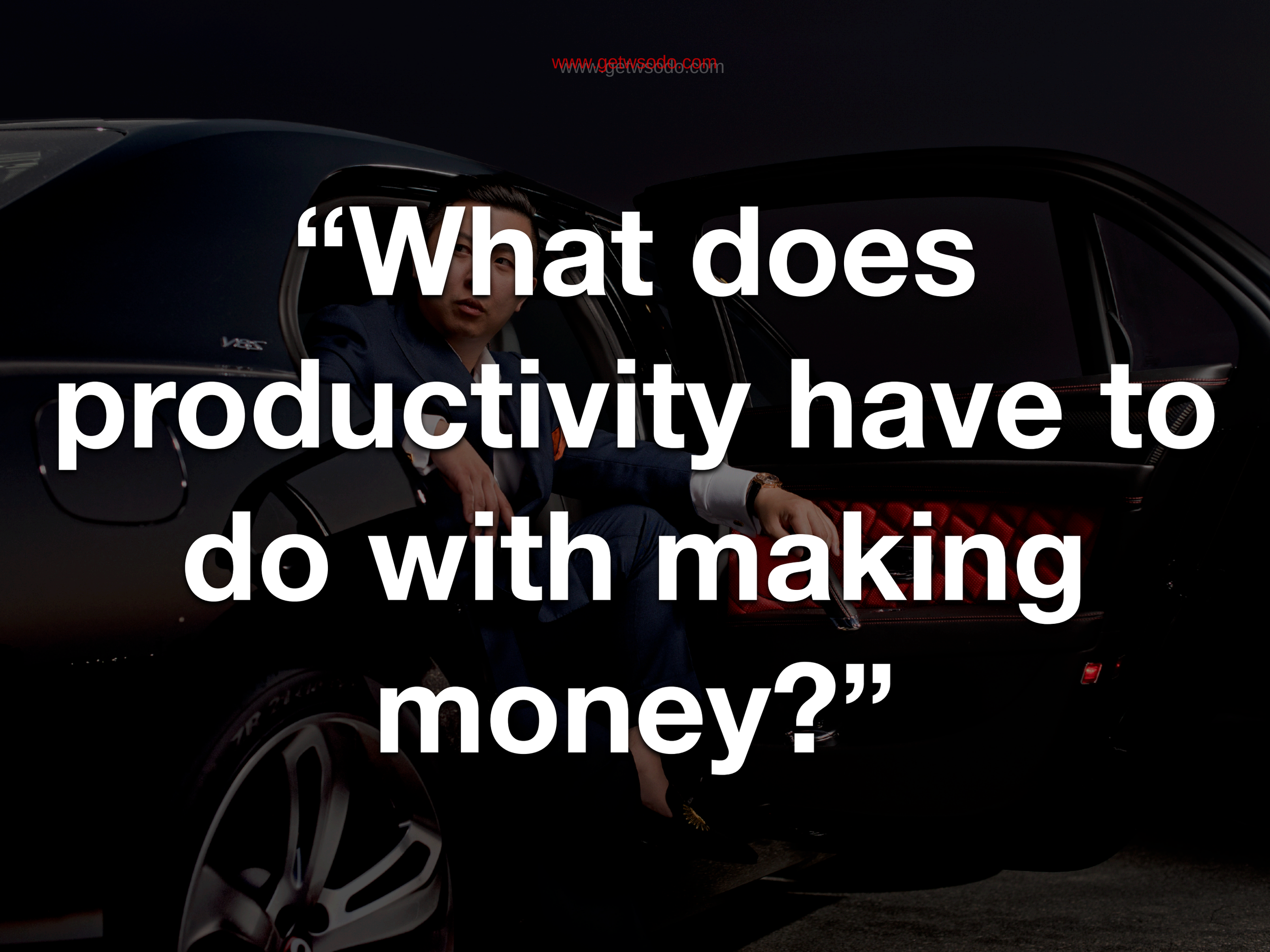

“What does productivity have to do with making money?”

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EVERYTHING!

How you use ultimately determines how much money you make.

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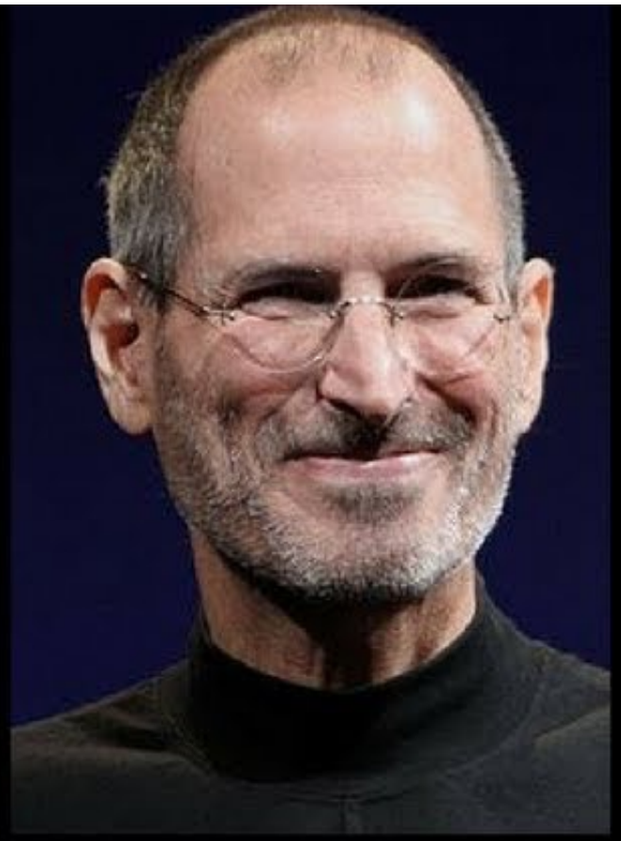

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Aivars Buris
May 24 at 2:16 PM

Boom 💧💧💧
The building project has finished. Five months work for a team and a great comision for me!!! Got paid every 2nd week 5 months in a raw!!!

Today got another deal!!!
20 min for closing = 1k in my pocket!!!
Lets make it happen!!!

You and 30 others 12 Comments

Like Comment

Weicong Wu
April 20

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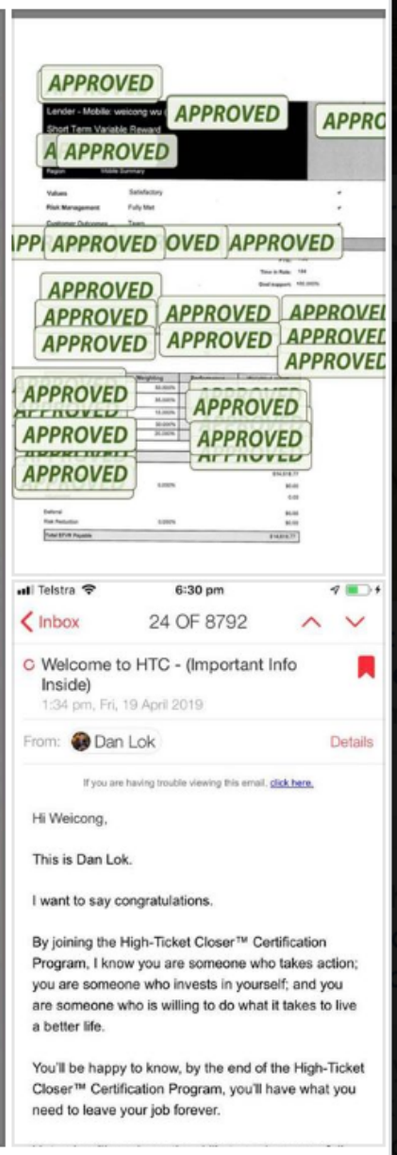
Boom!!!!
First Bonus $14,618.77 in my career so far!!!
I am so proud to be a member of DOD Family, and it truly transforms my life.
Long story short, by implementing Sifu's teaching into my job, I have successfully made my first bonus AU$14,618.77 from my job, super happy about it, and I have also used part of the bonus to enroll in the HTC program Season 10 - Finally I step out of my comfort zone doing the things I always want to do, feel super alive, and I know I am going to challenge myself on a daily basis to become the best version of myself!



You, Ed Reay, Tina Leder and 87 others

36 Comments

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Jennifer Lou
April 30

What's Up Dodoers!
I just successfully sealed a JV with another awesome creative using the Dan Lok methodologies!

Boom!!! 💣💣💣💥💥💥
Say what!?

Remember! FEAR is only in your head.

You, Tina Leder, Desmond Soon and 13 others 20 Comments

Like Comment

Grace Lee
April 12

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Dan on Demand Doers! I have a belated BOOM to share.

This is a 'Money in the Future' BOOM from a B2B sale.
$316,000 USD in Escrow for the sale of an eCommerce website.
$100,253 USD received in the bank account as down payment from the buyer.

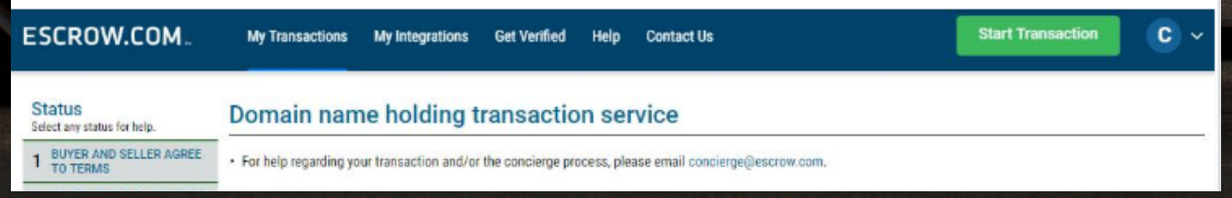
The search for a buyer started 6 months prior. Because of the complex nature of these business assets and the process of handover, it took months to find the right buyer and qualify him financially. The first buyer was promising, but they failed to secure a business loan that would allow the purchase in a different currency. The second buyer raised his hand 3 months later, and the money took another month to arrive through Escrow.

Not to mention the time it took to build the website and all the assets included in this high ticket B2B offer. That took approximately 2.5 years including failures, setbacks, and pivots.

Prior to the sale, 50% of our activities were in Money in the Future. I was concurrently running my coaching business, which made up the Money Now and Money Monthly activities. Now that the sale is complete, we are shifting to 50% Personal Media Platform in my YouTube channel and podcast.

ALL OF THE ABOVE takes daily gratitude, a clear vision, lazer focus, unwavering persistence, and leadership. More importantly, I could not have done this alone. I have a partner who is grounded as my rock and equally relentless for success as we define it. We have a team of connectors and mediators. And last but not least, there were the golden nuggets of consulting business wisdom from DoD. Thank you, Dan Lok, for your graciousness in addressing my questions in class.

It would be very remiss of me not to mention the gift of Tube Your Own Horn. I will be the first in my niche to build and grow a YouTube channel with video real estate to monetize my influence and sell my coaching program.



What exactly is Productivity?

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What exactly is Productivity?

Productivity is maximum results in minimum time.

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Productivity Secret #1

Know Your Magic Number

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The reason you're not making the kind of money that you want is because you <u>have not made it a MUST</u> to continually increase the worth of your time.

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TWO QUESTIONS:

1. Do you know what your time is worth?

2. Do you know what your time NEEDS to be worth?

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Let's Figure This Out Right Now

1. What is the amount of money that you would like to make this year? Write it down.

2. Let's use $100,000.

8 hours a day X 220 days a year.
That's 1760 hours.

Let's Figure This Out Right Now

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$100,000 / 1760 hours = $56.81

X 3 (Productive time VS Unproductive time)

Ask yourself: "Is what I am doing RIGHT NOW worth $170?"

Anything that doesn't make you $170 PER HOUR is COSTING YOU!

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Productivity Secret #2

A.M.W.A.

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You must eliminate the need for you doing the activities that DO NOT match up with the value of your time.

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You'll never be a High-Incomer Earner if you keep doing Minimum Wage Activities.

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Some people think: “Aw, come on, Sifu, you should wash your car yourself, do your taxes, mow your own lawn... Be a man/woman. It’s an honourable thing to do.”

“Is what I am doing worth <u>$10,000</u> an hour?”

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Clarity Categories Dashboard Browse Answers Live

Dan "The Man" Lok

The King of High-Ticket Sales™ & Tedx Speaker

Vancouver, Canada

Dan Lok, a.k.a. The King of High-Ticket Sales™, is known as one of the world’s highest-paid strategic consultants in the luxury and “high-ticket” space. He is one of the rare keynote speakers and business consultants that actually owns a portfolio of highly profitable business ventures. Dan is also an international best-selling author… More

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Areas of Expertise

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Productivity Secret #3

Importance / Urgency Prioritization Graph

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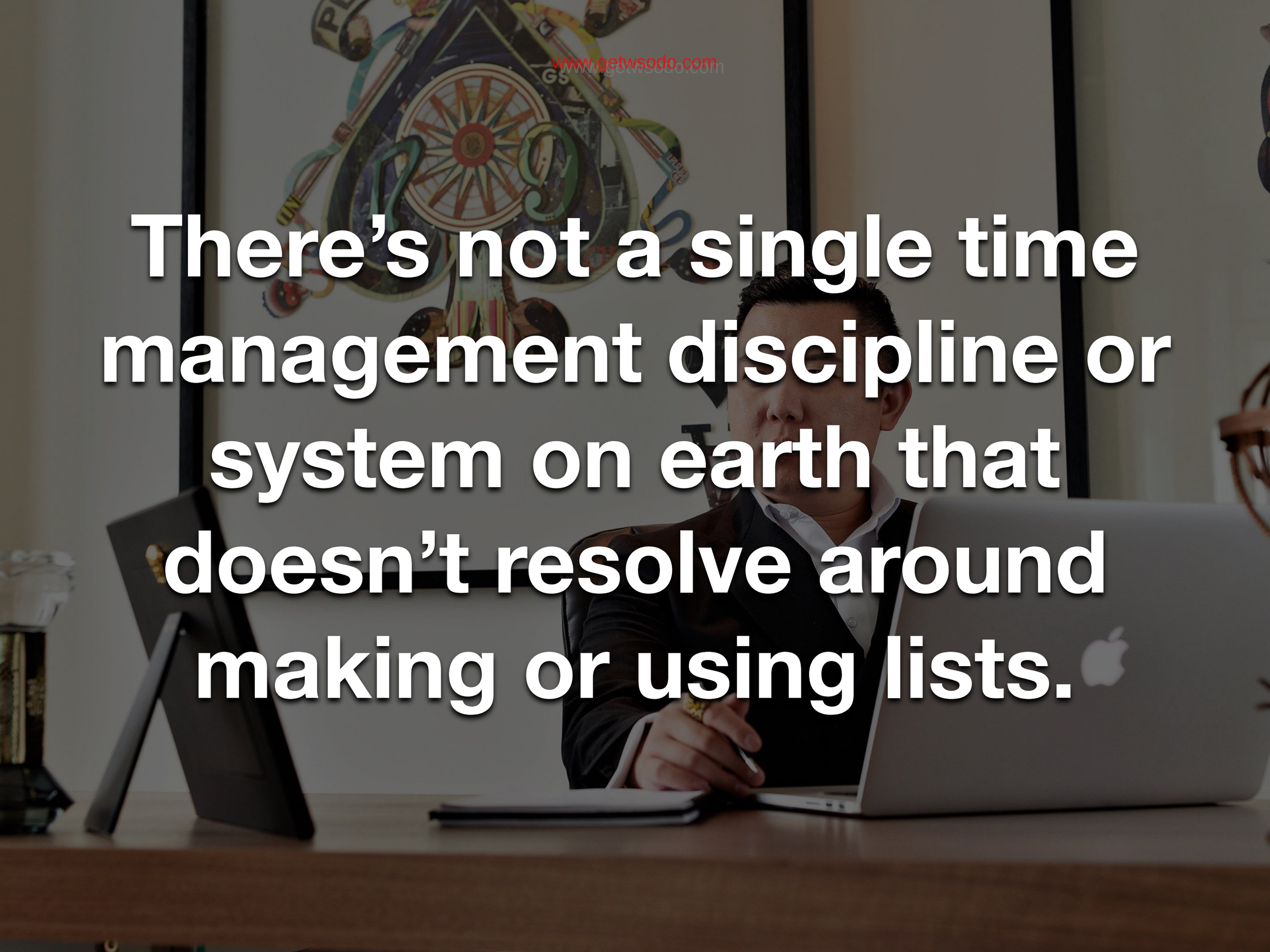
	Urgent	Not Urgent
Important	I • Wildly important goals • Vital customer calls • Major deadlines • Last-minute assignments from your boss • Pressing problems • Crises	II • Wildly important goals • Planning • Continuous improvement • Professional development • Defining contribution • Coaching and mentoring • Win-Win Performance Agreements
Not Important	III • Too many objectives • Unimportant meetings • Meaningless reports • Needless interruptions • Low-priority e-mail • Other people's minor issues	IV • Workplace gossip • Busywork • Aimless Internet surfing • Time-wasters • Irrelevant phone calls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There’s not a single time management discipline or system on earth that doesn’t resolve around making or using lists.

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DO NOT carry it all in your head.

The more details you get on paper, the fewer you must remember and worry about.

This FREES your mind up for more important tasks.

4 Kinds of Activities In Business

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ONE-PAGE PRIORITY PLANNER

DAN ON DEMAND

MONEY NOW	MONEY MONTHLY	MONEY IN THE FUTURE	PERSONAL MEDIA PLATFORM

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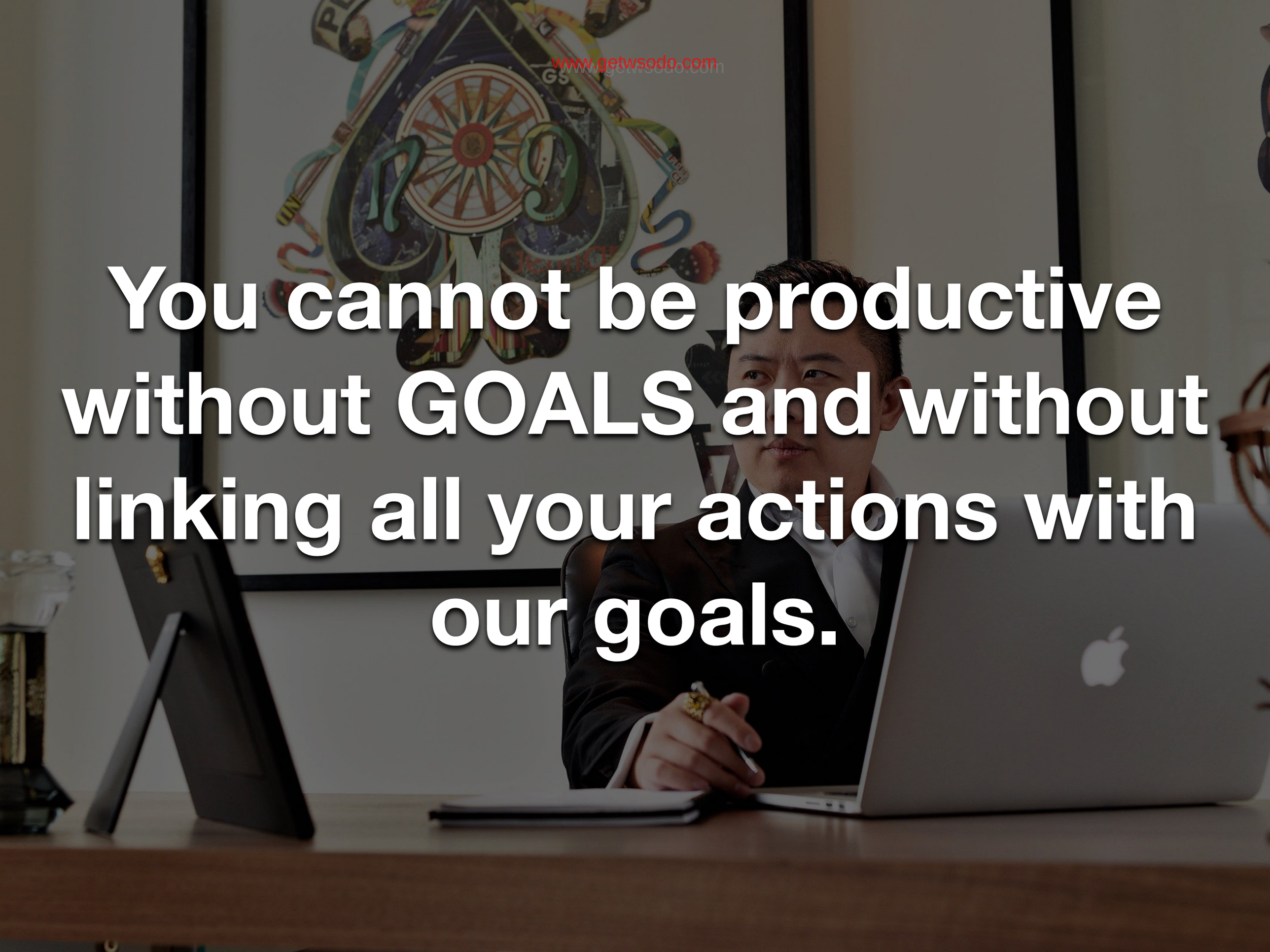
LINK EVERYTHING TO YOUR GOALS
Focusing on the link to your goals creates PEAK PRODUCTIVITY.



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Productivity Secret #4

Eliminate Distractions

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- You must get control over the phone.
- People have been conditioned to respond to the phone when it rings.
- People run dripping from the bathtub or jump up from the dinner table to answer the phone.
- You have absolutely no legal, moral, or other responsibility to answer the phone or take a call unless you want to.

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- I don’t take UNSCHEDULED incoming calls.
- It takes me days to get back to people.
- If you MUST take calls, set expectations within seconds on the call.

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Productivity Secret #5

Time Blocking

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“Why wouldn’t you make appointments with the most important person in your life?”

YOURSELF!

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Make appointments with yourself

- For creating content, I block out the time. Tired or not, inspired or not, it doesn't matter.
- I schedule time to THINK.
- I keep those appointments with myself - just as I would keep an appointment with someone.

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BIG TIME BLOCKING MISTAKE

- Let other people dictate your schedule. (Would you give your wallet to other people to hold on to?)
- Have NO END TIME.
- Train yourself to be get shit done faster.

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Productivity Secret #6

Create a Peak Productivity Environment

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Make certain your environment works for you instead of against you.

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Wealth Triggers:

Both the conscious and subconscious minds respond to all sorts of stimuli, inducing the objects around us.

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Vision Board in front of me as a reminder of my WHY.

I close the DOOR when I am working on important tasks.

I have a lot of objects around me that represent wealth and success.

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Productivity Secret #7

Understand you can’t manage time

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- Time management doesn’t exist.
- You can’t manage time.
- You can’t make it go faster or slower.
- You can’t make time move forward or backward, and you can’t make up for lost time.

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- The only thing you can manage is HOW you use your time.

- Ask yourself: “Do the actions you take on a daily basis move you forward in the direction you want?

- What do you focus on now? Do your actions move you away from your priorities?”

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At the end of the day, time management is really priority management.

And priority management is really **SELF-MANAGEMENT.**

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Important Monthly Assignments

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Step 1: Immerse Yourself Into Sifu's Teaching

- Binge-Watch all my videos on YouTube. (www.YouTube.com/DanLok)
- Minimum of 3 videos a day.
- A DOER is a LIFELONG LEARNER.
- Make sure you are not acting as a LONE WOLF. Connect and introduce yourself on DOD FB Group.

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How to Delegate Like a Millionaire Entrepreneur

Dan Lok - 1 / 19

How to Get Off the Hamster Wheel of Running Your Business - Dan Lok

Dan Lok

2

Why You Should Not Be A Control Freak As An Entrepreneur - Dan Lok

Dan Lok

3

What Exactly Is The Purpose Of A Business? - Dan Lok

Dan Lok

4

What Is The Definition Of Your Business and Why Does It Matter? -

Dan Lok

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Step 2: Re-Program Your Mind For Wealth

- EVERY DAY:
- Start the morning with Attitude of Gratitude Video. Gratitude = Wealth.
- (Mid of the day, watch: Millionaire Mindset - Daily Power Affirmations
- Before you go to bed, Program Your Subconscious Mind For Success & Wealth
- Playlist: Millionaire Mind Programming
- Print Out And Read the DOER Creed Once A Day

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Step 3: UseThe One-Page Priority Planner

- Come up with activities and tasks you need to get more clients and increase your income.
- Categorize them and divide them into the 4 columns.
- Take action every day. Do something every day. Doesn’t matter how small or how big.

4 Kinds of Activities In Business

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ONE-PAGE PRIORITY PLANNER

DAN ON DEMAND

MONEY NOW	MONEY MONTHLY	MONEY IN THE FUTURE	PERSONAL MEDIA PLATFORM

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Step 4: Time Block

- Prioritize your tasks
- Make non-negotiable appointments with yourself
- Use wealth triggers in your environment
- Eliminate distractions

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Step 5: Increase Your Hourly Rate

- You need to make it a MUST to continually increase your hourly rate.
- Your earning power PER HOUR must improve EVERY YEAR. (The answer is NOT WORKING HARDER!)
- The only way to do that is for you to develop NEW HIGH INCOME SKILL SETS.
- “How can you become skilled? How can you become more valuable?”

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Step 6 - Mark This On Your Calendar

- Next Dan On Demand Training:
- July 18th, 2019
- 6:00 pm Pacific Time

Topic: Public Speaking Secrets: How To Have Unshakable Confidence When Speaking To A Group Of People