

## Ian Berry's Rituals (routines/standards)

### Daily

**Gratitude** - before I do anything else write down who and what I'm grateful for. **Meditate. Appreciation and Attitude** - maintain "attitude of gratitude" and core appreciation of myself regardless of what happens or doesn't happen. **Exercise** - take a brisk 30 minute walk am and undertake exercise regime pm. **Family time** - ensure such is a priority. **Relaxation** - take time out to relax after working in 90 minute focused bursts. **Just sit and think or just sit time** - build in to schedule. **Write** 500 words minimum. **Value** - give one prospective client value without attachment to getting back via selected touch points. **Eat** a healthy diet based primarily on vegetables 5 days a week.

### Weekly

**Play** at least one round of golf, work in the garden or around home, or do some physical activity. Turn my phone off while doing so. **Enjoy** at least 1 family member and/or friend "event". **Invest** in "deep work" improving my presenting and performing, questioning, listening, and writing skills. **Post** 3 blogs and share with prospects, clients and/or colleagues I feel would benefit. **Meet** in person, via telephone or Zoom with at least one person ready to do business or refer me to someone who is.

### Monthly

**Client work** - keep to 3 days per week, preferably not Monday's or Friday's. Attract at least 3 clients to both sessions **first Monday online Accelerator**. Attract 2 prospective clients to every **4th Wednesday master-class in Ballarat**. Check in with selection of clients to ensure **value is exceeding 10 times investment**.

### Quarterly

**Publish** a work i.e. ebook, tool, technique, template, checklist, video series, whatever, and add to <http://www.ianberry.biz/complimentary-resources/> **Present a seminar/master-class/board room briefing** for clients of clients to add value to them and to showcase my work.

### Yearly

**12 weeks holiday** as "mini-retirements", scheduled in advance.

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**Following our rituals/routines or sustaining standards leads to living a remarkable life, and doing work that is meaningful for us and highly valuable for others.** HT to Derek Mills [http://blog.ianberry.biz/2012/10/are-you-focused-on-goals-or-standards\\_15.html](http://blog.ianberry.biz/2012/10/are-you-focused-on-goals-or-standards_15.html)

"Consider the postage stamp: its usefulness consists in the ability of sticking to one thing until it gets done." Josh Billings, 19th century humourist

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