

MODULE 2:

# The 5 Agreements



**RE**think**U**

Change the way you think.  
Get the results you want.



## REthinkU Workbook

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# The 5 Agreements

**“AT THE END OF YOUR TIME HERE, THE WORLD WILL EITHER BE MORE OR LESS KIND, FUNNY, COMPASSIONATE, GENEROUS, CREATIVE AND LOVING BECAUSE OF YOUR PRESENCE IN IT — AND YOU ALONE GET TO CHOOSE.”**

~JOHN PAVLOVITZ

## Me Convincing Me!

This is the challenge we all face each and everyday. Am I capable? Am I worthy? What if I fail? Worst yet, what if I stay the same?

It's claimed that 97% of people never achieve the success they're capable of achieving. Rather, they continue living their life the same as the year before and the year before that. That means only 3% actually make the necessary changes and thrive.

Many people have looked back on their lives and noticed life played out the same way again and again without any growth or progress.

The challenge is to push yourself to never stay comfortable and limit yourself by perceived fears which will keep you stagnate and far from your true abilities and talents.

## Change is Challenging

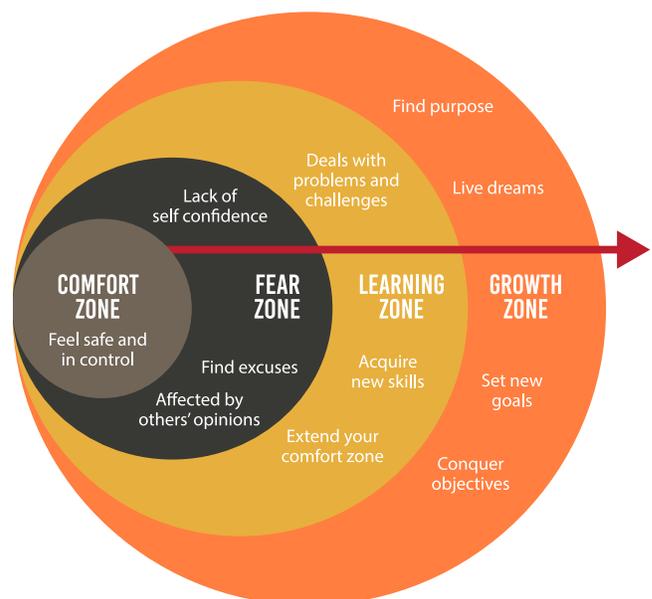
The fact that you invested in this program says a lot about your commitment to see what you're made of, step out of your comfort zone, push past your fears, trust in our process, and learn a new way of thinking to achieve the growth you desire.

As you begin to look in the mirror, thinking through every aspect of your life to the end and make subtle changes, you will have

opposition—setbacks! Your old programming will try to keep you safe and comfortable. Change is challenging.

Another dynamic that may happen is those you interact with frequently will notice the changes in you and, guess what? Some won't like it! These may be family members, friends or work colleagues. Even though your efforts to change are positive, some won't view it that way because it will require them to change—and most people hate change, especially when it's imposed upon them.

Never forget this journey is about YOU becoming a better version of YOU! Commit yourself to a better life, press forward and keep marching! You'll be glad you did!



## THE FIVE AGREEMENTS

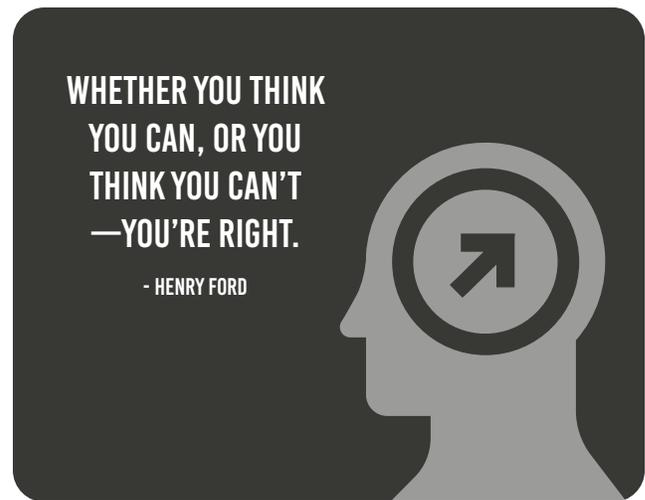
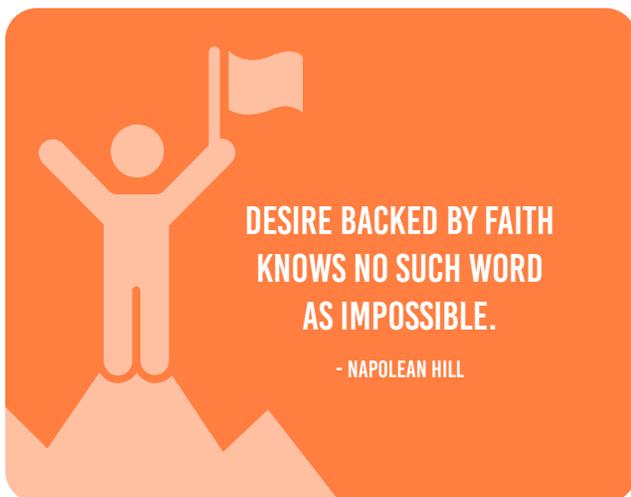
In the last module, we introduced the idea of making a commitment to give this program 110% and generate the forward momentum necessary to begin your journey to a better life—The Good Life.

We felt it was important to take a full session and address this critical element of your journey and emphasize what it will take for this to work for you. Each element was thoroughly considered and we feel if these agreements are understood and valued, you can't help but succeed!

Napoleon Hill states, "Desire backed by faith knows no such word as impossible." Believe it! See it! No doubt you will achieve it!

Think about this statement and understand its meaning.

- **Desire**—a strong feeling of wanting to have something or wishing for something to happen.
- **Faith**—complete trust or confidence in someone or something.
- **Impossible**—not able to occur, exist or be done.



What if this is true? What if this is all you need to achieve your goals? Remember what we talked about during the last session. "Think it Through, the Whole Way Through."

- Do you have a desire to do something and solid reasons why?
- Do you have faith that you can do this?
- Do you believe in you?
- Lastly, do you believe it's possible?

If you feel it's impossible, you're right. If you lack desire and faith, then you don't believe it's possible. Remember, it all begins and ends in your mind!

Henry Ford stated, "Whether you think you can, or you think you can't—you right."

You have to grow your own desire and you need to grow your own faith. You can and you will. Be patient and you will be amazed!

These agreements are necessary to establish common ground and understanding of what's expected and needed to make the changes necessary to develop different outcomes and results. Read each closely and take them seriously.

## Agreement #1—DESIRE

### **desire**

**Definition:** a strong feeling of wanting to have something or wishing for something to happen.

You must desire to improve, to get better—a new and improved better you. Better today than yesterday. Better tomorrow than today. Moving your needle to The Good Life.

You wouldn't be in this program if you didn't desire more out of life. Take time to think about what prompted you to enroll. What were you looking for? What are you lacking? Writing this out on can be a healthy way to get clear on what you want or don't want.

The mirror exercise—identifying where your life is currently, and knowing what you want in the future—provide two reference points to drive you towards your vision. Discovering what you don't want—The Bad Life—can be helpful in uncovering what you do want.

We will build on your desire(s) and help you create plans to achieve those desires. Your role will be to execute at 100%. Right now, take time to build a solid foundation of where you are, where you want to go, and why you want this.

### **YOUGOTTAWANNA**

This is our unique slogan expressing the desire for more. It is a critical starting point for change. YOUGOTTAWANNA!

On page 16 are copies of this slogan in different sizes. Print them, cut them out, and put them everywhere as a reminder of the drive to improve your life.

**Getting clarity on what you want (or don't want) can be difficult but it's the starting point for change. Give yourself time to work through this step. It may be weeks before you get a clear understanding of what you want, and believe you can achieve it! This is all part of the journey. Enjoy it!**

## Agreement #2—FAITH

### **faith**

**Definition:** a complete trust or confidence in someone or something.

You must have faith in yourself and in this program. You can improve in any and all areas of your life. Others have been where you are and accomplished this, why not you? We are more capable than we think.

Try this writing exercise: Get a tablet and pen and write down everything you've achieved in your life. Go back to preschool and work your way forward. Recall awards and recognitions, milestones you've accomplished, and repeated wins. We all have accomplishments that we have felt proud of—write them down. These successes were earned, not merely awarded. You faced fears, failures, and setbacks, but you pushed forward, took action, and succeeded. Remember how these accomplishments felt. You've done it before, you can do it again.

# YOUGOTTAWANNA

You can do this! You have to have a desire—**YOUGOTTAWANNA**—and the faith that you can move your needle towards a better life—**The Good Life**.

## YESICAN

This is our written expression of faith and our mantra in trusting, with confidence, that we can do it. You can do it! Print out a copy of this phrase from page 17 of the guide and post it in your car, on your mirror, at your desk, and in your wallet. Make a password from it so you frequently use it and see it. Saturate your mind with the words, visions, and beliefs that drive you and encourage you to push forward and thrive. **YESICAN**. Believe it!



**Don't feel bad if you struggle with this. Many people have reasons why they don't have faith in their desired future: lack of confidence, lack of belief it can happen for them, or even a belief of not deserving something better. All of these are limiting beliefs you learned from others. Stop it! Be you and believe you can be, do, or have anything you set your mind to. Give this concept your full attention and make sure you have a YESICAN attitude to carry you through to the Good Life!**



## Agreement #3—TRUST

### trust

**Definition:** firm belief in the reliability, ability, or strength of someone or something.

You have to trust the process. We have tested these principles independently in our own lives and jointly as a team. We have also presented these concepts to many others and have found them to withstand the test of time in achieving what we desire in life.

You will have doubt. Self Doubt. Doubt in this process and this program. Your way has gotten you this far, but obviously, you want more (otherwise you wouldn't be here now!). So, give this a chance and trust the process.

Start now and make the shifts necessary to gain traction on new ground. Stop engaging in actions leading you down a path of regret and misery. Start doing the things that will alter the course of your life and align with the person you desire to become.

Depending on your current mental state, you may not value or see clearly where this journey will lead. Have faith. Trust us and what we are offering. If you truly want to improve your life (**YOUGOTTAWANNA**), and if you have faith in your self (**YESICAN**), then this proven process is the method that will help you achieve that which you desire.

This process is about moving your own needle towards your definition of Passion, Health, Love, Abundance, and Joy. It is also helping you decipher and move away from Apathy, Illness, Loneliness, Poverty, and Depression.

This process focuses on both. We cannot stress enough the importance of keeping your focus on what you do want, while

you maintain a healthy awareness of what you don't want and the steps that must be avoided. Both are very important and we will show you how to do this.

So trust in the process that has proven to work time and again. Make the decision that you can achieve your desires and that you have the faith in yourself that you can and will do it. This decision can be the turning point in your entire journal to the Good Life and all you desire.

## Agreement #4—SETBACKS

### setback

**Definition:** an event that causes you to lose progress or keeps you from gaining ground. An interruption in your progress.

Are you ready? We're not going to sugarcoat the climb towards success. You will have setbacks—you can bet on it! This is hard work and by no means easy.

When setbacks happen, a key is to **focus on the process and keep your goals and desires alive in your mind.** Double down, work harder, push through with persistence, and recommit so you stay on target to achieve the success you desire.

With that stated, when you look at the process, it appears to be simple. In fact, we would say it is, but it is, by no means, easy. This is not magic with smoke and mirrors, nor is it rocket science.

Stated before, the secret to your success is daily routines. **How you manage your days will determine how successful you become.** Don't be fooled by this how simplistic this sounds. To achieve success, changes will not come easy, but they will be worth it.

The following statements are affirmations Jim personally uses to maintain a level of tenacity to overcome setbacks:

**“This requires believing, my own believing that I can do this. YES I CAN. I can. Plus, ceaselessness, tenacity, persistence. No quitting. No quitting. I will do this, I will, I will, I will. Time plus repetition. Considerable time, considerable repetition. This is difficult, by no means easy. Hard work. There will be setbacks. Plan on these. Plan on these! When setbacks happen, because they will, it's ok. Relax. The secret is for me to get back on my daily disciplines immediately. ASAP. Patience is requisite. My own patience. And, please, please, please, I must be kind to myself. I am progressing towards my goals. I am. This is important, progression not perfection.”**

Know that life is part difficult for all of us, however, it is not all difficult. The difficulty is in the eye of the beholder. How you perceive challenges and defeat determines how hard you fall when setbacks come as well as how long it takes you to stand back up.

With that being said, there is always opportunities in adversity! We will teach you how to discover opportunities in all situations. This concept alone is worth millions. It's an amazing perspective to have and one that we will help you cultivate.

In 2008, when the recession hit and car dealerships were closing up throughout Western Pennsylvania, Jim and his imagination chose to not participate. Instead, he created a Prosperity Plan that empowered his single dealership at the time to thrive greater than ever before. Same circumstances as other dealers, but Jim looked for the seeds of opportunity and stacked the odds in his favor. You can do the same.

## ILLEGITIMI NON-CARBORUNDUM.

This is our phrase for setbacks. It's dog-Latin meaning, "Don't let the bastards grind you down!"

There are external "bastards" (negative circumstances, pressures, people) around you trying to rob you of your momentum. There are also internal "bastards" (self defeating thoughts) that rob your focus and belief that you can do it. Don't let either of these setbacks grind you down.



Setbacks and failures are part of the experience and the growth necessary to become the person you need to be to achieve your goals. Just like stepping stones, use them to grow and become a stronger, better version of you.

Ask Jim about his thoughts regarding future recessions. He will welcome the challenge! What a different mindset compared to most, right? He sees setbacks and challenges for what they really are—opportunities to grow!

## Agreement #5—PROMISE

### **promise**

**Definition:** A declaration or assurance that one will do a particular thing, or that a particular thing will happen.

You must promise to follow the process of what we have been teaching. The different components of this program are similar to the spokes on a wheel—each is essential to the integrity of the wheel as a whole. We are serious about helping others grow and develop into the person they are capable of becoming. We want you to experience The Good Life—the best life you can.

You also need to make a promise to yourself that you will give this 110% for at least 6 months, even longer, in order to change the trajectory of your life forever.

This is an opportunity for you to experience a tried and tested formula for success, one that will lead you to The Good Life and away from the bad life.

Just do it! No Exceptions!

**It is important that you personally buy into the growth process. It will unfold before you and enable you to achieve more, but you must give yourself to it.**

**Do you see why choosing to own this process is important?**

**This will be fun and enlightening. Once you open your mind's eye to a new way of thinking, you are already a different person and you will not want to go back!**

## What We Have Covered So Far

As a recap, we asked for your agreement on the following:

1. Desire
2. Faith
3. Trust
4. Setbacks
5. Promise

Are you in agreement? Are you locked in?  
Are you ready? Let's go!

## Magic Words

The following are some additional concepts that are Jim's magic words to understand and value ( a few are repeats from above).

- **Willpower.** You must take control of your own brain and you must direct your own mind to ends of your own choosing.
- **Persistence.** A winner never quits, and a quitter never wins.
- **Time.** Day by day, week by week, month by month. Six months minimum, arguably, even longer! Considerable time.
- **Repetition.** Take action over and over and over again, until ... until you achieve your goals!
- **Hard Work.** This is difficult and by no means easy. But worth it!
- **Resilience.** Toughen up. Recover quickly and press on.
- **24-Hour Reset.** Your journey begins today—sunrise. At sunset, determine your progress. How did you do? Sleep is the reset and you, miraculously are presented with another day. A fresh start!

- **Patience.** Have patience with yourself. This is a must.
- **Kindness.** You must be kind to yourself. This is essential.
- **Progression vs Perfection.** Allow me to explain: your journey begins today. Sunrise = perfection. 100% execution on your daily disciplines. Sunset = progression. At the end of the day, reflect on your activities and progress. This is the goal. No beating yourself up! Evaluate today's progress and look for weaknesses.

## A Little Goes A Long Way

Finally, if you can comprehend and apply even a small portion of these ideas into your daily activities, you will be amazed at the increase in productivity and growth.

Imagine if you believed you can, you executed 100% and your desire is backed by the required faith ... the sky's the limit on what you can achieve!



**YOUR JOURNEY BEGINS TODAY—SUNRISE.  
AT SUNSET, DETERMINE YOUR PROGRESS.  
SLEEP IS THE RESET AND YOU,  
MIRACULOUSLY ARE PRESENTED WITH  
ANOTHER DAY. A FRESH START!**

# Writing and Self-Reflection Exercise

Review the 5 goals you identified in Module 1 and list them here in order of preference:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Do you have a strong desire for your goals listed above?      Yes    No

Do you have faith you can achieve you goals listed above?      Yes    No

Do you believe you are deserving of the goals listed above?      Yes    No

Take each goal listed above—one at a time—and on the following worksheets, write down the answers to the following questions:

1. When do you want this goal?
2. Why do you want to achieve this goal? This is critical to know in order to achieve it with conviction and determination.
3. What has to happen for this goal to become a reality?
4. What are you willing to do to achieve this goal?
5. To the best of your knowledge, what steps are necessary to begin the process of achieving this goal?
6. Write a brief statement claiming the outcome of this goal. You can start out by saying something like:

I am so happy and grateful now that I am working towards achieving my dream of running a marathon on May 4th, 20XX. I will accomplish this goal by committing to run 4 times each week, following a planned schedule to prepare me to run this in 3:40 minutes. I am so excited to finally pursue this goal and conquer the training miles ahead as well as the final 26.2 miles when I cross the finish line victorious! Thank you, thank you!

**GOAL #1:**

1. When do you want this goal? \_\_\_\_\_

\_\_\_\_\_

2. Why do you want to achieve this goal? \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

3. What has to happen for this goal to become a reality? \_\_\_\_\_

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\_\_\_\_\_

\_\_\_\_\_

4. What are you willing to do to achieve this goal? \_\_\_\_\_

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5. What steps are necessary to begin the process of achieving this goal? \_\_\_\_\_

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6. Write a brief statement claiming the outcome of this goal: \_\_\_\_\_

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**GOAL #2:**

- 1. When do you want this goal? \_\_\_\_\_  
\_\_\_\_\_
  
- 2. Why do you want to achieve this goal? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
  
- 3. What has to happen for this goal to become a reality? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
  
- 4. What are you willing to do to achieve this goal? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
  
- 5. What steps are necessary to begin the process of achieving this goal? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
  
- 6. Write a brief statement claiming the outcome of this goal: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**GOAL #3:**

1. When do you want this goal? \_\_\_\_\_

\_\_\_\_\_

2. Why do you want to achieve this goal? \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

3. What has to happen for this goal to become a reality? \_\_\_\_\_

\_\_\_\_\_

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\_\_\_\_\_

4. What are you willing to do to achieve this goal? \_\_\_\_\_

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5. What steps are necessary to begin the process of achieving this goal? \_\_\_\_\_

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6. Write a brief statement claiming the outcome of this goal: \_\_\_\_\_

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**GOAL #4:**

1. When do you want this goal? \_\_\_\_\_

\_\_\_\_\_

2. Why do you want to achieve this goal? \_\_\_\_\_

\_\_\_\_\_

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3. What has to happen for this goal to become a reality? \_\_\_\_\_

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\_\_\_\_\_

4. What are you willing to do to achieve this goal? \_\_\_\_\_

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5. What steps are necessary to begin the process of achieving this goal? \_\_\_\_\_

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6. Write a brief statement claiming the outcome of this goal: \_\_\_\_\_

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\_\_\_\_\_

\_\_\_\_\_

**GOAL #5:**

- 1. When do you want this goal? \_\_\_\_\_  
\_\_\_\_\_
  
- 2. Why do you want to achieve this goal? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
  
- 3. What has to happen for this goal to become a reality? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
  
- 4. What are you willing to do to achieve this goal? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
  
- 5. What steps are necessary to begin the process of achieving this goal? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
  
- 6. Write a brief statement claiming the outcome of this goal: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**YOUGOTTAWANNA**

**YOUGOTTAWANNA**

**YOUGOTTAWANNA**

**YOUGOTTAWANNA**

Print several copies of this page.  
Cut out the different sizes of the sign,  
and put them everywhere as a reminder  
of the drive to improve your life.  
**YOUGOTTAWANNA!**

**yesican**

**yesican**

**yesican**

**yesican**

Print several copies of this page and cut out the different size signs. Post them in your car, on your mirror, at your desk, and in your wallet. Make a password from it so you frequently use it and see it. Use it as a reminder to push forward and thrive. YESICAN. Believe it!



**REthinkU**

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Get the results you want.

[resultsfromthinking.com](http://resultsfromthinking.com)