How to Build Daily Discipline

THE BIG IDEA

Stop staring at what you have to accomplish. Focus on what you have to do to accomplish it. Do the right things every day, and the scoreboard takes care of itself.

Part 1: Make yourself do it

Most leaders know what to do. They just aren't doing it.

01 **Decide once, not daily.**
Decide how good you want to be before the moment comes. Disciplined people don't wake up and debate whether to show up.

02 **Ignore the scoreboard. Run the next play.**
You don't have to do it all. You just have to do the next right thing, then one more.

03 **Build routines so feelings don't get a vote.**
Saban ate the same breakfast for 30 years to avoid decision fatigue. Routines serve you so you don't serve your mood.

04 **Do it whether you feel like it or not.**
Feelings are a terrible boss. Nobody feels like running sprints in the fourth quarter. Winners run them anyway.

05 **Get someone to hold you to it.**
If it's not on the calendar, it's just a wish. Hodges asked a friend to meet him at 6 a.m. just to make sure he started.

> "Systems don't reach people. People reach people. People use systems."
>
> Chris Hodges

Part 2: The daily process

Your schedule is the strategy. Master it.

01 **Every morning: master the morning.**
You can't master the day if you lose the morning. What matters most gets you first. Email and texts get a slot, not your whole day.

02 **Every day: reach one new person.**
Hodges kept a 100+ name leads list and a weekly dinner with prospects. Growth came from Tuesday nights, not tools.

03 **Every day: invest in the people you have.**
Lead by example. Ask your best people to bring one more person in with them.

04 **Every week: bring your best.**
Treat the ordinary game like the championship. People don't pay for average, and they won't bring their friends to it.

05 **Every season: build the team.**
Use year-end to evaluate, then put real effort into growing the leaders around you.

DO THIS WEEK

- ☐ Write down your standard: the 3 things you'll do every day, no debate.
- ☐ Put them on the calendar at a fixed time, and tell one person to check on you.
- ☐ Start a list of 20 people you want to reach. Contact one today.

Ask daily: Where am I supposed to be right now?