



NUMBER ONE COACHING TOOL OF THE MONTH CLUB

HOW TO HAVE A RADICAL EVOLUTION TURNING TIME INTO MONEY

FIRST, THANK YOU FOR CREATING THE OPPORTUNITY FOR YOURSELF TO HAVE A RADICAL EVOLUTION TURNING TIME INTO MONEY; AND THANK YOU FOR THE OPPORTUNITY THAT YOU GIVE ME TO MAKE A DIFFERENCE FOR YOU, WHICH FULFILLS MY LIFE.

SECOND, HERE IS MY NUMBER ONE TOOL OF THE MONTH. HOWEVER, THIS EXERCISE ONLY WORKS IF YOU COMPLETE IT RIGOROUSLY AND GENUINELY ALL THE WAY THROUGH.

TO DO THIS EXERCISE, PLEASE USE A NOTEBOOK, NOTEPAD, OR A NOTE APPLICATION ON YOUR PHONE. YOU WILL WANT TO HAVE SOMETHING YOU CAN CARRY WITH YOU ANYWHERE YOU GO AND IS EASY FOR YOU TO USE, SO THAT YOU CAN TRACK YOUR PROGRESS. FOR YOU TO BE ABLE TO OBTAIN THE RESULTS OF THIS EXERCISE, IT REQUIRES YOU TO DO IT FOR 21 DAYS.

1) CREATE A NEW PAGE. ON THE LEFT HAND SIDE OF THE PAGE, CREATE A COLUMN (LET'S CALL IT COLUMN 1) WITH A LIST OF ALL OF THE THINGS THAT YOU DO IN ONE DAY. YOU HAVE TO INCLUDE EVERYTHING THAT YOU ARE GOING TO DO THAT DAY, NOT JUST THE IMPORTANT THINGS. WHAT I MEAN BY THAT IS DON'T JUST PUT "WORK FROM 9-5", ETC. YOU HAVE TO SCHEDULE EVERYTHING THERE IS TO DO, LITERALLY. FOR EXAMPLE, WRITE "30 MINUTES FOR LUNCH" OR "REPLY TO EMAILS FOR 30 MINUTES". IN THIS COLUMN, YOU HAVE TO INCLUDE EVERYTHING YOU TO DO IN ONE DAY – FROM THE TIME YOU WAKE UP UNTIL THE TIME YOU GO TO SLEEP.

2) CREATE ANOTHER COLUMN NEXT TO COLUMN 1. IN IT, WRITE DOWN HOW MUCH IT COSTS YOU TO DO EACH TASK, OR HOW MUCH IT COSTS TO PRODUCE. FOR EXAMPLE: IF YOU SPEND 30 MINUTES CHECKING EMAIL, AND YOUR BILLABLE TIME IS \$50 AN HOUR (WE WILL USE \$50 IN THIS EXERCISE AS AN EASY EXAMPLE), THEN CHECKING EMAIL COSTS YOU \$25. IF YOU COOK DINNER, AND IT TAKES AN HOUR, THAT IS EQUAL TO \$50 PLUS THE COST OF THE FOOD. GIVE YOURSELF SOME TIME TO WORK THROUGH THIS. YOU WILL SEE WHY YOU NEED IT AS WE CONTINUE THROUGH THE EXERCISE.



3) CREATE A THIRD COLUMN. IN COLUMN THREE, WRITE DOWN HOW MUCH YOU MAKE ON EACH TASK. IN THE EXAMPLE ABOVE, IF YOU ARE HANDLING YOUR BILLING IN YOUR EMAIL, MAYBE YOU MAKE \$250. WHEN YOU COOK DINNER, THE REVENUE IS \$0.

4) CREATE A FOURTH COLUMN, AND WRITE DOWN THE NET OF EACH TASK. SO, LET'S SAY THAT ON YOUR SCHEDULE YOU PUT THAT YOU TAKE 30 MINUTES FOR LUNCH; YOU LISTED LUNCH IN THE FIRST COLUMN, THE COST – \$32 (\$25 FOR THE TIME AND \$7 FOR THE FOOD) IN THE SECOND COLUMN, AND THE REVENUE OF \$0 IN THE THIRD COLUMN. THUS, YOUR NET FOR THE TASK IS - \$32 FOR LUNCH.

5) NOW WRITE A FIFTH COLUMN, AND IN COLUMN 5, WRITE DOWN WHY YOU ARE DOING THE THING YOU ARE DOING. IT'S VERY IMPORTANT THAT YOU DON'T JUST WRITE AN OBVIOUS WHY. CREATE THE KIND OF "WHY" THAT IS GOING TO HAVE IT BE WORTH THE INVESTMENT INTO THE TASK. FOR EXAMPLE, IF YOUR WHY IS "TO MAKE SURE I EAT AND TAKE A BREAK," IT'S MAY NOT BE TOTALLY WORTH \$32, BUT IF YOU WRITE "I DESERVE A SPECIAL TREAT FOR MYSELF FOR MY MORNING OF HARD WORK, AND SOME TIME TO ENJOY THE BEAUTY OF THE DAY AND TO CENTER MYSELF," THAT IS A VERY DIFFERENT WHY. NOW, WHEN YOU EAT THAT LUNCH, MAKE SURE YOU CREATE IT AS THAT \$32 WORTH OF VALUE.

6) YOU NOW HAVE A BUDGET FOR THE WEEK. NOTICE HOW MUCH YOU INVEST IN EACH TASK, WHAT THE RETURN IS. FOR EXAMPLE, IF YOU SPEND ONE HOUR PER DAY 5 DAYS A WEEK CHECKING EMAIL (AT \$50 AN HOUR), AND YOU MAKE \$100 IN BILLING FROM YOUR TIME CHECKING EMAIL, THEN CHECKING EMAIL COSTS YOU \$150 PER WEEK.

7) THIS EXERCISE WILL TAKE 3 WEEKS. IN THE 1ST WEEK, EACH EVENING, NOTE HOW MUCH YOU INVESTED IN EACH TASK, AND CREATE YOUR SCHEDULE FOR THE NEXT DAY WITH THE 5 COLUMNS. THE GOAL HERE IS TO END THE DAY WITH A POSITIVE CASH FLOW. ON THE NEXT DAY, WHEN YOU ARE FOLLOWING YOUR SCHEDULE, READ THE REASON "WHY" YOU SAID YOU WOULD DO IT. THIS IS A VERY IMPORTANT PIECE OF COACHING. IF YOU SCHEDULE FOR YOURSELF 30 MINUTES OF ANSWERING VOICEMAIL AND YOU DON'T THINK THAT WHY IS WORTH \$25, DO NOT ANSWER THEM. THIS WILL TAKE BEING REALLY RIGOROUS WITH YOURSELF. DON'T ALLOW YOURSELF TO DO TASKS THAT ARE NOT WORTH THE COST OF DOING THEM. AS THE DAY GOES ON, NOTE HOW MUCH YOU SPEND ON EACH TASK IN REALITY IN YOUR NOTEBOOK. DON'T CONTINUE DOING THAT TASK JUST BECAUSE YOU THINK YOU HAVE TO DO IT.

YOU WILL BUMP AGAINST WANTING TO DO THINGS THAT ARE NOT WORTH



THE INVESTMENT, BUT DON'T DO THAT. THIS WILL PROBABLY GET YOU A LITTLE UPSET OR TENSE, BUT WHATEVER NEGATIVE EMOTION IT BRINGS UP – JUST LET IT GO, AND MAKE A NOTE OF IT IN YOUR NOTEBOOK.

EACH NIGHT, JOURNAL ONE PAGE ABOUT WHAT YOU NOTICED ABOUT HOW YOU RELATE TO YOUR VALUE, YOUR TIME, AND MONEY. AFTER THE FIRST WEEK, LOOK AT YOUR 5 COLUMNS, READ YOUR WHY, AND IF IT IS NOT COMPELLING, TAKE THAT ITEM OFF OF YOUR SCHEDULE, OR FIND A WAY TO DELEGATE IT TO SOMEONE ELSE.

THE 2ND WEEK WILL BE CRUCIAL FOR PRODUCING THE EVOLUTION. IN THIS 2ND WEEK, WE NEED TO PRACTICE COMING FROM A DIFFERENT APPROACH, EVEN THOUGH THE TASKS WILL LIKELY BE THE SAME. FOR THE SECOND WEEK, FOCUS ON HAVING EVERY DAY TURN A PROFIT, FROM THE MOMENT YOU WAKE UP TILL THE MOMENT YOU GO TO SLEEP.

THIS WEEK, SCHEDULE THE TASKS THAT YOU NEED TO DO IN 80% OF THE TIME THAT YOU WERE ORIGINALLY GOING TO SCHEDULE IT, SO THAT YOU CREATE VERY UNREASONABLE DEADLINES FOR YOURSELF. LET'S SAY THAT YOU HAVE 10 HOURS FOR A PROJECT. CHANGE IT TO 8 HOURS. IF YOU CAN DO LESS THEN DO LESS. CREATE FOR YOURSELF UNREASONABLE DEADLINES THAT TAKE AT MOST 80% OF THE TIME.

THIS WILL BE POSSIBLE IF YOU ALLOW YOURSELF TO WORK WITH LIGHT-SPEED PRECISION. A VERY IMPORTANT NOTE IS TO NOT LOWER THE QUALITY OF YOUR WORK BECAUSE YOU ARE SPEEDING IT UP. IN THIS WAY, EVERY TASK YOU DO WILL COST YOU LESS MONEY, AND YOU WILL THEN HAVE MORE TO INVEST IN OTHER PROJECTS. IT WILL BE VERY IMPORTANT TO BE RADICALLY DISCIPLINED THIS WEEK IN NOT EXTENDING THE DEADLINES. KEEP JOURNALING EVERY NIGHT.

IF YOU DO WHAT THERE IS TO DO IN THE 2ND WEEK REALLY WELL, YOU WILL SEE THAT YOUR TASKS ALL COST YOU LESS TO DO, THUS FREEING YOU UP TO SPEND MORE ON OTHER THINGS, SUCH AS SALES, DELIVERING WORK TO YOUR CLIENTS, OR INVESTING IN YOUR EDUCATION BY READING BOOKS, OR YOUR WELLNESS BY TAKING A WALK IN THE PARK. YOU WILL ALSO BEGIN TO SEE HOW YOUR RELATIONSHIP TO TIME AND MONEY ARE CONNECTED.

THE 3RD WEEK OF THE EXERCISE IS SIMILAR TO THE 2ND WEEK, BUT IT CANNOT HAPPEN IF YOU DON'T DO THE 2ND WEEK RIGOROUSLY, SO PLEASE MAKE SURE YOU DO THAT. WE WILL DO THE SAME EXERCISE, REDUCING THE TIME FOR EVERY TASK ONCE AGAIN TO AT MOST 80%, SO THAT WILL BE 80% OF 80%. NOW I KNOW THAT SOUNDS QUITE UNREASONABLE, EVEN UNDOABLE. BUT, IT IS DOABLE AND WE HAVE ALL

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DONE IT. REMEMBER WHEN YOU WERE A STUDENT AS A KID IN SCHOOL AND YOU WERE GIVEN 3 MONTHS TO PREPARE FOR A PARTICULAR TEST AND YOU DIDN'T STUDY AT ALL OR VERY LITTLE. THE NIGHT BEFORE YOU STUDIED WITH EVERYTHING YOU HAD, AND SOME OF YOU STILL GOT AN A+, EVEN THOUGH YOU STUDIED THE NIGHT BEFORE AND SPENT VERY LITTLE TIME ON IT.

PLEASE PRACTICE AND HAVE THE GREATEST TIME WITH IT ALL. I HOPE YOU GIVE YOURSELF THE GIFT OF PRACTICE BY APPLYING THIS TOOL RIGOROUSLY ENOUGH, THAT YOU CAN GET THE EVOLUTION THAT THIS EXERCISE IS DESIGNED TO PRODUCE. IT WILL PRODUCE RESULTS EVERY TIME THAT IT IS USED RIGOROUSLY. THANK YOU SO MUCH FOR THE OPPORTUNITY TO CREATE THIS POSSIBLE EVOLUTION WITH YOU.

WITHIN 21 DAYS, IF YOU ARE RIGOROUS, YOU WILL HAVE A RADICAL EVOLUTION TURNING TIME INTO MONEY. SHARE WITH EVERYONE YOU KNOW THE NEW RESULTS YOU ARE CREATING IN YOUR LIFE. BY BECOMING SOMEONE WHO CAN TURN TIME INTO MONEY, YOU CAN BECOME THE NEW INSPIRATION FOR EVERYONE AROUND YOU TO BE ABLE TO DO THAT FOR HIM OR HER SELF TOO!

WHAT ARE ALL THE INSIGHTS THAT YOU GOT OUT OF THIS EXERCISE FOR TURNING TIME INTO MONEY? MAKE SURE YOU PUT WHAT YOU SAW FOR YOURSELF TO WORK RIGHT NOW!!! NEUROSCIENTISTS HAVE PROVEN THAT IF YOU DO NOT ACT ON AN INSIGHT RIGHT AWAY, IT IS LOST TO YOU.

LASTLY, FROM ME TO YOU;

NEXT MONTH: WE WILL HAVE AN EXCITING TOOL FOR A RADICAL EVOLUTION IN DEVELOPING PATIENCE WITH YOURSELF AND OTHERS!

THANK YOU SO MUCH FOR TAKING THE TIME AND USING MY TOOLS TO CREATE SOME IMPRESSIVE RESULTS IN YOUR LIFE. THAT IN ITSELF CONTRIBUTES TO ME AND ALLOWS ME TO FULFILL ON MY LIFE'S PURPOSE, WHICH IS TO SERVE YOURS!

IF YOU WOULD TAKE THE TIME TO EMAIL ME BACK AND GIVE ME YOUR FEEDBACK, IT WILL MAKE A TREMENDOUS DIFFERENCE FOR ME AND MY CREATING MORE AND MORE THINGS TO SERVE WHAT I LOVE (OUTSTANDING PEOPLE UP TO BIG THINGS LIKE YOU)!!

PLEASE ALSO NOTE THAT THIS WORK IS OBVIOUSLY BASIC AND NOT IN



DEPTH. WITH A COACH YOU CAN TAKE THIS TO THE HIGHEST AND DEEPEST LEVEL ALSO. I ALWAYS RECOMMEND HAVING A COACH, BECAUSE WE DESERVE IT, JUST AS WE DESERVE TO EAT THE BEST FOOD, NOT THE MOST BASIC. OF COURSE, OUR COMPANY HAS EXCEPTIONAL COACHES WHO I HAVE PERSONALLY TRAINED, AND WHO PRODUCE RADICAL RESULTS FOR OUR CLIENTS IN EVERY ARENA FROM BUSINESS TO HEALTH ... SO I RECOMMEND YOU CONTACT ME AT CAROLINA@CAROLINAARAMBURO.COM IF YOU ARE INTERESTED IN A FREE INTRODUCTION/DISCOVERY CALL TO FIND OUT MORE!

HONORED TO BE YOUR PARTNER IN MAXIMIZING YOUR POTENTIAL,

CAROLINA ARAMBURO