

Be the Master

THE GRIND™

About this Journal

This journal is intended to help you **Be the Master**, as described in the book, *Be the Master: Second Edition*. If you've not read the book, this will make a lot more sense if you do. It's available at leanpub.com/bethemaster, as well as on Amazon and other outlets. Visit BeTheMaster.com for purchasing links.

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Need Help and Inspiration?

Getting through The Grind can be tough - that's why it's named what it is! If you're looking for some advice, guidance, and inspiration, it's waiting for you. You can visit <http://eepurl.com/dxPI9n> to sign up for a free, no-spam, weekly mailing list that offers tips, inspirations, and advice for creating and executing your plan to Mastery. It's at least a year's worth of emails, so it's basically like getting another huge Part of the book for free! It's also exclusive to readers of *Be the Master*, so take advantage today.

BeTheMaster.com also has inspirational stories shared by other readers, information on in-person seminars, and more. You can even share your own stories, and help inspire other readers.

TIPS FOR USE

The restrictions of modern print and distribution, along with the variable layout of the modern calendar (exactly which months have 5 weeks? It changes!) mean I had to make some compromises in this book.

I recommend getting some stick-it notes, and using them to create tabs in this book.

- Stick one on the DEFINE THE GRIND page
- Stick one on your current month's MONTHLY PLAN page
- Stick one on your current WEEKLY PLAN page
- Stick one on your current WEEKLY REVIEW page

These should make it easier to quickly flip back and forth.

EXAMPLES

We'll start with a sample set of pages - a monthly plan, a weekly plan, and a weekly review, along with sample "definition" pages. I actually dug back through my notebooks to kind of recreate a particular point in my own life, so that this could be as realistic as possible.

What is my success?

Use this page to define what success looks like for you. Be specific, and only write down things that anyone could observe, measure, and determine if you've reached or not.

I will be recognized around the world as an expert in Windows PowerShell. I will be an in-demand presenter at technical conferences, and my books will be amongst the bestsellers in their categories. I will be able to provide a comfortable lifestyle for my family, and I will be an independent freelancer. I will earn most of my income by creating white papers and webinars for technology vendors, with my books and conference lectures focused on retaining and growing my professional audience.

What are my strengths?

What do you do incredibly well - almost without even trying? Would do *others* say you do well? Ask around. The answers may surprise you.

I write extremely quickly.

I am extremely focused on meeting deadlines.

I can be personable, yet authoritative.

I write like I speak. I use everyday language that is not opaque or filled with business-isms.

I can be counted on to be my word.

Who am I?

Define yourself. How do you want others to see you? How do you want to see yourself? Nothing vague, here - be specific. Write things that anyone could *objectively* agree or disagree with based on observed behaviors.

I am a provider for my family. I provide comfortable housing, food, and at least a couple of quality vacations every year. I am a partner with my family, and we make major career and life decisions together.

I am reliable. If I say I will get something done, I get it done. I stand by my word, and I care about things that have my name attached to them.

I give back. Whether through monetary contributions to charities in my community, or through my own work efforts, I care about leaving the world a slightly better place than I left it.

I anger quickly, and become easily frustrated when things don't go my way.

I can understand others' perspectives and use that to try and convince others to my way of thinking about things.

I am good at concise storytelling, and am good at quickly thinking up analogies to explain complex concepts or situations.

What can I teach?

What topics, life skills, and so on are you able to pass on? We'll give you plenty of room - keep this updated as new things come to mind. And, as you teach things to your apprentice(s), come back and highlight those things, so you'll know you've been passing it on.

Microsoft Windows PowerShell

Microsoft SQL Server

Microsoft System Center Configuration Manager

Basic small business rules and concepts

Basic bookkeeping

Basic income tax concepts and scenarios

Basic financial investing

Common car maintenance and repairs

Basic plumbing

Basic electrical wiring

Who are my apprentices?

What kinds of people can you teach? Who needs what you're able to teach? Don't try to figure this out all at once - come back and add new thoughts as they come to you.

Young people - taxes, car maintenance, electrical, plumbing, etc.

Small business professionals - taxes, bookkeeping, investments

Microsoft technology professionals - PowerShell, SCCM, SQL Server

SAMPLE MONTH

Life Rules

- I've been my word.
- I've been detailed and precise.
- I've cut my losses when the time was right to do so.
- I've been friendly, even in the face of adversity.
- I've driven my life, not watched it happen.
- I've let Blue Sky Mode happen when it needed to.
- I've managed my personal time well.
- I've communicated well.
- I've observed the Yellow Line.

Needs Improvement

Got a lot angrier this month than I needed to. Need to learn to step away and let it burn off before I reflexively address something.

Did not focus on presentation skills at all this month, even though I had at least two opportunities to do so. This is bad because next month I've got a conference with 1,000 attendees and I don't feel confident or prepared.

Kept to ~30m per day of wasted time, but I need to cut that back next month - I have a lot going on. Need to push wasted time until after the day's work is done, maybe. Maybe try scheduling distraction time, but that might be too structured.

My Current Plan

Week 13, record myself doing at least one of my conference sessions, and listen back. Goal is to really cut out the "ums" and have a smoother delivery. Helps: become professional speaker, raise global profile.

Week 14, nail it at the conference. Make sure to not retreat to the speaker room after sessions. Eat lunch with attendees and network. Spend time networking in vendor expo as well. Goal is to land at least one white paper or webinar gig. Helps: become professional speaker, raise global profile; make most income from papers/webinars.

Plus, do all the to-dos I've already scheduled for these weeks.

Week 15, talk to Neil about pitching a book series to SAMS. Dust off the Delta Guide idea Chris and I discussed and share that with him for feedback. Helps: Bestselling books, professional writer.

Week 16, vacation. Make sure to take notebook so I can brainstorm series and book ideas without getting bogged into computer. Helps: become professional writer, bestselling books.

SAMPLE WEEK PLAN

Things to Achieve

- ☐ Record conference practice session and listen back
- ☐ Really review conference decks and get delivery figured out
- ☐ Make list of potential conference vendors to hit up
- ☐ Pack vests - trying out Chris' new look idea. Conference speaker shirts will be backup.
- ☐ Talk to J.R. about last week's blow up. Apologize and ask for some advice on handling that better if it happens again.

SAMPLE WEEK REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Preso skills - much better workflow for preso prepping.

Ideas for adjusting my plan:

Had a great talk with Q. About helping them build out a community website. Leverages what I've been doing on ScriptingAnswers.com. Might be a new line of business in addition to papers and webinars.

Parts of my self-definition I didn't meet this week:

Worked too late most nights. Need to sit down with Chris and re-evaluate work conditions. Might need to ask him to drag me out for a drink so I step away and stop working at some point.

Things I taught, and to whom:

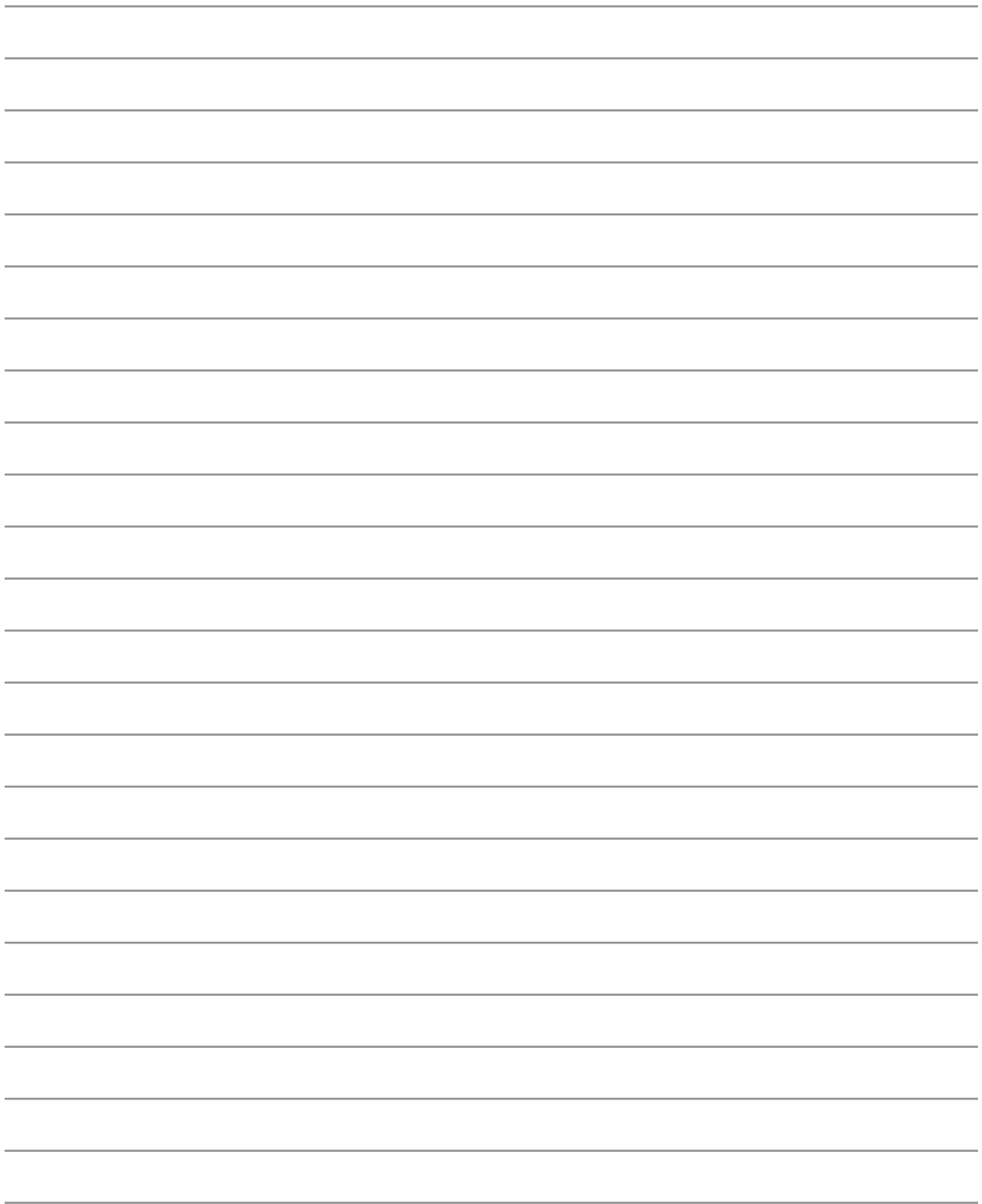
Helped Scott wrap his head around the bookkeeping thing. He's comfortable enough with QuickBooks now that he may ask Tom to give him a bit of a raise in exchange for doing the books, instead of hiring a bookkeeper.

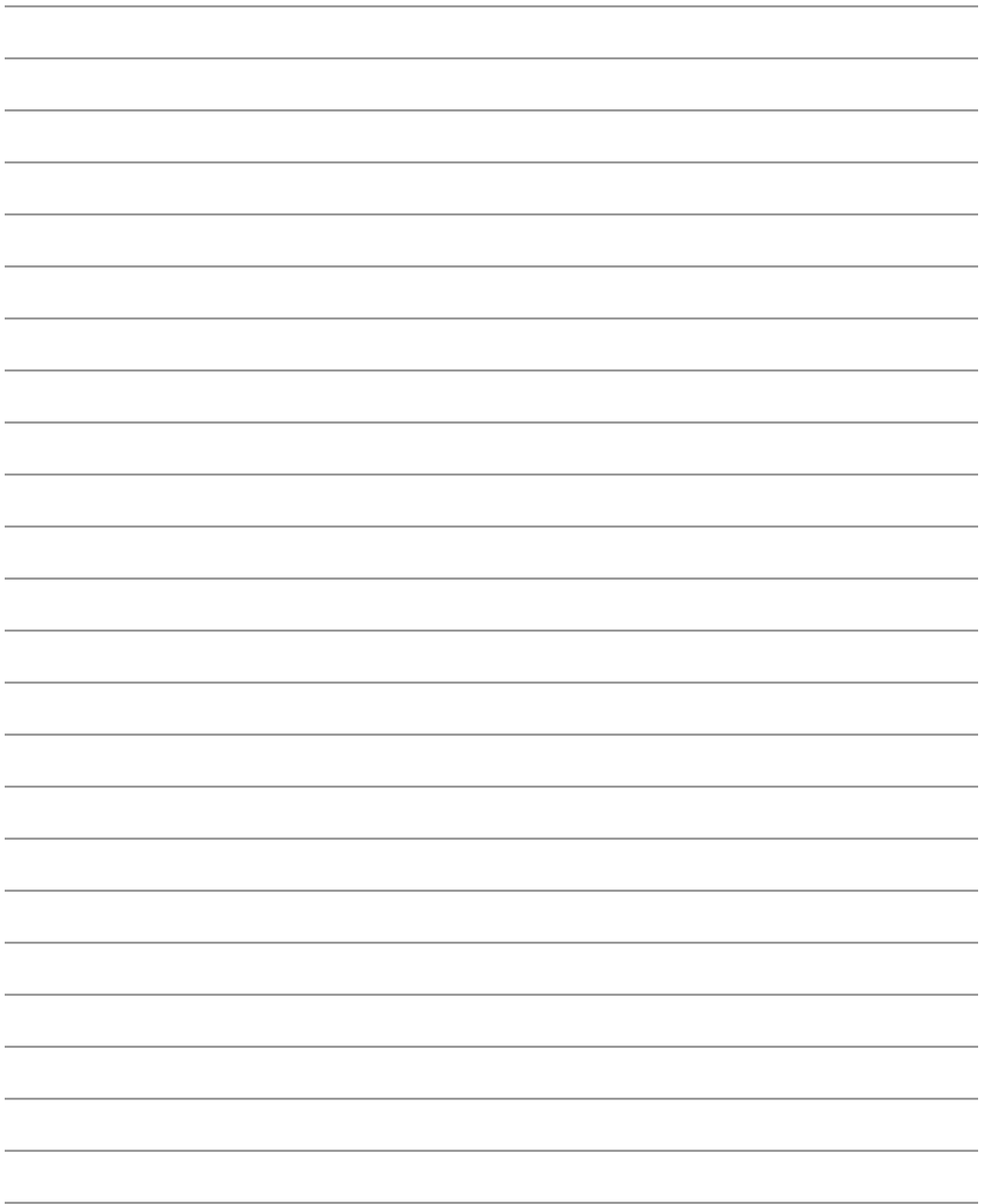
Excuses I made, and what they stopped me from doing:

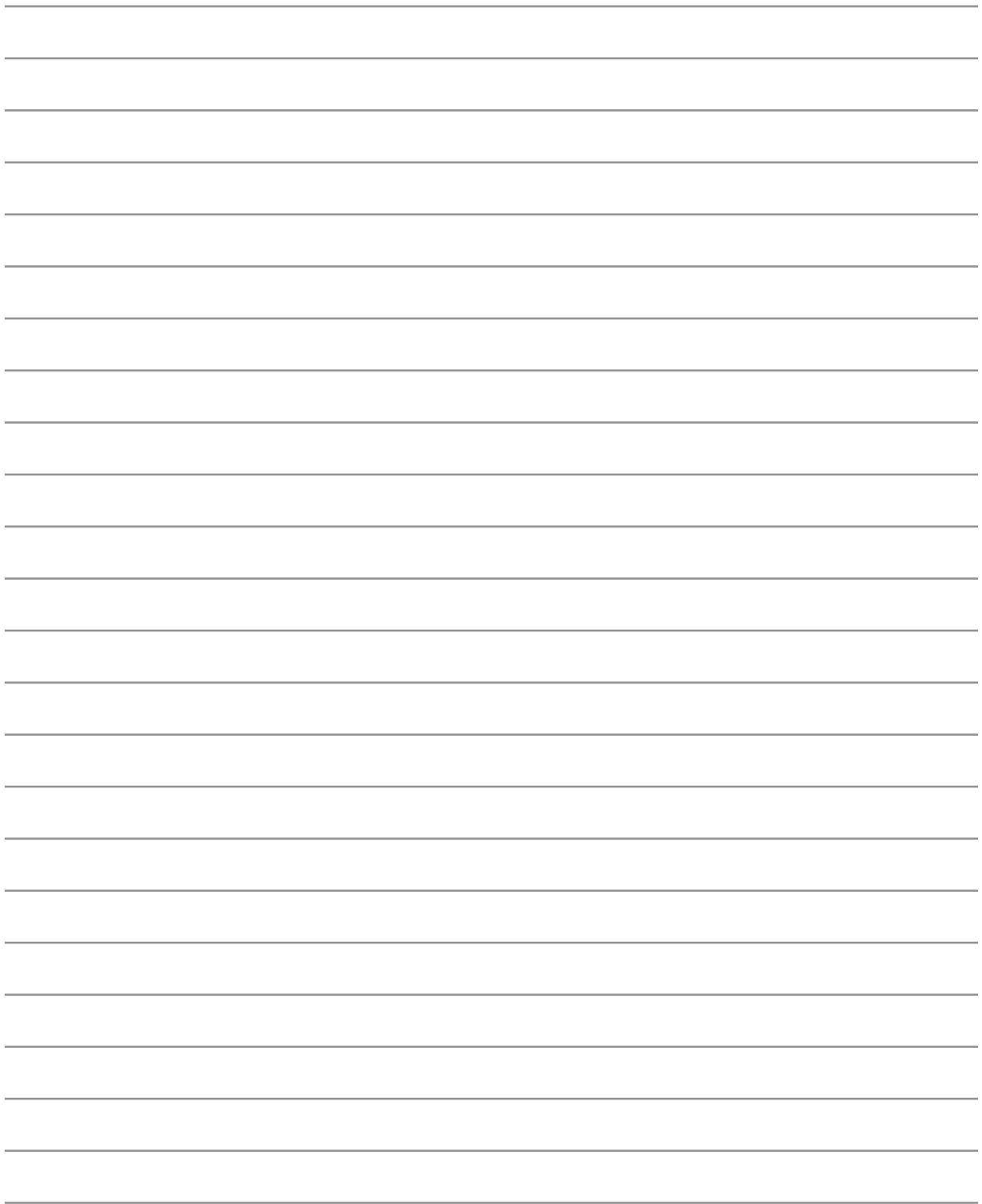
Really put off making a vendor list for next week's conference. I'm totally not enthused by grip-n-grin in the expo hall, but I don't know of a better way to try and land new work. This is the third time I've felt like this, so I need to think about a plan adjustment to account for this, because it isn't going to go away, apparently.

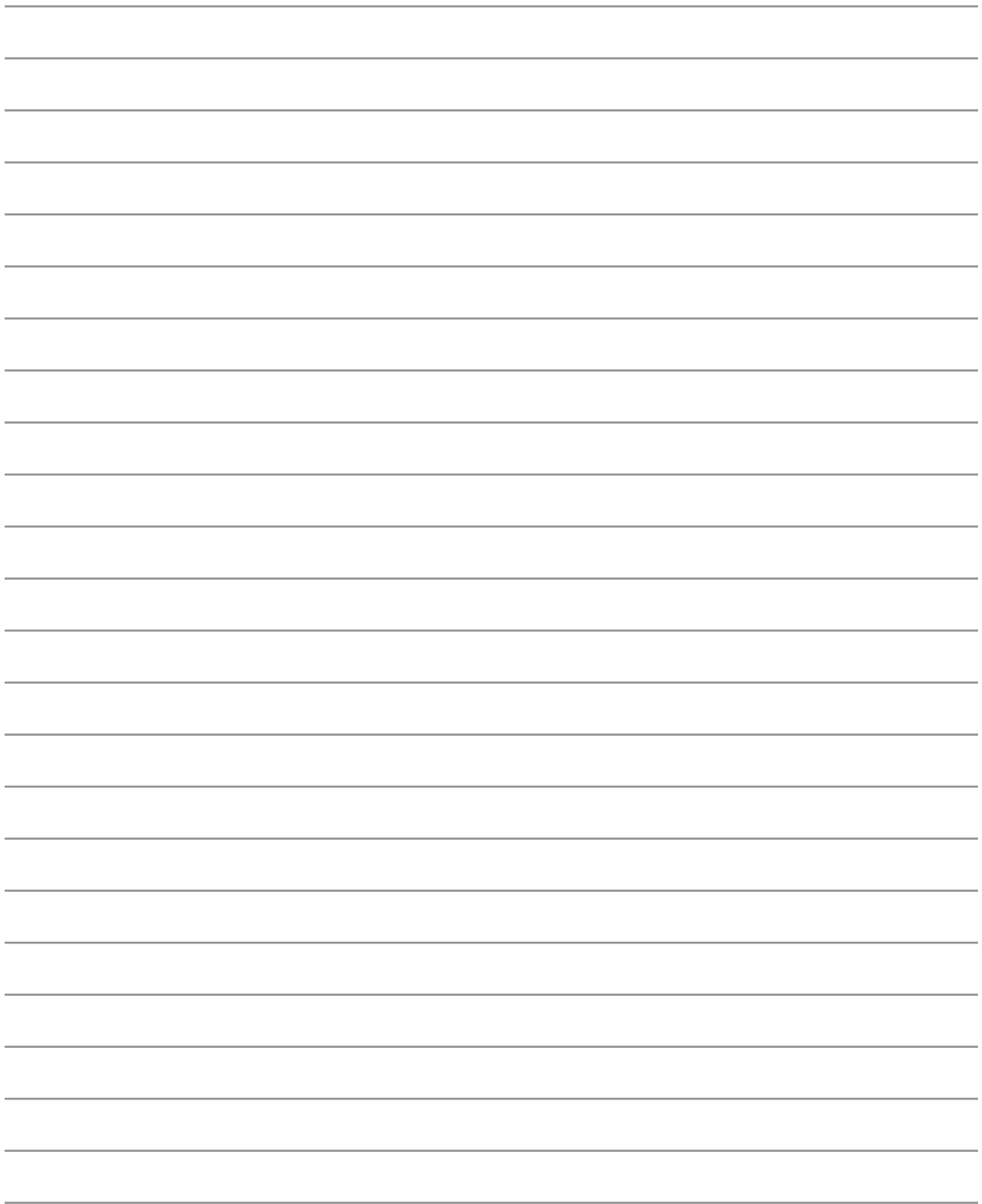
DEFINE THE GRIND

Part 3 of *Be the Master* walks you through these definition pages.









MONTHLY PLANS

Use these sections to plan and review each month. Do this on the last day of the month - don't be lazy, and don't make exceptions. This is a time to be honest with yourself, and it won't take long.

Simply document three things:

1. Which Life Rules did you live by, or not live by, this month? We'll provide you with a simple checklist. Refer to *Be the Master: Second Edition* for the Life Rules. For your first month using The Grind, skip this step - but review the Life Rules, so you'll know what's ahead.
2. What's your current Success Plan? If you haven't made a change since the prior month, just write that, but this is a time to review your plan, decide what's working (based on your weekly notes), and make adjustments to keep yourself on track.
3. Where do I need to improve? This could be Life Rules you need to be better at, Strengths you need to use more often, or just areas about yourself that you, personally, want to work on.

WEEKLY PLANS

These are a chance to set up the week ahead. All you need to do is spell out the things you want to achieve.

Each achievement needs to be specific and measurable. Anyone should be able to look at your life and *objectively* state whether you met the achievement or not. Don't put anything vague or subjective. And, keep in mind, it's only a *week*. You're not going to accomplish everything. Be reasonable.

This isn't a to-do list. You can write some to-do type stuff, if you want, but this is about the things that will help you Be the Master, not just getting the right groceries. This is about working toward your plan. Maybe you'll only plan to get one thing done that really contributes to The Plan... that's fine.

Maybe you'll have one Needs Improvement item that you know will be relevant in the coming week - write that, to remind yourself to work on it. Maybe it's a Life Rule you've not been following that you want to concentrate on. Whatever.

Then, *keep your weekly plan open, in front of you, every day*. Read it every morning and every evening. Remind yourself to aim for those achievements.

WEEKLY REVIEWS

At the end of each week, take a minute to reflect upon the previous week.

Achievements

Go back and highlight the achievements that you legitimately earned, and ask yourself what kept the other ones from happening. Will you carry those over to next week's plan? Were you aiming too high?

Improvements

Next, where did you improve? Did you address any of your "Needs Improvement" items enough that you can scratch it off the list at the front of the workbook? Remember, *all of life* is about continually improving; the Needs Improvement list is about the *seriously deficient* stuff, so if you've got a handle on one of them, cross it off.

Adjustments

How's the plan going? Do you need to make any adjustments? Make some notes - you can consider them at the end of the month.

Living

Are you living your definition of yourself? Make a list of things, from the list at the front of this workbook, that you *didn't* live by. Those are things to consider working on as an achievement for next week's plan.

Teaching

What did you teach, and to whom? Make a list - and congratulate yourself a little. Take a moment to update your list of things you can teach at the front of this workbook, and to note any new ideas you have for who your apprentices might be.

Excuses

Where did you sabotage yourself? Excuses aren't always bad - maybe you just had a *really* hard week and needed some downtime. That's fine. Just *make a note* of these things, because if they keep happening, you either need to (a) adjust your plan to accommodate your capabilities or (b) stop making excuses. Sometimes an excuse means you've just aimed too high - recognize that, and adjust. Sometimes it means you're cheating yourself, and you need to stop.

WEEK 1 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 2 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 3 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 4 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 5 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 6 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 8 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 9 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 10 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 11 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 12 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 14 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 15 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 16 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 17 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 18 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 19 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 20 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 21 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 22 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 24 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 26 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 27 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 28 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 31 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 32 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 33 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 35 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 37 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 38 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

WEEK 39 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 41 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 42 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 44 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 46 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 47 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

Things I taught, and to whom:

Excuses I made, and what they stopped me from doing:

WEEK 52 REVIEW

Be sure to highlight earned achievements on your Weekly Plan page for this week.

I worked on the following NEEDS IMPROVEMENT ITEMS:

Ideas for adjusting my plan:

Parts of my self-definition I didn't meet this week:
