

# **An Act of Willpower – The Process Of Perseverance**

**Toolbox Teleclass Transcription**

**By Debra Russell**



**Professional Program**

**Track 2: Believe & Receive: Confidence,  
Perseverance, Courage & The Law of Attraction**



Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction  
An Act of Willpower – The Process of Perseverance

## TABLE OF CONTENTS

Introduction .....	4
Definitions of .....	4
Commitment – The state of being bound emotionally or intellectually to a course of action.....	4
Will – The mental faculty by which one deliberately chooses or decides upon a course of action .....	5
Perseverance – Adherence to a course of action, belief or purpose without giving way in the face of obstacles or discouragement .....	5
Underlying leadership assumption – You are 100% Responsible for your Outcomes.....	6
The Biggest Obstacles to Willpower .....	6
Perfectionism .....	6
Fail once and quit .....	7
Anticipate failure and not start .....	7
Instant Gratification vs. Delayed Gratification .....	7
Commitment is a repeated action. ....	8
Lack of clarity and/or specificity either in the goals/vision or the choice that you are making.....	8
One of the reasons why deadlines work – you know exactly what you need to do and by when – it's specific. ....	9
Often we forget that it's our choice and begin to resist it as if it's being foisted off on us from outside. ....	9
The 3 Keys to developing Will Power and perseverance in your life.....	11
There is no Failure, Only Feedback .....	11
Practice, practice, practice – Willpower is a muscle you can develop .....	12
Courageous Baby Steps .....	12
Never give up, never surrender! .....	13
Exercises to help you develop the power of your will .....	13
Pick one small thing to do every day and practice doing it.....	13



Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction

An Act of Willpower – The Process of Perseverance

Make the conversation about your choice conscious .....	14
What am I choosing right now? .....	15
If I'm not choosing my commitment, what am I choosing instead .....	15
What are my thoughts/beliefs about my commitment, my will power, the specific activity, or the outcome and how are those thoughts making me feel? .....	16
Willpower Journal.....	17
Setting a context before you begin your act of will. ....	18



Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction  
An Act of Willpower – The Process of Perseverance

## INTRODUCTION

### DEFINITIONS OF

Welcome to the Artists Edge Membership class, [An Act of Will](#). This is about the power of willpower and perseverance. And I'm going to be talking for the next little bit about that and about how you can develop that for yourself.

I find that it is challenge for a lot of people to not only say that they're going to do something, but then to do it and to maintain it and to keep going forward. And the other place that I see this showing for people is in, you know, you get really excited about initiating a project, and you know, you dive in whole hog, but then that middle part where you got to do kind of the heavy lifting.

Very often, people lose interest or get discouraged and don't do what they need to do to follow through. And as a result, don't get the outcome that they want and become, you know, discouraged.

Then they start looking at a new project and get really excited in dive in and don't follow through. So a lot of, you know, starts but not a lot of completions, and I think that the essence of why that happens for most people is this question of willpower.

*COMMITMENT – THE STATE OF BEING BOUND EMOTIONALLY OR INTELLECTUALLY TO A COURSE OF ACTION.*

So first I want to start off with some definitions of words that we use all the time. But I want to be really clear that we're saying the same thing. The first word I want to talk about is commitment. The American Heritage Dictionary defines commitment with "...the state of being bound emotionally or intellectually to a course of action."

That I thought was the definition that suited our topic best. The state of being bound emotionally or intellectually to a course of action. And I would suggest that it's not only being bound, but being bound over and over and over again.

That really a lot of us think that all we have to do is decide once. We make a commitment and that's it we're done. But really a commitment actually looks like committing, committing, committing, not committed, not committed, committed, committed, committed, not committed, committed, committed, committed, not committed, committed.



Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction

An Act of Willpower – The Process of Perseverance

You see how that goes? And it's really just a question of re-choosing over and over and over again. Building your bonds to that course of action.

*WILL – THE MENTAL FACULTY BY WHICH ONE DELIBERATELY CHOOSES OR DECIDES UPON A COURSE OF ACTION*

The second definition is that of will. And again the American Heritage Dictionary defines will as "the mental faculty by which one deliberately chooses or decides upon a course of action." And I found that very interesting that will isn't actually taking the action. It's choosing or deciding upon a course of action.

**Willpower – the ability to carry out one's decisions**

Their definition of willpower is the ability to carry out one's decision. So it seems like it goes like you make a commitment, you choose the action, and then you use willpower to follow through

The ability to carry out one's decision, which leads me to my next definition and that is perseverance.

*PERSEVERANCE – ADHERENCE TO A COURSE OF ACTION, BELIEF OR PURPOSE WITHOUT GIVING WAY IN THE FACE OF OBSTACLES OR DISCOURAGEMENT*

And perseverance is defined as "...adherence to a course of action belief or purpose without giving way in the face of obstacles or discouragement." And I think you need all 4 of these. You need to be able to make the commitment, choose the course of action or actually let me change the order of this.

You need to have the will, the mental faculty, the ability in your brain to deliberately choose or decide upon a course of action. You need to then make the commitment, become bound emotionally or intellectually to that course of action.

Put into force your willpower, which is your ability to carry out your decision on that course of action. And then have the perseverance to adhere to that course of action over time in the face of obstacles or discouragement.

And it's all of these things that need to be in place in order for you to really be able to carry through on your decisions, your plans, your goals, and get to those outcomes. And I've seen it over and over in clients that when we get clear on these things, everything else tends to fall into place.



Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction

An Act of Willpower – The Process of Perseverance

UNDERLYING LEADERSHIP ASSUMPTION – YOU ARE 100% RESPONSIBLE FOR YOUR  
OUTCOMES

But here's the thing. There is an underlying leadership assumption that is embedded in all four of those things: will, commitment, willpower and perseverance. And that assumption is that you are a 100% responsible for your outcomes.

That it is within your ability, your mental faculty if you will, to choose your outcomes and respond to that choice. Act according to that choice in the face of obstacles or discouragement.

## THE BIGGEST OBSTACLES TO WILLPOWER

### PERFECTIONISM

In my experience, the biggest obstacles to your willpower, I have three of them. The first is perfectionism, and I see that showing up both as, you know, very often you get into it, and it doesn't go perfectly or you hit an obstacle or it doesn't work the first time.

Let's say you decide you're going to work out every day and come Wednesday...maybe you work out Monday, Tuesday, but Wednesday you don't, and so you quit. Because if you can't do it perfectly, why do it at all.

But when I was talking about commitment, really what it looks like is you do it Monday. You do it Tuesday. You don't do it Wednesday.

You recommit. You do it Thursday. You do it Friday. You do it Saturday. Sunday, because you're out late Saturday night or you're not feeling well, you don't do it.

But then Monday, you do it. Tuesday, you do it. Wednesday, you do it. Thursday, you do it. Friday, you don't do it. Saturday you do it. Sunday, you... like that right?

So it's just recommitting over and over and over again. The other way that I see perfectionism show up a lot is that someone will anticipate failure and so not start. You know, I've never been able to stick to a diet before so why should I bother.

Because if I can't do it perfectly, why do it at all? And this is really a huge cutting off your nose to spite your face, shooting yourself in the foot kind of behavior. Either of those.



Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction  
An Act of Willpower – The Process of Perseverance

*FAIL ONCE AND QUIT*

*ANTICIPATE FAILURE AND NOT START*

Failing once and then just quitting, because, you know, it wasn't perfect or anticipating failure and not starting.

So you want to be aware of any perfectionist tendencies, and instead of trying to do something perfectly, right out the gate, how about thinking about it as an ever improving project, or you know, always getting better. Each time you do it, you get better. Each time, each morning, you get up and decide to work out, you do it better. You get stronger. It becomes easier.

It's not about starting out and doing it perfectly. It's about getting better all the time. I think there's a song by that. "It keeps getting better all the time".

*INSTANT GRATIFICATION VS. DELAYED GRATIFICATION*

So the second obstacle to willpower is the need for instant gratification versus delayed gratification. There's a whole chapter about this in the *Emotional Intelligence* book by Daniel Goleman.

And I think that it's really--it's really a key aspect to emotional intelligence, but it's a key aspect to being able to create big goals, long term goals. And be able to work towards them incrementally.

Because there's going to be setbacks and there's going to be moments in which it's hard. But remember commitment is a repeated action and what you could do is give yourself instant gratification every time.

So again going back to that working out example, let's say you give yourself lots of kudos every time even when you skip one. So let's say Monday, you work out and you give yourself lots of pats on the back.

And Tuesday, you work out and give yourself lots of pats on the back, and Wednesday, you don't. That's okay. Thursday, you do and give yourself lots of pats on the back.

So each time you do keep your promise to yourself, you give yourself credit. And that it's not an all or nothing kind of thing. So you give yourself credit every time. Okay? And the other thing is that very often when you're doing something incrementally, it's hard to see the benefit.



Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction

An Act of Willpower – The Process of Perseverance

So if you're working out Monday and Tuesday, Wednesday, you may weight yourself you probably won't see any difference. In fact, you might even weigh a little bit more because muscle weighs more than flab.

But instead of looking for the instant gratification that, "Hey I'm getting my goal," give yourself instant gratification in the accomplishment of the action, okay? Each time, give yourself credit. Give yourself kudos, pats on the back.

Brag to people. Feel good about yourself for having kept your commitment this time. No buts, no "yeah, but I didn't do it last time or I may not do it tomorrow". That's okay. It doesn't matter. All that matters is you did it this time.

*COMMITMENT IS A REPEATED ACTION.*

LACK OF CLARITY AND/OR SPECIFICITY EITHER IN THE GOALS/VISION OR THE CHOICE THAT YOU ARE MAKING

The third biggest obstacle to willpower is actually, I think, a really, really big one and that has to do with the lack of clarity and/or specificity. Either in the goals or vision or or the specific choices that you're making.

So let me talk about this separately because it's actually kind of two different things. If you are not clear or specific in your goal and your vision, your vision of what having your goal will feel like, taste like, smell like, very often it's much harder to make a commitment, and it's even harder to maintain that commitment in the face of obstacles or discouragement, because if you don't really clearly have a visceral fence of what the goal is and what your life is like now that you're living that goal, the small-- you don't have anything to kind of hang your hat on if an obstacle comes up or if you don't do it today.

You know, if you fall back on your commitment. If you are specific about your vision, it's much easier to get back on that horse. Because you know what the horse looks like. It's hard to get up on a horse that you don't really know where it is or what it looks like. Is it a palomino? Is it a pinto? You don't really know. It's really hard to find that horse.

It's also really easy to get distracted, because there's this other goal and this other opportunity and this new project that feels easier and more exciting, and it's tempting to go there instead.

Instead of just sticking with your commitment. If the lack of clarity or specificity is around the choice that you're making, how can you possibly choose something you're not really sure what you're doing?





Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction

An Act of Willpower – The Process of Perseverance

Like, if you're saying I'm going to exercise every day this week, but you're not really clear, "Well boy, am I going to take a yoga class? Am I going to jog? Am I going to go to the gym? Am I going to work this yoga tape?" You know. What exactly specifically are you doing then when the temptation of sleeping in or doing something else instead comes along or the, you know, the commitment that is clear and specific is calling your attention, it's much easier to let that other things slide, because you aren't really clear about it anyway.

*ONE OF THE REASONS WHY DEADLINES WORK – YOU KNOW EXACTLY WHAT YOU NEED TO DO AND BY WHEN – IT'S SPECIFIC.*

This is one of the reason why deadlines work. Because the thing with deadlines is you know exactly what you need to do and by when. It's specific. And it's very often why the deadlines you set for yourself don't work, because very often those deadlines are not specific enough.

I'm going to get this whole project done by this date. Okay, but that whole project has 40 different steps to it. So today, what step are you going to commit to? Because today you're not going to get the whole project done because it's too big a project.

No way you could get it done. So if you don't specifically say, "Okay, I'm going to take off this bite of this project. I'm going to do this baby step, this piece today." If you're not specific about it, it's very hard to get moving.

*OFTEN WE FORGET THAT IT'S OUR CHOICE AND BEGIN TO RESIST IT AS IF IT'S BEING FOISTED OFF ON US FROM OUTSIDE.*

And very often people who struggle with procrastination will say that the thing that helps them get off the procrastination is to just take one small step. Well, that's because that one small step is specific. It's clear and, you know, you could just do that one small step, and then do the next small step. And the next small step.

And it becomes much easier to stay in motion once you're in motion.

The second thing that I see come up around this lack of clarity or specificity in the goals, vision or the choice that you're making is that we forget that it's our choice. We forget that we decided we were going to go after that goal or we decided that we were going to go after that project.

And then we start to resist it, as if it was foisted off on us from outside. And here's the illusion. It's always your choice even when it looks like it's foisted off on you from outside. So even when it's a request from a spouse or a family member, even when it's



Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction

An Act of Willpower – The Process of Perseverance

something for your J.O.B. that your boss is saying, "You got to get this done by this date." It's still your choice, because guess what.

You can always choose not to do it. I'm not saying there won't be consequences to that choice as there are consequences to every choice or non-choice that you make.

What I mean by non-choice is saying, "Well, maybe I'll do that, maybe I won't. I don't know. Maybe I'll get to it later. I don't know." That's what a non-choice looks like. But guess what, that's also a choice because you're not doing it now and now is all that exists.

So all you're doing is choosing not to do it right now. So that choice has consequences. Choosing to do it right now has consequences also. Whatever you choose has consequences, but it's your choice.

So remember if you're feeling resistant, if you feel like ugh, you know you're obligated or it's a, you know, there's that assignment feeling to it, you chose it. And you continue to choose it or not.

So far what we've talked about are the definitions or the pieces of this act of will.

You know, this perseverance and we've talked about the biggest obstacles to willpower. And I've given you some insight perhaps or some ways of looking at these obstacles that might help you get them out of your way.

But I think that one of the best ways to get any of these obstacles out of your way is to consciously and intentionally work through the 4 steps that I gave you definitions for. You know, to first have the will to make a deliberate choice.

Then make a commitment to that choice. Bond yourself emotionally. One of the best ways I know how to bond yourself emotionally to a choice is to create a vision of the outcome of that choice.

What it's going to taste like, smell like, feel like, sound like, look like when you have the outcome of those choices. Get really clear about that. It makes it much easier to commit. Then apply your willpower, which is your ability to carry out those decisions one step at a time.

And persevere. Perseverance looks like choosing it again and again and again and having these obstacles and getting discourage and choosing it again and choosing it again and getting distracted and getting overwhelmed and choosing it again and choosing it again.



Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction

An Act of Willpower – The Process of Perseverance

And feeling resistant and reminding yourself that it's your choice. And choosing it again and choosing it again and choosing it again. That's all it is. It's actually really simple. And the coolest thing is that the more you choose it again, the stronger your ability to choose it again becomes.

I'm going to say that again. The more often you choose it, the easier it becomes to choose it again. The stronger you're ability to choose it. The stronger your ability to choose it again and again and again.

It's like doing your scales on your instrument or singing your scale on your voice. The more you do it, the easier it gets, the stronger your instrument gets, the better you're able to --the more the facility and the better your faculties are around making that choice.

Willpower is a skill and a muscle that you can build and you can hone, isn't it?

## THE 3 KEYS TO DEVELOPING WILL POWER AND PERSEVERANCE IN YOUR LIFE

So let's talk about the 3 keys to developing your willpower and your perseverance in your life. The first is another one of those leadership assumptions that, by the way, I cover in the leadership class - [Leadership 1](#), [2](#) and [3](#).

And I frankly forget which version [1](#), [2](#), or [3](#) these leadership principles are in, but if you look at the information page, they have some listed.

### THERE IS NO FAILURE, ONLY FEEDBACK

So the second- the first key to developing willpower and perseverance is to commit yourself to the assumption that there is no failure only feedback.

This is going to get your perfectionism out of the way. This is going to make it easier to choose again in the face of discouragement or something not working out or something not coming your way or something not working easily.

Some obstacle that gets in your way. There is no failure only feedback. So that thing that happened, that falling down on the job on Wednesday and not working out. That opportunity that didn't pan out. That venue owner that was rude to you. That bad feedback that you got from your submission of a song for an opportunity. Whatever it is, there is not failure only feedback.



Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction

An Act of Willpower – The Process of Perseverance

Which means that you look at that information, right? As feedback. So let's say you work out Monday. You work out Tuesday, and you don't work out Wednesday, and you say to yourself, "Huh, I didn't work out today. What happened?"

"Well I was sore" or "I was out late last night, and I was tired." So maybe I don't work out every day. Maybe I work out two days in a row, take a day off. Two days in a row, take a day off.

Maybe that's my system. Let's see how that would work. Or maybe I don't try and work out when I have a gig the night before, because I'm just too tired the next day, but I work out the following day.

Or you know, whatever it is. Whatever you, you know, just try something different. If it didn't work out today, try something different tomorrow. There is no failure, only feedback. The great way to manage when something happens that discourages you. There is no failure, only feedback.

**PRACTICE, PRACTICE, PRACTICE – WILLPOWER IS A MUSCLE YOU CAN DEVELOP**

The next key, the second key is practice, practice, practice. Willpower is a muscle you can develop, and the really amazing thing the studies showed that if you develop willpower in one area of your life, it actually spills over.

So for example, maybe there's something that you have that is easy for you. Make a practice of it. And just do it every day. Just make a practice of it, and then after you've been doing it for a while and it's really easy, say to yourself, "Well, I was successful in doing this thing, let me try doing this other thing. Let me apply the principles that worked, that enabled me to that thing to do this other thing."

And I'm betting you, you will find it easier to do the next thing and the next thing. So practice, practice, practice.

**COURAGEOUS BABY STEPS**

The third key, and I'm going to take a sip of water here. The third key are what I called courageous baby steps. Courageous baby step. You know, every little baby step you take takes courage.

You probably...on the step that you don't feel particularly blocked about or overwhelmed by. You probably don't give yourself credit. But every time you try something new, every time you re-commit to doing something again today that you did yesterday and the day before and the day before, that takes courage.



Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction

An Act of Willpower – The Process of Perseverance

Every time. So give yourself credit. And change one thing at a time. One small thing. Baby steps. Don't try and change everything all at once. Baby steps. One small thing at a time. Okay? Courageous baby steps.

**NEVER GIVE UP, NEVER SURRENDER!**

And I have a mantra for you. That comes from one of my favorite comedies of all time, Galaxy Quest. I'm a science fiction and Trekkie from way back from I was a little kid because my dad and I used to watch Star Trek together back in the 60's.

And I loved Galaxy Quest because it was such a spoof, but anyway...and I recommend renting it. It's a blast if you haven't seen it. Amazing cast.

There's a phrase that Jeffrey Rush...not Jeffrey Rush...Ken Allen, as the captain, says over and over again, "Never give up. Never surrender." And it's become a tag line. "Never give up. Never surrender." That's the alien saying it.

So never give up. Never surrender. Even when you fall down on the job. Even when something doesn't work out. Even when some major obstacle happens. Even when someone tells you, "You're just crazy."

Never give up. Never surrender, because there is no failure, only feedback.

So the 3 keys to developing willpower and perseverance in your life are:

- There is no failure, only feedback.
- Practice, practice, practice, and
- Courageous baby steps.

And remembering never give up. Never surrender.

## EXERCISES TO HELP YOU DEVELOP THE POWER OF YOUR WILL

PICK ONE SMALL THING TO DO EVERY DAY AND PRACTICE DOING IT.

So now I want to give you some exercises that you could use to help you develop the power of your will. For you to develop the muscle of perseverance and the energy of commitment.



Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction

An Act of Willpower – The Process of Perseverance

The first exercise is to pick one small thing and decide to do it every day and just practice doing it. One small thing. Maybe that's taking a walk. You know, even a 20-minute walk or a 30-minute walk.

Maybe it's journaling. You know, doing morning pages in the morning. Maybe it's a gratitude journal every night. One small thing to do every day and practice doing it. If you're working on the commitment in your relationship, maybe it's to tell your partner one thing you appreciate about him or her every day.

It doesn't have to be big. Just one small thing and do it every day. Practice it and every time you do it, say to yourself, "I'm building my willpower." "I took a walk today. I'm building my willpower."

"I told my lover that, you know, what I appreciate about him today. I'm building my willpower." Just every time you do it, say to yourself, "I'm building my willpower."

MAKE THE CONVERSATION ABOUT YOUR CHOICE CONSCIOUS

The second exercise I suggest, and by the way, once that thing becomes habit and you don't even have to think about it anymore, pick another small thing to do. And when you do both of those things, after each one, say to yourself, "I'm building my willpower." Okay?

The second exercise is to make the conversation about your choice conscious. Now this exercise is somewhat similar to the exercise I teach you in the [Transform Your Critic](#) class about having a conversation with your critic.

But it's specifically focused around your choices, because remember, the first piece of this is to have the mental faculty to deliberately choose. And then to become emotionally bound to that choice and then to carry out the choice and then to continue to carry out the choice in the face of obstacles or discouragement.

And there's a lot of places in those 4 steps where you can hit an obstacle, right? There's a lot of places in that 4 steps where you can choose not to move forward.

So in that moment make your conversation about your choice conscious. I promise you there is a conversation going on around that choice, but probably 93% of the time, and I say that statistic intentionally because that is the statistic for the amount of your thoughts that are going on unconsciously.

93% of the time that conversation is unconscious. So one of the things that can be really helpful in this is to make the conversation conscious. And here are some questions you can ask yourself to help you get conscious about that conversation.



Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction

An Act of Willpower – The Process of Perseverance

*WHAT AM I CHOOSING RIGHT NOW?*

So let say you're choosing not to work out today. Say to yourself, "What am I choosing right now? Well I'm choosing to just lay here on the couch and watch TV instead of exercising."

Huh? "That's what I'm choosing right now." Right? If I'm not choosing my commitment, what am I choosing instead? Now let's follow that path, right? So I'm not -- I'm choosing to lay on the couch and watch TV instead of exercise.

So by making that choice, by not choosing my commitment to my vision that I'm emotionally down to. My vision of my beautiful body, my healthy body, my energized and energetic body.

*IF I'M NOT CHOOSING MY COMMITMENT, WHAT AM I CHOOSING INSTEAD*

If I'm not choosing that what am I choosing instead? Well, I'm choosing this comfort instead. I'm choosing to cuddle with my kitties instead. I'm choosing to stay warm under the covers instead. I'm choosing to listen to my body that says it's too achy right now instead.

What am I choosing instead? So the first thing is what are you choosing now? Because there is no negative choice. You can't actually choose not to do something. You're always choosing something instead. Okay?

So first what are you choosing? And if I'm not choosing my commitment, what am I choosing instead? And then third-- and those two sounds really similar but they're not the same thing. Right?

So I just realized that that could be a little confusing so let me clarify that. So I'm choosing not to exercise instead I'm choosing to lay on the couch. And by laying on the couch what am I choosing instead?

What commitment am I choosing instead? If I'm not choosing the commitment to exercise, if I'm not choosing the commitment to that vision of my beautiful body, what am I choosing instead?

I'm choosing my relationship to my cats. I'm choosing my comfort level. I'm choosing whatever it is, right?

So the first is what are you choosing like what's the activity you're choosing, and the second is what's the commitment or what's the payoff that you're choosing instead.





Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction

An Act of Willpower – The Process of Perseverance

*WHAT ARE MY THOUGHTS/BELIEFS ABOUT MY COMMITMENT, MY WILL POWER, THE SPECIFIC ACTIVITY, OR THE OUTCOME AND HOW ARE THOSE THOUGHTS MAKING ME FEEL?*

The third piece of this conversation or the third question you can ask yourself to help make that conversation conscious is to ask yourself what are my thoughts or beliefs about my commitment or about my willpower or about this specific activity or the outcome, the expected outcome of that activity?

So what are my thoughts about those things and how are those thoughts making me feel?

So let's see. I'm laying here on my couch and I guess my thoughts, beliefs about my commitment is that I have a conflicting commitment to listening to my body and trying to give myself what I need in the moment.

And right now my body is asking for more rest because I'm sore. What are my thoughts, beliefs about my willpower? Let's see. Well. I don't-- I believe that I always fall down. That you know, no habits sticks. That's a belief that I have about my willpower or I believe that I'm easily distracted.

Right? Because remember our definition of willpower is the ability to carry out my decisions. I believe that I have a habit of not keeping my word to myself. What are my thoughts, beliefs about this specific activity? Oh, exercise is going to be hard or exercise is going to--I don't have time to exercise or, you know, because I need to get up. You know, if I exercise then I'm going to get sweaty and I'll have to shower, and I don't really have time to exercise and shower because I got up too late, so I'm not going to exercise.

What are my thoughts, beliefs about the outcome? That could be an interesting one. I could perhaps believe that if my body is too hot that I will -- and I've had clients who actually have this belief.

That if they lose weight then they will be assaulted or they will have to fend off unwanted advances. I've had that come up for clients, both male and female, where they were married, and if they were--if their body was too hot or they look too good that they would be tempted to be unfaithful.

So what are your thoughts or beliefs about the outcome? And the last part is how are those thoughts making you feel about your choice? So again the purpose of these 3 questions...what am I choosing right now? If I'm not choosing my activity, what am I choosing now?





Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction

An Act of Willpower – The Process of Perseverance

If I'm not choosing my commitment, what am I choosing instead? What commitments or desires am I choosing instead? And what are my thoughts about all of those things about my commitment, my willpower, my specific activity or the outcome of actually doing this activity? And how are those thoughts making me feel?

Like maybe you've decided that you're going to make booking calls on every Monday. And you have thoughts about those booking calls that the outcome of those bookings calls is that you're going to get rejected.

And thinking that if I make this booking call I'm going to get rejected makes me feel sad and makes me feel bad about myself, makes me feel hopeless. That anticipation of that rejection.

So make the conversation about your choice conscious, because if you're conscious about that conversation, then you have choice. If you're conscious about what you're thinking, believing, you could choose to re-frame it.

You could choose to think, believe differently. If you're choosing a different, a conflicting commitment, like my example about wanting to listen to your body in the moment and your body is asking for something different.

Well that might affect--you might want to feed that feedback into your choice, and perhaps make a different choice about your exercise. So, you know, maybe you don't go running every day because your knees are sore.

Maybe instead today you'll just spend that time stretching or doing yoga. You know or weight lifting with your upper body. So the more conscious you are, the more choices you have.

### WILLPOWER JOURNAL

The third exercise that I want to talk about is one that's all--again probably familiar in this. Just keeping a willpower journal. This is journal in which at the end of the day you look back at your day and you just notice and acknowledge the instances in which you exercised your will.

Well, let see today I got up when I said I would get up. That's one thing, and I did the cat box, which I want to do every day. That's a habit I'm building. So did that today and I made my bed today. That was another way in which I exercised my willpower.

And I ate healthy today. That was another way in which I did my--kept my willpower. Hmm...What other ways did I use my willpower today? Oh! I made that phone call that I was a little scared or nervous about.



Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction

An Act of Willpower – The Process of Perseverance

That was another way I used my---or whatever it is for you. And I want you to actually write these things down. Have a little journal by your bed or you know or whatever and just give yourself credit for every teeny, tiny, little act of willpower. Every single one.

I mean every one. If you went to the grocery store and didn't buy candy, that was an act of willpower or, you know, whatever it is. Whatever it is.

If someone cut you off on the road and you consciously and intentionally chose not to flip them off or be, you know, get mad at them. That's willpower. So give yourself credit for every little taste of willpower.

SETTING A CONTEXT BEFORE YOU BEGIN YOUR ACT OF WILL.

The fourth and final exercise I want to talk about is the idea of setting a context. Now I've talked about setting a context in many, many different calls, and off the top of my head I don't remember which ones it's on, but quite a few different calls that came up.

So let me explain what setting a context is. Setting a context is consciously and intentionally choosing the belief that's going to empower this next bunch of time. So I like to set a context each morning for the day.

If you worked with me as a private client at the beginning of every session, we set a context for that session. So you could set a context for your day. You could set a context for that act of will.

So for example, you could set a context for that exercise period or you could set a context for those booking calls or you could set a context whatever it is.

A context is the belief. So for example, I believe that exercising makes my body feel better in the long term. Because I will tell you personally, thanks to my chronic fatigue syndrome, exercise very often makes me feel worst in the short term, which is unlike most people and the way I was before I got sick. I used to feel fabulous when I was done exercising. I don't anymore.

But I do know that over time I feel better when I exercise. I have less pain. I feel stronger. I have more energy, but usually, immediately, that instant gratification, I feel worse. I feel sore. I feel uncomfortable. I feel tired very often.

So if I have a context that in the long run I always feel better when I exercise, that context is going to help me. That belief is going to help me get off my butt and exercise. Perhaps before doing booking calls if you have a belief that the right opportunity will show up at the right time in the right place.



Artists Marketing & Business Academy: Professional Program  
Believe & Receive: Confidence, Perseverance, Courage  
& The Law of Attraction

An Act of Willpower – The Process of Perseverance

The right opportunity will show up at the right time in the right place. When you sit down and make that booking call if the guy says no to you, that wasn't the right opportunity for this time. It might be the right opportunity at some point in the future, but it ain't the right opportunity right now, and that's why you say no. Because if it were the right opportunity, it would show up.

See how this works? So setting a context, setting a frame of mind, setting a paradigm of beliefs can help you in, you know, with your willpower. Okay? So those are the 4 exercises that may help you implement or build...that will help you build your willpower muscle.

Pick one small thing to do every day and practice it. Make the conversation about your choice conscious. So this is an exercise that you can do when you're not choosing to follow through on your commitment.

Do a willpower journal at night. Give yourself credit for every teeny, tiny, little act of will from that day, and set a context either and/or either before, at the beginning of your day and/or before the act of will. Set a context that will help empower you to choose to carry out your decision or might help empower you to maintain, to adhere to a course of action without giving way in the face of obstacles or discouragement.

So in this class we've covered the definitions, all of the pieces that go into the act of will. The biggest obstacles and the 3 keys that will help you develop your willpower and perseverance, and then some exercises to help you develop the power of your will.

Now by no means are those the only exercises that can help you develop your power of will. There are a lot of exercises in [Transforming Your Beliefs](#), in [Transforming Your Inner Critic into Your Staunchest Ally](#).

There are exercises in the [Time Management](#) program, you know, around setting up your bookends. I'm teaching that in the [Time Management](#) program. That can really help with your willpower and your perseverance.

The more systems and structures you set up for yourself, the stronger your willpower will be because each of those systems, hello? Takes a commitment, an act of will and perseverance to not only set-up but to maintain over time.

Alright. I hope that you've found this class helpful, and you've become clearer about how to implement your own willpower, your own commitment, and your perseverance towards getting your goals and achieving your dreams. Have a fabulous May, and we'll see you in June.