

Giant Steps by Tony Robbins Book Summary

GIANT STEPS

Small Changes to Make a Big Difference



Daily Lessons in Self-Mastery by

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- The secret is making a public commitment, one so forceful that you can't turn back once you've made it
- He challenges you to make a decision today:
- Do something you've been putting off
- Master a new skill
- Treat people with a newfound love, respect, and compassion
- The secret is to set goals that are *exciting enough* to truly inspire your creativity and they ignite your passion
- Right now, consciously choose your goals
- Brainstorm everything worth pursuing in your life
- Then *pick a single goal* that excites you the most, something that will get you up early and keep you up late, and assign a deadline for achieving it
- And think about *why you must absolutely attain* it by that date
- Is it grand enough to challenge you and push you beyond your limits to uncover your true potential?
- Always *take small action towards your goal* every day

- Persistence overshadows even talent as the most valuable resource in shaping the quality of people's lives
- Try simple acts of kindness
- To get what you want, you must *discover what prevents you* from taking action
- As humans, we can decide what causes us pain and what causes us pleasure
- What are your pain-avoiding or pleasure-inducing patterns?
- How have these things shaped your life up until now?
- Make things you want so compelling that you are willing to overcome your fear of loss and make the steps necessary to make your life happen in a brand new level
- What gives you the most pain and what gives you the most pleasure in your life?
- How is this shaping your decisions and therefore your life even today?
- What stops people from achieving their goals is mixed emotions, also known as mixed associations
- If you find yourself taking two steps forward and one step back, you may associate your goal with both pain and pleasure
- Use your pain as your strongest ally
- Allow yourself to *feel pain with such emotional intensity* that it gives you leverage to finally do something about it
- One of his definitions of success:
- Live your life in a way that causes you to consistently feel an immense amount of pleasure and very little pain, but while simultaneously having a lifestyle that positively affects the people around you, and consistently caused them to feel more pleasure and less pain
- To do this, we must *grow and contribute*
- Use your mind by controlling what you focus on and you can have as much joy as you desire
- Every emotion you feel has a specific physiology attached to it
- Release your fears and focus on what you truly desire and what you truly deserve
- What's a new belief that if you adopted it today would open up a whole new set of possibilities for your life?
- Because of the passion they inspire within us, convictions propel us to action
- The Pygmalion Effect: the power of expectation in enhancing performance
- *Questions are the answer*
- A well placed question can change any aspect of your life in a moment
- The answer is we receive depend upon the questions we are willing to ask
- Example question you can ask yourself everyday:
- *What did you learn today?*
- We must take personal responsibility for our change or it's worthless
- Nobody can program you. You must condition yourself for change
- Three core beliefs for *lasting change*:
 1. It must change
 2. I must change it
 3. I can change it
- What really makes change happen?

- Nothing changes until we *change the sensations* that we link to an experience in our nervous system
- Neuro-Associative Conditioning is a simple yet powerful six step strategy for producing lasting changes
- State clearly what you really want
- Get leverage on yourself. Make change a must
- Interrupt your old limiting pattern
- Create a new empowering alternative to an old pattern
- Condition it, Test it
- Neuro-Associations: The associations that we've established in our nervous system that determine what we'll actually do
- Associate massive pain to not changing now, and immense pleasure to immediately making this change
- Old patterns must be replaced, not just eliminated
- How we feel about anything is shaped by the *meaning that we attached to it*
- Transformational vocabulary: simply adjust your habitual vocabulary, and you can immediately change how you think, how you work, and how you live
- Learning is merely the process of *creating a relationship between something you already understand and something new*
- Five steps to learn from and use your emotion as an action signal:
 1. Identify what you're really feeling
 2. Acknowledge and appreciate your emotions
 3. Knowing that at some level they are supporting you to make a positive change by calling you to action
 4. Get curious
 5. Realize that this emotion is offering you a message to change something
- Do you need to change your perceptions or maybe your procedures?
- Get confident you can handle this emotion immediately because you've done in the past
- Get excited and take action on what you just modeled from your past
- Use a strategy that has already worked and enjoy the results
- Think about the situation you are feeling fearful about and decide what you must do right now to prepare yourself for it here mentally or physically
- Figure out what actions you need to take to deal with the situation in the most effective way possible
- Once you've prepared yourself then stop worrying and mentally see your self consistently and successfully dealing with the situation until you feel a sense of continued confidence
- If you are feeling hurt then
- Realize you may have misinterpreted the situation
- Don't assume malice when ignorance could be the explanation
- Realize that your rules are not necessarily the right rules
- Interrupt the anger within yourself by asking yourself a question such as:
 - *In the long run is it true this person really cares about me?*
 - *What can I learn from this?*
 - *Will this even matter 20 years from now?*

- *How can I communicate the importance of my standards with this person so we can get along better in the future?*
- Disappointment signal: *Frustration*
- Be *flexible*. Realize your frustration is your friend
- Find a *role model*. Someone who has found a way to get what you want and learn from him or her
- Get fascinated by what you can *learn to help you* handle this challenge in a way that consumes very little time and energy and actually creates joy for you
- The *disappointment* actions signal calls you to *change your expectations*
- Figure out *what you can learn* from the situation and or *change your expectations* right now
- Set a new even *more inspiring goal* toward which you can make some immediate progress
- This will change your focus and how you feel
- Realize that you *may be judging* too soon
- Often the things you're disappointed about are only temporary challenges
- Have some *patience*
- Reevaluate what you truly want begin developing a more active plan for achieving that
- Cultivate an attitude of *positive expectancy* about what will happen in the future regardless of what's occurred in the past
- Solutions to the action signal of *guilt*:
- Acknowledge that you violated your own critical standards
- Absolutely commit to making sure you'll never repeat this behavior again
- Don't wallow in guilt
- The action signal of *inadequacy* is the call to gather additional resources
- Maybe you've applied *unfair criteria* for assessing your performance
- If you decide you really don't have the skills to deal with the situation, appreciate your feelings as a *call to improve yourself*
- Find a *role model* who is effective in this area of life and learn some simple things you can learn immediately to become more adequate or effective
- The action signals of *overload, overwhelm, grief, depression, and helplessness* tend to occur when we think of all the *things that have happened to us that we cannot control*
- Break this pattern by breaking down the situation down into simple bite-sized steps:
- Decide which of the many things is absolutely most essential to focus on and *limit your focus to 1 task*
- *Prioritize* the most important steps from making progress in that area specifically and thus you'll begin to gain a sense of control
- Immediately *tackle the first simple item* on your list
- In dealing with the all encompassing emotions like grief, *focus on what you can control* instead of what you can't
- Remember there must be some empowering reason for it all
- The action signal of *loneliness* tells you you need to *connect with people*
- It is calling you to reach out and connect

- *Realize that you can reach out and connect immediately. Caring people are everywhere*
- *Identify what kind of connection with people*
- Take some immediate action to *reach out and connect*
- Emotions of Power:
- Love and Warmth
- All communication is either a loving response or a cry for help
- Appreciation and Gratitude
- Curiosity
- Curious people are *never bored* and life becomes an *endless study*
- Excitement and Passion
- Determination
- Flexibility
- This allows for *success through adaptability*
- Confidence
- Cheerfulness
- Vitality
- Contribution
- *The secret to living is giving*
- The mark of a champion is consistency
- Never spend more than 10% of your time on a problem, and always spend at least 90% on the solution
- 10-Day Challenge
- Refuse to dwell on any unresourceful thoughts or feelings
- When you catch yourself beginning to focus on the negative, use any of the techniques you learned
- Ask yourself the following questions:
- *What am I really happy about in my life right now?*
- *What could I be happy about if I wanted to be?*
- *What am I really excited for in my life right now?*
- *What am I really grateful for in my life right now?*
- *Who do I love and who loves me?*
- Make sure your focus is on solutions
- *We can adapt to anything if we make the right demands upon ourselves incrementally*
- Health and Fitness
- Health and fitness are not the same
- Fitness is the physical ability to perform athletic actions
- Health is defined more broadly as the state where all of the systems of the body are working in an optimal way
- Aerobic means *with oxygen* and it refers to moderate exercise that is sustained over a period of time
- If you activate your endurance with aerobic exercise you train your body to burn fat as its primary fuel

- Anaerobic exercise means without oxygen and refers to exercise that produces short bursts of power
- This burns glycogen as its primary fuel and causes the body to store fat
- Relationships
- Success is unfulfilling unless you have *someone to share with*
- The most highly sought emotion is one of connection or love
- The only way a relationship will last is if you see it as a *place you go to give*, not a place you go to take or get something
- Relationship law: Never threaten the relationship
- This creates the possibility of a relationship ending
- Instead, focus each day on how you can make the relationship just a little bit better
- Reinforce your feelings of connection and renew your feelings of intimacy and attraction by asking a simple question (out loud, to the person, and to yourself):
- *How did I get so lucky to have you in my life?*
- If you embark on a *never ending quest* to find *new ways to surprise and show your appreciation* for each other, you can't believe the joy and attraction this creates
- Finances
- Five major lessons to financial mastery:
- The ability to create wealth
- Find the way to increase the value of what you do by at least *10 to 15 times*, then you can easily increase your income
- Ask: *What new systems, technology, principles and practices can I implement to help this company?*
- Maintain your wealth
- Spend less than you earn and invest the difference
- Increase your wealth by reinvesting your returns for compound growth
- Protect your wealth
- Enjoy your wealth
- In reality, money has no value unless we *share its positive impact with the people we care about*
- Main ideas / Themes:
- *Set exciting goals* that inspire your creativity and ignite your passion
- *Pick a single goal* that excites you the most, something that will get you up early and keep you up late, and assign a deadline for achieving it
- Take small actions towards that goal every day
- Persistence is the most valuable resource in shaping the quality of people's lives
- Use your pain associations as leverage to take action
- Definition of Success:
- Live your life in a way that causes you to consistently feel an *immense amount of pleasure* and *very little pain*, but while simultaneously having a lifestyle that *positively affects the people* around you, and consistently caused them to feel *more pleasure and less pain*
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