



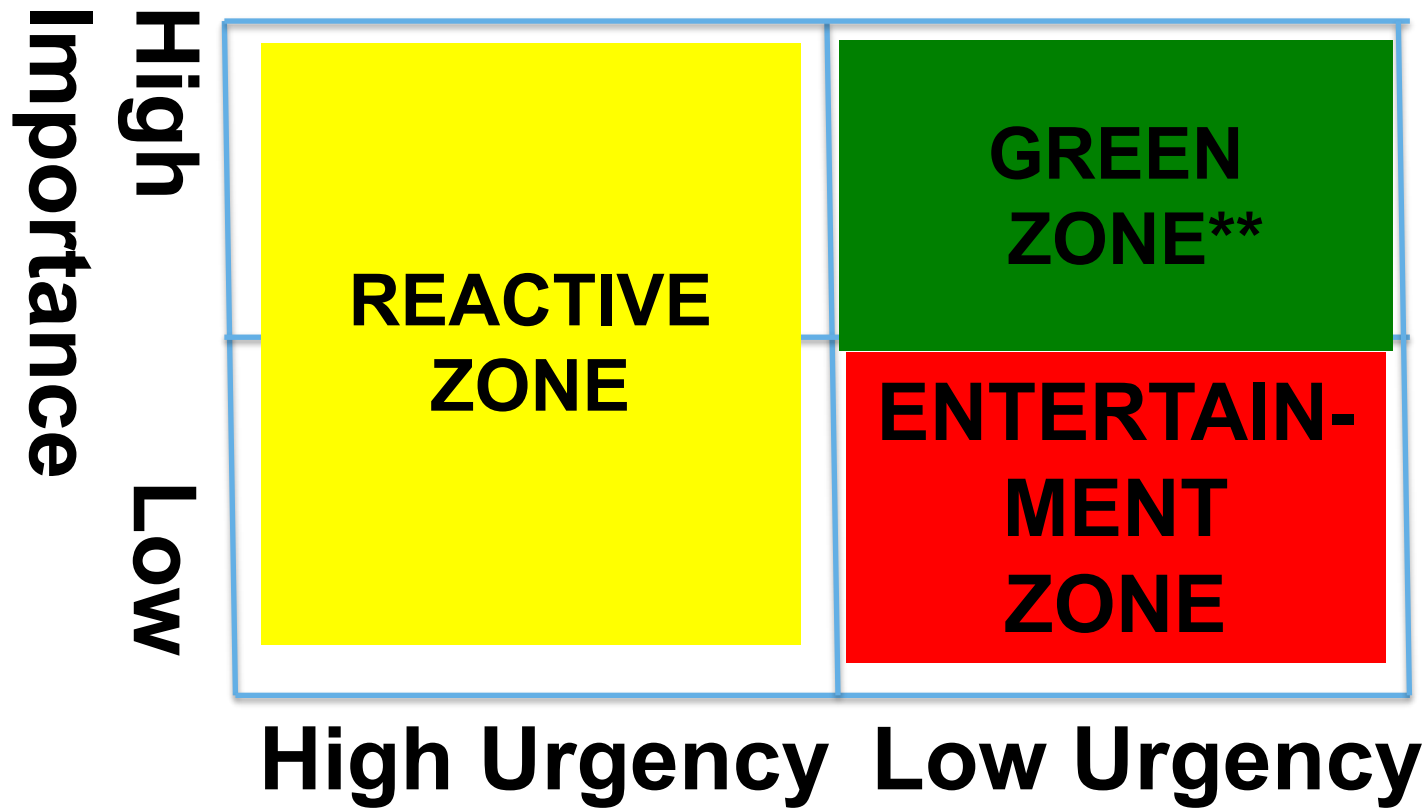
Tiny Grit®

by Sukumar Rajagopal

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What are some things that
you want to do consistently
but unable to?

Eisenhower-Covey Matrix



Tiny
Demon ®

** Exercise, Retirement Planning, Proactive Learning, Strategic Long Term Tasks, Innovation, Relationship Building.. – Need Tiny Grit®

Fogg Behavior Model

$$B = M A P$$

Weak Prompt (Reliable
Trigger) for Green Zone
Tasks



Tiny
Demon ®

Tap the Subconscious.

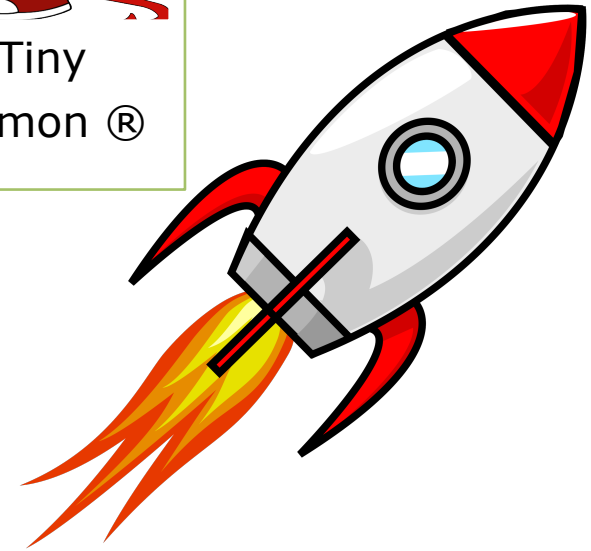
Why?



2.75M X



Tiny
Demon ®



Conscious - 40
packets of info
per sec & 2% of
energy spent

Subconscious – 11
MM packets of info
per sec & 98% of
energy spent

Tiny Demon rides the rocket ship

Intention

Build Tiny Grit®



Tiny
Demon ®

One Green Zone Task to Fix

Barriers to 180 min of
Vigorous Exercise a
Week?

Nothing Worked 26-43



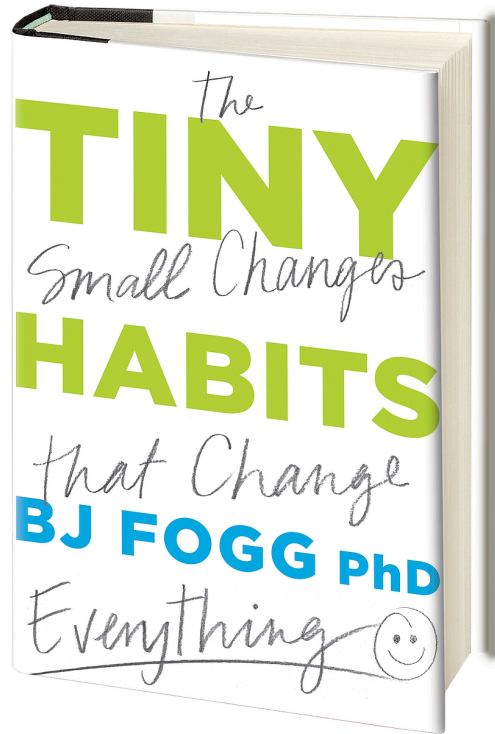
Sister LOL



Exercise Brain LOL



Tiny Habit[®]



2 Push Ups
After I brush my
teeth every
morning

Zoom In Pivot

< 1 year

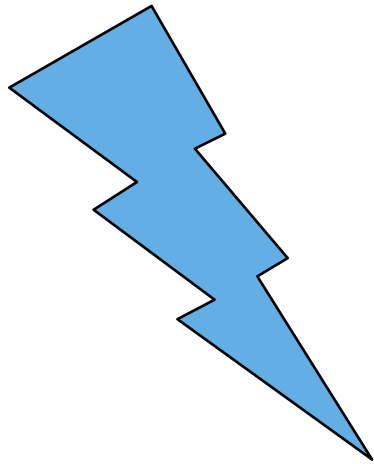
50 Pushups 😊 [Extreme Objective]



Exercise 1.5 Hours daily,
6 days a week – Zoom Out Pivot

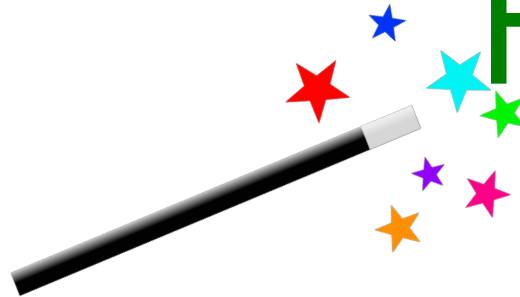
Tiny Habits ®

Trigger



Habit

Existing
Habit



20"
Rule



New Habit

Creatures of Habits

Designing Habits

**Let us use the Magiq
Spark app**

Journaling [Why?]:
Tick in App

Celebrate on Whatsapp group

What are we celebrating?

Pokayoke [Instant Habit]

If Real Exigency
Do Pokayoke

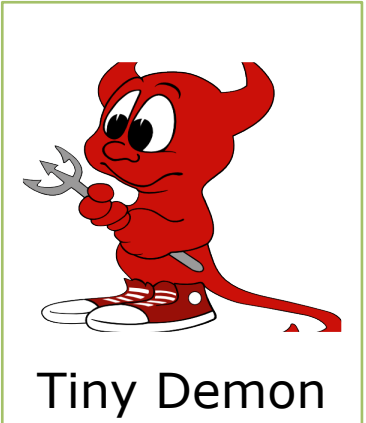
If Fake Exigency
Override –
Opportunity to
Build Tiny Grit®



How do I detect subconscious is engaged?

Reliable
Trigger will
Prompt
You

Tiny
Demon
Tries to
Derail



Easiest Place to See Tiny Grit's Impact?

Fitness – Triceps

Thank You

The Power of Journaling Subconscious' Bingo

✓ Tactile/Movement	✓ Fine grained/Tiny (Fractal)
✓ Repetition	✓ Sequence
✓ Rhythmic/Musical	✓ Reflective Association
✓ Visualization	✓ Intention Orientation

Reflective Association – Connect the Dots

3 Choices – Skill Building

Random
Big Acts
100 Effort
Units

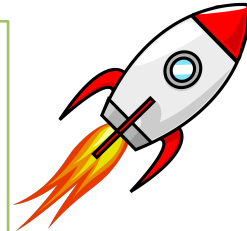
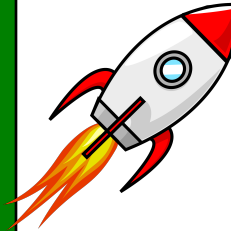
Consistent Tiny Acts
1 Effort Unit

No Action
[Fault Mode]
0.1 Effort Units



100
Learning
Units

2.75 Million
Learning
Units

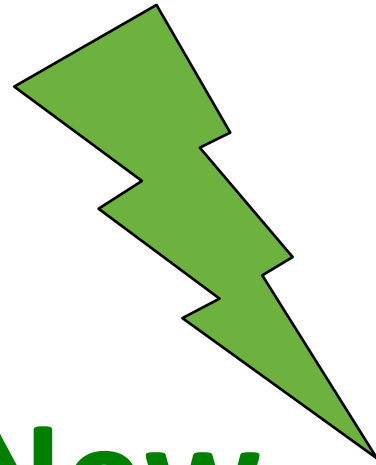
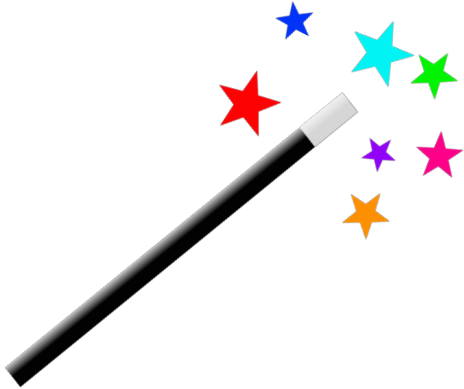


275,000
Learning
Units

Example – Action 100 Effort Units

Endowment Effect

Existing
Habit



New
Habit = 300%
Better

Tiny Habits [®]

	<u>Reliable</u> Trigger	
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20" Rule

Tiny
Celebra
tion

New
Habit

Example Reliable Triggers



1.Brushing Teeth

2.Getting off the Bed

3. Breakfast, lunch, dinner or coffee/tea...

4. After you lie down on the Bed

5.After I my put my daughter on the school bus?

6. After the clock or alarm reads 630
20 AM

Build Tiny Grit (BTG)



After <Trigger>

Do Personal Habit [PPSBB or
Tiny Cardio]

Set a Difficult/Challenging
120 Day Goal