



2019 MDRT Top of the Table Annual Meeting e-Handout Material

- Title:** **The Secret Ability to Sustain the Focus You Need to Achieve the Next Level of Success and Happiness**
- Speaker:** Corey Williams
- Presentation Date:** Thursday September 26, 2019
- Presentation Time:** 1:15 p.m. -2:00 p.m.
- Session Room:** Lantana

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COREY WILLIAMS

- 7 YEAR MDRT MEMBER
- 1X COURT OF TABLE
- 5X TOP OF THE TABLE QUALIFICATIONS



COREY WILLIAMS

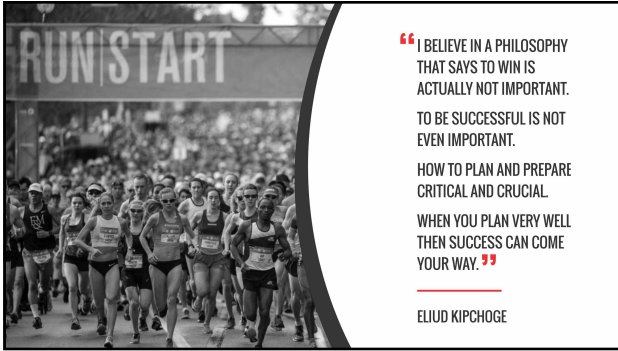
- 7 YEAR MDRT MEMBER
- 1X COURT OF TABLE
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- ATHLETE
- ENTREPRENUER



COREY WILLIAMS

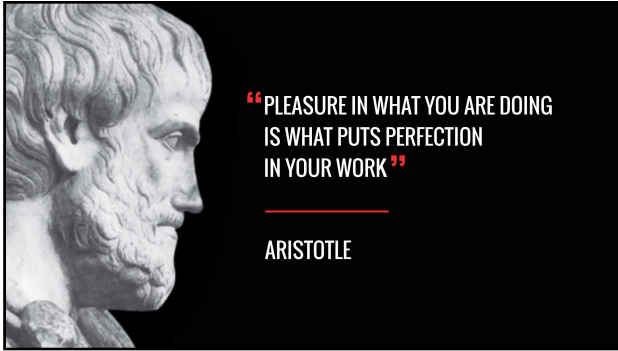
- 7 YEAR MDRT MEMBER
- 1X COURT OF TABLE
- 5X TOP OF THE TABLE QUALIFICATIONS
- ATHLETE
- ENTREPRENUER
- HUSBAND
- FATHER
















Vivid Vision


ANNUAL GOALS



Vivid Vision

ANNUAL GOALS


- CAREER



Vivid Vision

ANNUAL GOALS


- CAREER
- FINANCIAL



Vivid Vision

ANNUAL GOALS


- CAREER
- FINANCIAL
- INTELLECTUAL



Vivid Vision

ANNUAL GOALS


- CAREER
- FINANCIAL
- INTELLECTUAL
- RELATIONSHIPS



Vivid Vision

ANNUAL GOALS


- CAREER
- FINANCIAL
- INTELLECTUAL
- RELATIONSHIPS
- COMMUNITY



Vivid Vision

ANNUAL GOALS


- CAREER
- FINANCIAL
- INTELLECTUAL
- RELATIONSHIPS
- COMMUNITY
- ADVENTURES



Vivid Vision

ANNUAL GOALS


- CAREER
- FINANCIAL
- INTELLECTUAL
- RELATIONSHIPS
- COMMUNITY
- ADVENTURES
- SPIRITUAL



Vivid Vision

ANNUAL GOALS

- CAREER
- FINANCIAL
- INTELLECTUAL
- RELATIONSHIPS
- COMMUNITY
- ADVENTURES
- SPIRITUAL
- ENVIRONMENT



Vivid Vision

ANNUAL GOALS

- CAREER
- FINANCIAL
- INTELLECTUAL
- RELATIONSHIPS
- COMMUNITY
- ADVENTURES
- SPIRITUAL
- ENVIRONMENT

365

QUARTERLY PREVIEW

Vivid Vision

ANNUAL GOALS

- CAREER
- FINANCIAL
- INTELLECTUAL
- RELATIONSHIPS
- COMMUNITY
- ADVENTURES
- SPIRITUAL
- ENVIRONMENT

365

QUARTERLY PREVIEW

- MY BIGGEST WINS

Vivid Vision

ANNUAL GOALS

- CAREER
- FINANCIAL
- INTELLECTUAL
- RELATIONSHIPS
- COMMUNITY
- ADVENTURES
- SPIRITUAL
- ENVIRONMENT

365

QUARTERLY PREVIEW

- MY BIGGEST WINS
- AFTER ACTION REVIEW

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ANNUAL GOALS

- CAREER
- FINANCIAL
- INTELLECTUAL
- RELATIONSHIPS
- COMMUNITY
- ADVENTURES
- SPIRITUAL
- ENVIRONMENT

365

QUARTERLY PREVIEW

- MY BIGGEST WINS
- AFTER ACTION REVIEW
- HOW MANY DID YOU GET?

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ANNUAL GOALS

- CAREER
- FINANCIAL
- INTELLECTUAL
- RELATIONSHIPS
- COMMUNITY
- ADVENTURES
- SPIRITUAL
- ENVIRONMENT

365

QUARTERLY PREVIEW

- MY BIGGEST WINS
- AFTER ACTION REVIEW
- HOW MANY DID YOU GET?
- WHAT WORKED/WHAT DIDN'T?

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ANNUAL GOALS

- CAREER
- FINANCIAL
- INTELLECTUAL
- RELATIONSHIPS
- COMMUNITY
- ADVENTURES
- SPIRITUAL
- ENVIRONMENT

365

QUARTERLY PREVIEW

- MY BIGGEST WINS
- AFTER ACTION REVIEW
- HOW MANY DID YOU GET?
- WHAT WORKED/WHAT DIDN'T?
- WHAT WILL YOU KEEP DOING?

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ANNUAL GOALS

- CAREER
- FINANCIAL
- INTELLECTUAL
- RELATIONSHIPS
- COMMUNITY
- ADVENTURES
- SPIRITUAL
- ENVIRONMENT

QUARTERLY PREVIEW

- MY BIGGEST WINS
- AFTER ACTION REVIEW
 - HOW MANY DID YOU GET?
 - WHAT WORKED/WHAT DIDN'T?
 - WHAT WILL YOU KEEP DOING?
 - WHAT WILL YOU IMPROVE?

Vivid Vision

ANNUAL GOALS

- CAREER
- FINANCIAL
- INTELLECTUAL
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- COMMUNITY
- ADVENTURES
- SPIRITUAL
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QUARTERLY PREVIEW

- MY BIGGEST WINS
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Vivid Vision

ANNUAL GOALS

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QUARTERLY PREVIEW

- MY BIGGEST WINS
- AFTER ACTION REVIEW
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 - WHAT WORKED/WHAT DIDN'T?
 - WHAT WILL YOU KEEP DOING?
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 - WHAT WILL YOU START DOING?
 - WHAT WILL YOU STOP DOING?

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365

FULL CIRCLE: ANNUAL REVIEW

Vivid Vision



365

FULL CIRCLE: ANNUAL REVIEW
- REVISIT YOUR VIVID VISION

Vivid Vision



365

FULL CIRCLE: ANNUAL REVIEW
- REVISIT YOUR VIVID VISION
- REVIEW ANNUAL GOALS

Vivid Vision



FULL CIRCLE: ANNUAL REVIEW

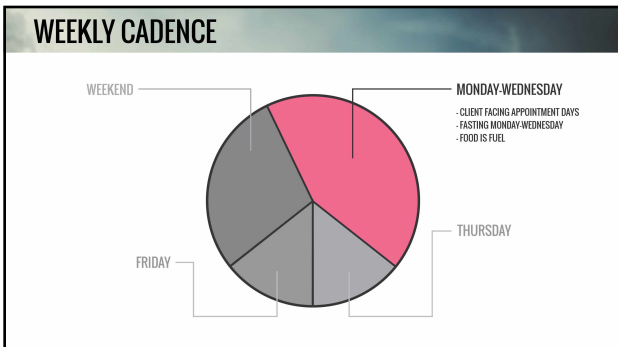
- REVISIT YOUR VIVID VISION
- REVIEW ANNUAL GOALS
- CELEBRATE YOUR VICTORIES



CADENCE

THE FLOW OR RHYTHM OF EVENTS, ESPECIALLY THE PATTERN IN WHICH SOMETHING IS EXPERIENCED.

WEEKLY CADENCE



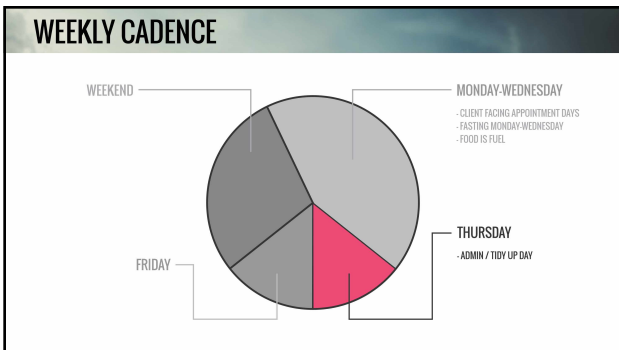
WEEKEND

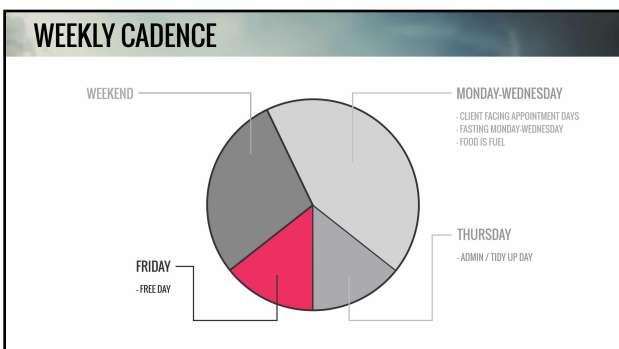
MONDAY-WEDNESDAY

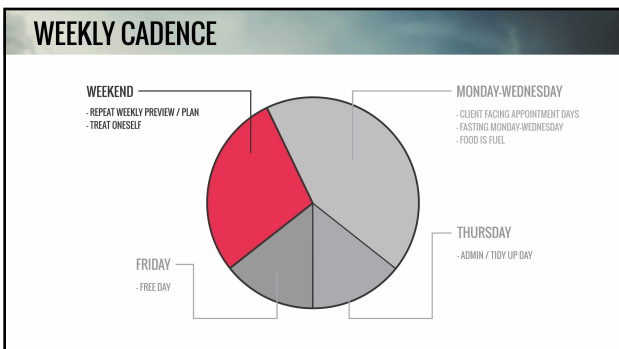
- CLIENT FACING APPOINTMENT DAYS
- FASTING MONDAY-WEDNESDAY
- FOOD IS FUEL

FRIDAY

THURSDAY







THE BEGINNING... AND THE END

WEEKLY REVIEW

THE BEGINNING... AND THE END

WEEKLY REVIEW

-3.5 WINS FOR THE WEEK

THE BEGINNING... AND THE END

WEEKLY REVIEW

-3.5 WINS FOR THE WEEK

-ACTION REVIEW- HOW FAR DID YOU GET?

THE BEGINNING... AND THE END

WEEKLY REVIEW

- 3-5 WINS FOR THE WEEK
- ACTION REVIEW- HOW FAR DID YOU GET?
- WHAT WORKED / WHAT DIDN'T?

THE BEGINNING... AND THE END

WEEKLY REVIEW

- 3-5 WINS FOR THE WEEK
- ACTION REVIEW- HOW FAR DID YOU GET?
- WHAT WORKED / WHAT DIDN'T?
- WHAT WILL YOU KEEP, IMPROVE, START / STOP DOING?

THE BEGINNING... AND THE END

WEEKLY REVIEW

- 3-5 WINS FOR THE WEEK
- ACTION REVIEW- HOW FAR DID YOU GET?
- WHAT WORKED / WHAT DIDN'T?
- WHAT WILL YOU KEEP, IMPROVE, START / STOP DOING?
- UPDATE CHAIN

THE BEGINNING... AND THE END

WEEKLY REVIEW

- 3-5 WINS FOR THE WEEK
- ACTION REVIEW- HOW FAR DID YOU GET?
- WHAT WORKED / WHAT DIDN'T?
- WHAT WILL YOU KEEP IMPROVE, START / STOP DOING?
- UPDATE CHAIN
- BOOKS / AUDIO

THE BEGINNING... AND THE END

<p><u>WEEKLY REVIEW</u></p> <ul style="list-style-type: none">-3-5 WINS FOR THE WEEK- ACTION REVIEW- HOW FAR DID YOU GET?-WHAT WORKED / WHAT DIDN'T?-WHAT WILL YOU KEEP IMPROVE, START / STOP DOING?-UPDATE CHAIN-BOOKS / AUDIO	<p><u>WEEKLY PREVIEW</u></p>
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THE BEGINNING... AND THE END

<p><u>WEEKLY REVIEW</u></p> <ul style="list-style-type: none">-3-5 WINS FOR THE WEEK- ACTION REVIEW- HOW FAR DID YOU GET?-WHAT WORKED / WHAT DIDN'T?-WHAT WILL YOU KEEP IMPROVE, START / STOP DOING?-UPDATE CHAIN-BOOKS / AUDIO	<p><u>WEEKLY PREVIEW</u></p> <ul style="list-style-type: none">-TRANSFER ALL DEFERRED / DELEGATED / TASKS NOTES / MAJOR EVENTS ETC
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THE BEGINNING... AND THE END

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THE BEGINNING... AND THE END

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THE BEGINNING... AND THE END

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THE BEGINNING... AND THE END

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THE BEGINNING... AND THE END

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THE BEGINNING... AND THE END

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EVENING RITUALS

PREPARE FOR THE DAY AHEAD

EVENING RITUALS

PREPARE FOR THE DAY AHEAD

- MORNING COCKTAIL

EVENING RITUALS

PREPARE FOR THE DAY AHEAD

- MORNING COCKTAIL
- EXERCISE EQUIPMENT READY

EVENING RITUALS

PREPARE FOR THE DAY AHEAD

- MORNING COCKTAIL
- EXERCISE EQUIPMENT READY
- JOURNAL

EVENING RITUALS

PREPARE FOR THE DAY AHEAD

- MORNING COCKTAIL
- EXERCISE EQUIPMENT READY
- JOURNAL
- PODCAST / AUDIOBOOK

EVENING RITUALS

PREPARE FOR THE DAY AHEAD

- MORNING COCKTAIL
- EXERCISE EQUIPMENT READY
- JOURNAL
- PODCAST / AUDIOBOOK
- GUIDED MEDITATION

EVENING RITUALS

PREPARE FOR THE DAY AHEAD

- MORNING COCKTAIL
- EXERCISE EQUIPMENT READY
- JOURNAL
- PODCAST / AUDIOBOOK
- GUIDED MEDITATION
- AFFIRMATIONS

EVENING RITUALS

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- MORNING COCKTAIL
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- JOURNAL
- PODCAST / AUDIOBOOK
- GUIDED MEDITATION
- AFFIRMATIONS



TURN OFF PHONE & NOT IN BEDROOM

EVENING RITUALS

PREPARE FOR THE DAY AHEAD

- MORNING COCKTAIL
- EXERCISE EQUIPMENT READY
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- AFFIRMATIONS



TURN OFF PHONE & NOT IN BEDROOM



SHAKTI MAT

EVENING RITUALS

PREPARE FOR THE DAY AHEAD

- MORNING COCKTAIL
- EXERCISE EQUIPMENT READY
- JOURNAL
- PODCAST / AUDIOBOOK
- GUIDED MEDITATION
- AFFIRMATIONS



TURN OFF PHONE
& NOT IN BEDROOM



SHAKTI MAT



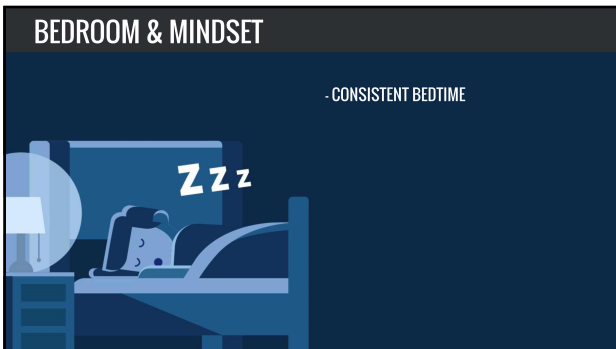
READ

BEDROOM & MINDSET




BEDROOM & MINDSET

- CONSISTENT BEDTIME

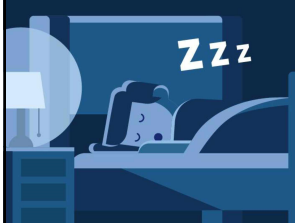


BEDROOM & MINDSET




- CONSISTENT BEDTIME
- LIGHTING AND TEMPERATURE

BEDROOM & MINDSET



- CONSISTENT BEDTIME
- LIGHTING AND TEMPERATURE
- ALARM CLOCK

BEDROOM & MINDSET



- CONSISTENT BEDTIME
- LIGHTING AND TEMPERATURE
- ALARM CLOCK
- LOOK FORWARD TO THE MORNING & THE SUCCESS IT BRINGS

BEDROOM & MINDSET



- CONSISTENT BEDTIME
- LIGHTING AND TEMPERATURE
- ALARM CLOCK
- LOOK FORWARD TO THE MORNING & THE SUCCESS IT BRINGS
- THINK OF 1- 3 POSITIVE OR FUNNY THINGS

BEDROOM & MINDSET



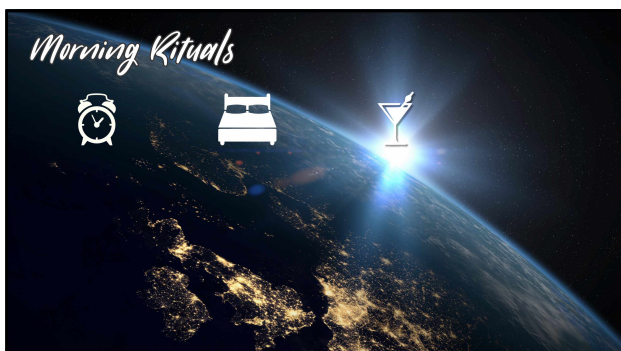
- CONSISTENT BEDTIME
- LIGHTING AND TEMPERATURE
- ALARM CLOCK
- LOOK FORWARD TO THE MORNING & THE SUCCESS IT BRINGS
- THINK OF 1- 3 POSITIVE OR FUNNY THINGS
- GO TO SLEEP WITH A SMILE ON YOUR FACE



Morning Rituals


























**“ TIME IS FREE,
BUT IT’S PRICELESS.
YOU CAN’T OWN IT,
BUT YOU CAN USE IT.
ONCE YOU’VE LOST IT
YOU CAN NEVER GET IT BACK.”**



HARVEY MACKAY


WORK DAY START UP



**THE
WORKDAY
CLOCK**

MORNING ROUTINE WORK DAY SET-UP TASK ZONE CREATIVITY

WORK DAY START UP



THE MORNING ROUTINE

MORNING ROUTINE WORK DAY SET-UP TASK ZONE CREATIVITY

WORK DAY START UP

THE MORNING ROUTINE
LOOK AT DIARY WHEN LEAVING HOME
MAKE CALLS ON THE WAY TO WORK

MORNING ROUTINE WORK DAY SET-UP TASK ZONE CREATIVITY

This diagram shows a clock face with a green segment from 5:00 to 8:00. Labels point to this segment: 'THE MORNING ROUTINE', 'LOOK AT DIARY WHEN LEAVING HOME', and 'MAKE CALLS ON THE WAY TO WORK'. Below the clock is a legend with four colored boxes: green for 'MORNING ROUTINE', orange for 'WORK DAY SET-UP', red for 'TASK ZONE', and purple for 'CREATIVITY'.

WORK DAY START UP

THE MORNING ROUTINE
LOOK AT DIARY WHEN LEAVING HOME
MAKE CALLS ON THE WAY TO WORK
CHECK EMAILS AND TO DO LIST
MEETING WITH PA
WIDER STAFF MEETING
EDUCATION / GROWTH
START WITH THE HARDEST TASKS FIRST
CLIENT FACING APPOINTMENTS

MORNING ROUTINE WORK DAY SET-UP TASK ZONE CREATIVITY

This diagram shows a clock face with a green segment from 5:00 to 12:00. Labels point to this segment: 'THE MORNING ROUTINE', 'LOOK AT DIARY WHEN LEAVING HOME', 'MAKE CALLS ON THE WAY TO WORK', 'CHECK EMAILS AND TO DO LIST', 'MEETING WITH PA', 'WIDER STAFF MEETING', 'EDUCATION / GROWTH', 'START WITH THE HARDEST TASKS FIRST', and 'CLIENT FACING APPOINTMENTS'. Below the clock is a legend with four colored boxes: green for 'MORNING ROUTINE', orange for 'WORK DAY SET-UP', red for 'TASK ZONE', and purple for 'CREATIVITY'.

WORK DAY START UP

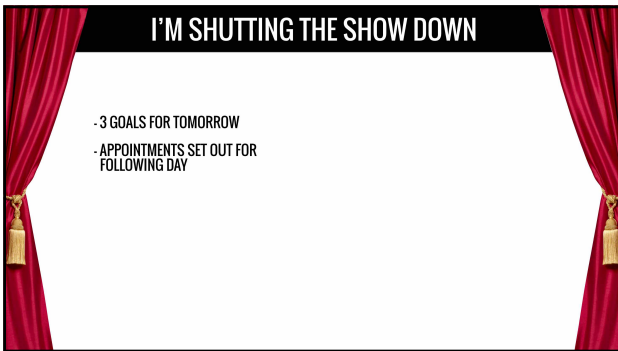
THE MORNING ROUTINE
LOOK AT DIARY WHEN LEAVING HOME
MAKE CALLS ON THE WAY TO WORK
CHECK EMAILS AND TO DO LIST
MEETING WITH PA
WIDER STAFF MEETING
EDUCATION / GROWTH
START WITH THE HARDEST TASKS FIRST
CLIENT FACING APPOINTMENTS
CREATIVE TIME AND SHALLOW TASKS IN THE AFTERNOON

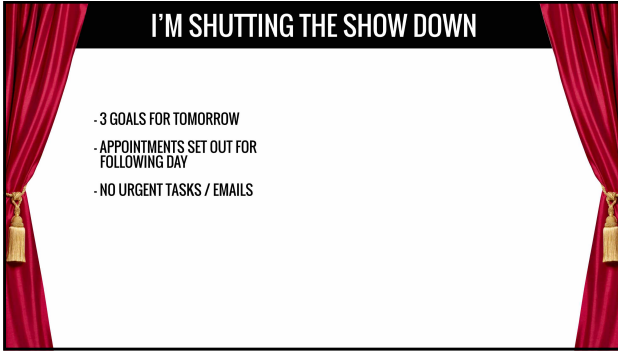
MORNING ROUTINE WORK DAY SET-UP TASK ZONE CREATIVITY

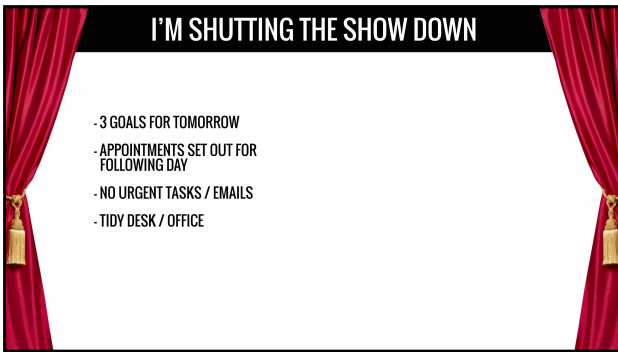
This diagram shows a clock face with a green segment from 5:00 to 12:00 and a purple segment from 2:00 to 4:00. Labels point to the green segment: 'THE MORNING ROUTINE', 'LOOK AT DIARY WHEN LEAVING HOME', 'MAKE CALLS ON THE WAY TO WORK', 'CHECK EMAILS AND TO DO LIST', 'MEETING WITH PA', 'WIDER STAFF MEETING', 'EDUCATION / GROWTH', 'START WITH THE HARDEST TASKS FIRST', and 'CLIENT FACING APPOINTMENTS'. A label points to the purple segment: 'CREATIVE TIME AND SHALLOW TASKS IN THE AFTERNOON'. Below the clock is a legend with four colored boxes: green for 'MORNING ROUTINE', orange for 'WORK DAY SET-UP', red for 'TASK ZONE', and purple for 'CREATIVITY'.

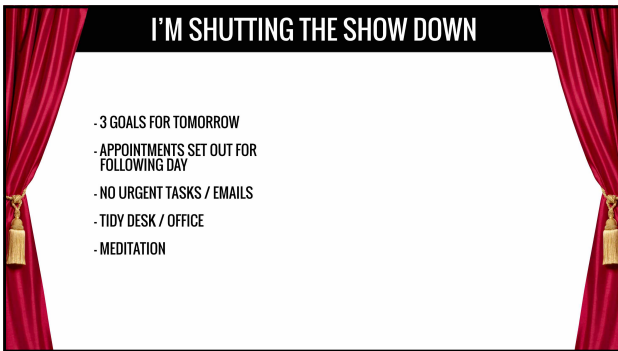












I'M SHUTTING THE SHOW DOWN

- 3 GOALS FOR TOMORROW
- APPOINTMENTS SET OUT FOR FOLLOWING DAY
- NO URGENT TASKS / EMAILS
- TIDY DESK / OFFICE
- MEDITATION
- WRITE ONE GOAL / ACTION

I'M SHUTTING THE SHOW DOWN

- 3 GOALS FOR TOMORROW
- APPOINTMENTS SET OUT FOR FOLLOWING DAY
- NO URGENT TASKS / EMAILS
- TIDY DESK / OFFICE
- MEDITATION
- WRITE ONE GOAL / ACTION

- JOURNAL
3 AMAZING THINGS THAT HAPPENED TODAY
IF I COULD RELIVE THE DAY, WHAT WOULD I DO DIFFERENTLY?

I'M SHUTTING THE SHOW DOWN

- 3 GOALS FOR TOMORROW
- APPOINTMENTS SET OUT FOR FOLLOWING DAY
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- "I'M SHUTTING THE SHOW DOWN"

I'M SHUTTING THE SHOW DOWN

- 3 GOALS FOR TOMORROW
- APPOINTMENTS SET OUT FOR FOLLOWING DAY
- NO URGENT TASKS / EMAILS
- TIDY DESK / OFFICE
- MEDITATION
- WRITE ONE GOAL / ACTION

- JOURNAL
 - 3 AMAZING THINGS THAT HAPPENED TODAY
 - IF I COULD RELIVE THE DAY, WHAT WOULD I DO DIFFERENTLY?
- "I'M SHUTTING THE SHOW DOWN"
- HOME TIME

I'M SHUTTING THE SHOW DOWN

- 3 GOALS FOR TOMORROW
- APPOINTMENTS SET OUT FOR FOLLOWING DAY
- NO URGENT TASKS / EMAILS
- TIDY DESK / OFFICE
- MEDITATION
- WRITE ONE GOAL / ACTION

- JOURNAL
 - 3 AMAZING THINGS THAT HAPPENED TODAY
 - IF I COULD RELIVE THE DAY, WHAT WOULD I DO DIFFERENTLY?
- "I'M SHUTTING THE SHOW DOWN"
- HOME TIME
- WALK IN THE DOOR - CELL PHONE LEFT ON THE KITCHEN BENCH

Focused Motivation
 + *Blisscipline*

Consistent Success!



