

## EXERCISES TO CREATE THE RIPPLE EFFECT

1. Share knowledge freely. Using your blog or email list, regularly offer your subscribers useful, free information to help them build their businesses or improve their lives.
2. Create a skills matrix for your team. Identify two areas of growth for each individual and collaborate with them on a development plan where they can work and develop these skills.
3. Find one person in your extended network that you can invest in their growth and development. Choose someone whose success won't benefit you in any way. As you invest in their success and growth, notice the positive impact it has upon you and your own growth.
4. Focus only on the accomplishments of others. Spend one week avoiding taking credit for anything, but instead noticing and pointing out the contributions of everyone around you.
5. Adopt a zero-gossip policy. Give people the benefit of the doubt. Readily admit that you don't have all the information and refuse to share anything that does not build and promote others.
6. Our brains automatically notice the negative. They were designed to be on the lookout for problems or trouble. For an hour, every time your brain notices a problem or offers a negative thought, replace it with a positive one.

For example, I have to take my daughter to school at 6:30 am so she can attend a religious seminary class as part of her school day. This means if I want to get to the gym before I start my day, I have to get up at 4:30. Whenever I have the thought that it's ridiculous that we have to get up so early, I replace it with a thought like, "I'm grateful she's committed enough to get up and go so early." Or "I'm grateful we get a chance to sacrifice for what's important to us." Or even, "I'm grateful I have a car that gets us where we need to be."

After mastering one hour, try increasing to two hours, half a day, a whole day. Get in the habit of recognizing the positive.