

*THE POWER
OF EARLY
A.M.
PRODUCTION*



Video



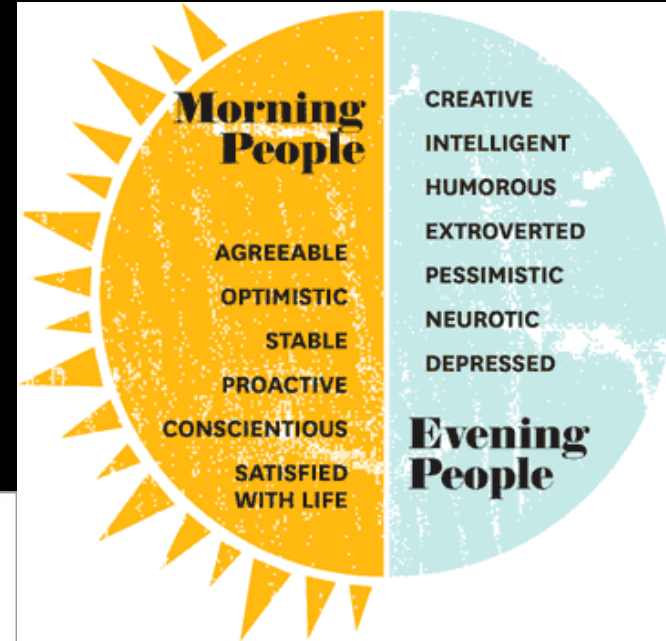
Examples of people to rise early

- Tim Cook, Apple CEO rises at 3:45
- Oprah gets up at 4am
- Twitter and Square CEO Jack Dorsey wakes up before dawn for a 6-mile run.
- 'Shark Tank' investor Kevin O'Leary wakes up at 5:45 a.m. and checks the Asian and European bond markets.
- Virgin Group founder and chairman Richard Branson rises with the sun at around 5:15 a.m.
- Starbucks CEO Howard Schultz is at the office by 6 a.m

- Wahlberg wakes up at 2:30 a.m., when most of us are finally getting to bed. He follows that with prayer time at 2:45 (big up to the G-O-D)!
 - Benjamin Franklin- Did you expect us to forget the dude who coined the term, "Early to bed and early to rise makes a man healthy, wealthy, and wise"? This founding father was typically up at 5 a.m. and would wear his clothes to bed so he could just get up and start working. How's that for efficiency?
 - Steve Jobs- Of course, Steve Jobs was a morning person. His day started at 5 a.m. and he'd be operating at max capacity by 6:15. While most of us can barely get out of bed, Jobs famously said every morning he asked himself, "If today was the last day of my life, would I be happy with what I'm about to do today?"
 - Michelle Obama -The woman formerly known as FLOTUS says she rises and is at the gym by 4:30 a.m. just to get a workout in before her kids get up.
 - Dwayne 'The Rock' Johnson - The Rock doesn't just wake up early, he has a whole app dedicated to it available on both Android and iOS. In fact, there's a feature where you can emulate the man himself by waking up at the same time as him every day, which is usually around 5:30 a.m.
 - Disney CEO Robert Iger told the New York Times he gets up at "4:30 every morning." He takes the quiet time to do several things, claiming to read the papers, exercise, listen to music, look at email and watch TV all at once. Even though it's quiet time, he's "already multitasking."
 - Tony Robbins starts at 5am & sticks to a morning routine designed to boost his energy and productivity levels for the day. It includes a nutritional supplement, meditation, workout, and sauna-to-cold-plunge combo. The entire routine can be done in under 30 minutes — but it's intense.
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1. Why be a morning person? YOU'RE JUST MORE.....


- More prepared
- More productive
- More effective
- More purpose
- More Successful




Harvard Business Review

- **The finding:** People whose performance peaks in the morning are better positioned for career success, because they're more proactive than people who are at their best in the evening.

How to get up earlier & become a morning person- 5 ways

- - Get up 15 minutes earlier every day
 - - Write out your goals, put them on your nightstand, read before you go to bed, when you hear your alarm
 - -Start your day with your passion, you'll wake up for what your passionate about
 - -Condition yourself to wake & rise at the same time, your body will adapt
 - -Get an accountability partner, for gym, office or just waking up
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3. What is the power of early AM production

- -When you get all of your admin work done early, you can focus on your #1 job
 - -When you start selling by 8/9am you will have more green time in your day.
 - -The earlier you sell, the more you sell
 - -When you sell early, you confident all day
 - -getting a W on the board early, you carry the momentum all day
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4. What does a successful AM look like when you rise early

- - personal time (exercise, meditation, prayer, reading, podcasts)
- -clearing out all emails
- -make TO DO list for yourself and your team
- -line up your sales calls
- -hit the ground running at 8/9am
- -spend the first half of the day originating, every day
- -time block all the other stuff

VS Rising Later:

- Hit traffic
 - Can't get caught up
 - Don't delegate
 - Don't sell until midway through the day or later
 - Never get into a rhythm
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5. When your AM is successful

- - You win the day
 - -The power of early AM production is you are more productive, make more money and have more fun.
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