**Jeffrey**: Welcome to the Chalene Show. Chalene has helped thousands with her books, seminars and online academies. She's the author of the New York Time’s Best-selling Book “Push” and a mother of two.

**Chalene Johnson**: December is a really good time to think about goal-setting. I mean everybody thinks of new year's resolutions and goal-setting in January but right now, this is the time for you to start thinking about what you want your next year to look like and that's why I had to bring on someone who I just adore everything about this man.

This is Michael Hyatt you’re about to meet and I was introduced to Michael Hyatt by some of my own students. I would teach these things and share pieces of my life and my faith and my family and my commitment to my marriage and how that was all intertwined with my goal-setting and so many people have asked if I’ve heard of the author Michael Hyatt, or if I have read his books and of course, I looked him up and started reading his books and reading his blog daily. He's just one of those people who fit my criteria for a mentor, which you can agree with it or disagree with it but I always look at my mentors and how they treat their family first. That's one of my prerequisites. If their family doesn’t factor in, then it's not a good mentor for me because I need a mentor who places their family and their faith first and that's who Michael Hyatt is.

Michael has this really unique perspective of having lived in the corporate world as well as being an entrepreneur. As a very young man, he was the vice president of marketing at Thomas Nelson. He also started his own publishing company which was eventually acquired. He then used his talents to become a successful literary agent from 1992 until 1998, but he realized that he missed that corporate world. So he rejoined Thomas Nelson publishing and served as their CEO until 2011. That’s when Michael decided to take his leadership training and teach others with his company International Leadership.

He has written eight books. Two of which have been New York's time best sellers, the man knows leadership, he knows goal-setting, he knows publishing, he knows platform, he is the author of one of New York's time best best-selling books *Platform - Get noticed in a Noisy World*. And what might you not know about Michael which I think is really cool is that he has served as a deacon of his church for 27 years. You're going to fall in love with him.

**[START OF PODCAST]**

**Chalene**: Michael Hyatt, Chalene Johnson. This is such an honor to have you on my show.

**Michael Hyatt**: Chalene, I am so excited. I listen to your podcast every week and just to be with you is an honor.

**Chalene**: For example, recently when you went to the change and you decided you’re going to have an interview style and I listened to the episode where you're explaining the reason why you wanted to do that. I remember thinking myself, “It's okay accept change.” It's going to be okay and I love it.

**Michael**: I love it too because it’s a lot easier to do but I just think that Michelle, my co-host, she just pushes the conversation so much deeper, asked me questions, didn’t let me get away with anything and I love that.

**Chalene**: Yeah, there's an accountability factor too when there's another person there who knows you and can ask those kinds of questions. I wondered, it's also a video podcast, is that correct?

**Michael**: It is, yes.

**Chalene**: Were you video-taping when it was just you?

**Michael**: No, I wasn't but we changed the way that we do it altogether because now, we're batch recording. One of the things that was difficult on me is that, this would take a week to produce a podcast. You've just gone through thing with work.

**Chalene**: Yeah.

**Michael**: What I have to go down is about half a day but it was still too much time and it was like I would finish the podcast, in mine, it’s weekly podcast but then it was like, I would celebrate that for about a nanosecond and then I would begin dreading, have it to do it on the next week.

So with Michelle, I said, “Let's do this. Let's get a BonaFide recording studio or neither one of us or editing it and I live in the national Tennessee where we have this on every corner just about and so we went to recording studio and we did it now, 13 episodes in a row and then I said, “Gosh if you’re here, why don’t we bring the video crew and go ahead and videotape it and see what a video podcast would do.” So that's what we're doing currently.

**Chalene**: Okay. Can I ask a few girly questions?

**Michael**: You can.

**Chalene**: I hope you forgive me because I'm such an audible learner that I've only listened to them. I haven’t watched them. Does Michelle change outfits for each episode?

**Michael**: That's not a girly question, the girl got five daughters.

**Chalene**: That's true. That’s right.

**Michael**: Yeah, so here's what we do. We change outfits every two episodes but we're very strategic about it, so we do 1 and 6 in the same outfit and then, we do 2 and 7, and 3 and 8, and so forth. At least six weeks episodes when you see us in the same outfit.

**Chalene**: Oh my gosh. That's brilliant. That's like systems. That's why you're such a genius. It's like systems that allow these things to flow and then you take the work out of it. It's just pure enjoyment.

**Michael**: It's so fun because she's now doing all the prep for it, so we just get in the studio, we’ll just have these amazing conversations and it’s putting the joy back in podcasting for me.

**Chalene**: So if you don't already listen, please, you've got to become a subscriber and I love Michelle's voice by the way.

**Michael**: Oh, thank you. I don't know what I'm thanking you, it's her voice but she has [inaudible 0:05:23] job.

**Chalene**: Oh, yeah.

**Michael**: She's very mature and honestly, she's got a complex life with adopted kids and some health challenges and it just makes her a deeper richer person.

**Chalene**: Yeah, very uplifting and today, that's what we want to do is give people some of those special tips, your secret sauce as it comes to designing the life. This is your life and that requires some planning and you are such a master at this. I want to talk to you because we’re kindred spirits in this regard. I think we both share a lot of things in common, our faith, our devotion to our spouse, keeping ourselves accountable because we can easily slip into workaholism and just loving teaching people.

**Michael**: Yeah, when I listened to your podcast, even though we've never met face to face, I feel such a kindred spirit with you, with your values and what you teach and what's important to you and the way you deliver it. We're brother and sister from a different mother.

**Chalene**: Yey, I love it. So let's dig in to goal-setting because I think it will be really cool to hear how you and I approach this a little differently but then again, how we're so aligned and I think that's how the universe or God brings us together but for those of you listening, you were supposed to hear this message today because you can design your life the way you want it to look, not the way somebody else necessarily wanted to look but it does require some planning and I think a lot of it starts with goal-setting but what would you say is the number one misconception people have about goal setting?

**Michael**: I think the number one conception is that people can have this big aspiration and not make a concrete or specific and then somehow they drift toward it. It takes more than that. I think you got to be very specific, you got to be very concrete and I do think there's enormous power in writing down something and again, it has to be specific and concrete but just a mere act of writing it down makes a huge difference.

In fact I quote in my best year ever course this statistic comes out from research that was done by Gail Matthews in California and she basically looked at people, I think it was about 265 people that she studied over a couple of years and she found out that if you actually write down your goal, just a mere active writing it down, your 42% more likely to achieve it but if you don't write it down even if you don't review it, just stating the intention clearly like that set something in motion.

**Chalene**: It's just a no-brainer. I mean how simple is that and did that take into account whether you’re putting in your own handwriting or if we use a digital form and put it in our phone, just that constitute writing it down?

**Michael**: Yeah, it did and I found people that are on both sides of the issue. She didn't research that. I love to do that some time, research. For me personally, you may disagree on this, I do everything additionally but I have people that swear there's something that gets in your nervous system when you actually write it down and gets lodged in your brain, that’s better.

**Chalene**: Yeah. I do a little bit of both.

**Michael**: You do?

**Chalene**: Yeah. It has to be digital because I will lose that piece of paper.

**Michael**: That’s me.

**Chalene**: I want it constantly in front of me so that I'm remembering what it is I'm working towards but sometimes my brain goes faster than my acrylic nails can type. So I have to put on paper for that reason.

**Michael**: I can hardly write anymore. I've been on the computer for so long that my handwriting is deteriorated put to the place that I can hardly read what I've written, so I like to do it digitally.

**Chalene**: Thank goodness, right?

**Michael**: Right.

**Chalene**: What do you suggest people do when they have set a goal for themselves and they just realize, "Either I should be doing this or this is seriously unrealistic or it just doesn't align with now what it is I desire.”

**Michael**: Yeah, this is the cool thing. I actually cover this a few months ago on a blog post because I was facing the same thing. I had this goal. It was a Platform University membership drive that we we're doing and in the first day that the car opened, we got about less than half of what we thought we would. So I begin to panic and I begin to think, “Oh my gosh, what are we doing wrong?” And of course, I realize the blogger, “No, wait a second, this is a material for blog post,” and I got excited but that [inaudible 9:55] a bad experience in your life.

I seriously thought about this. I think you really have three choices whenever you're facing a goal that you're about to miss and one is just to recommit to the goal to say, “Wait a second. I'm outside of my comfort zone, I know I'm feeling fear, I'm feeling some uncertainty, take a deep breath. That's normal. That's okay. It doesn't mean I’m going to miss the goal. I really haven't given it a chance, so I'm going to recommit myself to this,” and this is what we did in the platform University case. We ended up with like 35% beyond our goal. Our best case goal but it was only because we recommitted ourselves and got serious about examining everything. So recommitting is one option.

Another one is simply revising the goal. Sometimes, after you’ve thought about it, you've given it the chance, you just say, “Look, this goal needs to be revised.” A good example of that is, I had scheduled myself to run the country music half marathon in National Tennessee earlier this year and I ended up getting sick a couple weeks before I blew up my training, and I ask myself a question, "Is it important to run half marathon this year?" And I said, "Yes, it is." For me, it's important. Do I have to run this one? No. And so I just rescheduled for later this year. In fact, it’s coming up in a couple of weeks.

So revision is totally an acceptable a way to deal with it and then sometimes, you just have to remove it. It's becoming irrelevant, it's not important to you any longer and sometimes it’s worth just doing away with that goal get in something that's more relevant at the time.

My issue Chalene is not that what people pick so much but that they do it intentionally. They realized there's more than one option and you don't throw goals setting out. It looks like you're going to miss a goal. You just either recommit, that's always my first choice, revise if you can’t recommit and then, remove it if you can’t do the other two.

**Chalene**: Yeah, that's good. I fear sometimes with working with coaching clients because sometimes they have a reluctance of letting go or changing course because they don't want to feel as though they are quitter. I put this out there and I said I'm going to do it, so I’m going to do it but in their reverse engineering of the goal, they find out that it doesn't align with their priorities or it was maybe for the wrong reason and yet, it’s on their list. It's really hard for them to take it off without crossing it off.

**Michael**: Honestly, it's hard for me too. Is it hard for you?

**Chalene**: Not anymore. I mean, it definitely was. I mean there was an award that I was trying to win for so many years with the idea, Worl Organization. They have this Instructor of the Year Award, right? I was like the Susan Lucci of that award. Like every year, I was one of the top three finalists and I’m like, “I must win this award,” and my husband was saying, "Why?" I’m like, “Because every year, I tried to.” It's like, “No but why? It takes you so long to apply and then you've got to do all of the stuff and you have to make sure you'll meet all the criteria that year and I'm just asking you, why?” And you just ask me enough of my own questions, I'm like, "Yeah, you're right. Think about it, it doesn't align my priorities."

But that was before I had a statement that I could use and I've got this really long written out keep priority statements so that when I read it, if it's not in agreement with that statement, I'm like, ”Yeah, okay, I can let go with this.”

**Michael**: The challenge is when you've got sunk cost in something and I were talking offline about Greg McKeown’s book, a *Essentialism* about this sunk-cost bias where you invested a lot in it and all of the sudden, you realized that’s it’s not in alignment with your key priorities or your vision statement or whatever but your vision before you're going and now you’re faced with the difficult decision of throwing it away and I face this every year and frankly it was a result of reading Greg’s book but I was a partner in a business called Dynamic Communicators International and we put on three conferences a year.

We put on something called the score conference which is where we teach public speakers how to speak, deliver more dynamic speeches and single best conference I ever attended by the way. Then the second one called the Launch Conference and it’s all about creating a business in public speaking and then the Platform Conference coming out of my book.

**Chalene**: Right.

**Michael**: So I got to the point this year where I said, "You know what, I don't believe that I need to be about helping people be public speakers.” It's fine for other people but in the last two years, I've intentionally and strategically turn my business inside out to go from non-recurring income, like speaking fees to a more recurring income. So I made a very difficult decision with a very good friend who is my partner, who still is a very good friend, and I just said, “Ken, I need to exit this business. If I was going to do this business, I want to do it in partnership with you but this really isn't where I feel like I need to go,” and so that was a case because it's hard for me to quit and I get cut up at loyalty and all that stuff but I just said, “I have a strategically quit this or I can't go to the next level, it's going to hold me back.”

**Chalene**: Wow. That's so courageous and I just share with people. What was your thought process before having that conversation? Was there fear, were you worried how he would receive it?

**Michael**: Totally. I was little procrastinated for a couple of months. I knew the decision when I first had it but then it took me several months to work up the courage to have the conversation because I didn't want to hurt his feelings. I know how important our relationship is to him, and I just got into the place. This was a big lesson for me. It’s like a recurring theme in my life. Whenever I’m trying to protect somebody from something that's the truth, what I'm really doing is I'm diminishing them. I'm thinking they can handle it some other potential.

**Chalene**: Yeah.

**Michael**: And then I said, "Ken is not fragile.” He's a great man. He can handle this and he deserves to know the truth about how I feel about this because if he has going to have a partner, he needs a partner that's all in. I mean emotionally and everything else. And so that finally got me to the place where I schedule the meeting and then I went in and I little had talking points typed up because I want to make sure that I didn't misspeak and I said the right things and he was awesome. He received it so well and he said of course, “Look, I know this is coming.”

**Chalene**: Yeah.

**Michael**: It was no secret to him and it became a time of celebrating our friendship and then I just said, "Look, if I were you, here’s where I would take the business.” Then I just went to consulting mode and it was awesome because I think it was great ideas for him.

**Chalene**: That's a great story for people who struggle with something they have to do but they feel this fear and anxiety and they know it's the right thing to do and when you take a moment to put your thoughts down on paper as you did even with someone who you know like super well and it wasn't that you were at a loss of words or you didn't know your argument. You just want to make sure that it's right and I think it’s okay to come in with notes so you can say, I just want to make sure I share this in the right way and don't become emotional.

Number one and number two is that when we do courageous things like that, even if it doesn't turn out perfect, it's always a success. It’s always a win because you’re being honest, you’re being courageous and you lived and I bet there's been a tremendous payoff because you made that decision.

**Michael**: Oh, totally. It's freed up my head space to pursue the goals that are really important to me at this place of my life and frankly, it freed him up too and so I think we're going to both go forward and flourish as a result to that but it's hard on the other side of the decision to have the courage to do it but we have this experience. Every time I've done that, I’ve walked into it, I can't think of a single bad experience where I looked back with regret and said, “Oh, man, I should have opened that can of worms.”

**Chalene**: Yeah. To bring it back to goal-setting, when people make a list of goals, should they factor in business partners and our spouses like when you think of your goals, Michael, are they primarily business-related and do you allow other areas of your life like your faith or your family to factor into your goal setting?

**Michael**: Yeah, I have goals in every area because the way that my life shows up is that a seamless hole. It's not like I have this compartment called corporate especially being in the business for myself and so it all runs together, my wife and faith, my marriage, my relationship with my kids and my kids can show up at anytime during in the day and want to go to lunch or whatever, I want to be free to do that. So I've got relationships or my goals for my friendships , I've got goals for my—I’m going to go back for my last year goals, I've got certainly probably seven out of ten are business-related but there are three others that are very much personal.

**Chalene**: How many goals do you set for yourself or I should say, maybe a better question is, what do you recommend other people do? Is there a certain number and a certain number of times we should be goal-setting like, is it just in January?

**Michael**: Let me answer that with this and I think that one big mistake that people make is that they create too many goals and there's this famous Chinese proverb that I love that says, "Men who chases two rabbits that catches neither." So it probably doesn't have to be more than one goal. You're not advocating for that but I think the range of seven out to ten is max.

Now, I used to have people to work for me when I was a CEO of a corporation who would come in. I've given this rule and they would come in and then they would have sub goals under the goals. They try to sneak in these other goals and the problem is we can't focus on that many. That's a recipe for doing nothing.

**Chalene**: Yeah and I love to find it when people have a huge list of goals. Some of those goals are actually to-do items like clean the garage. That's like a to-do-list. That's not a goal. I mean it is a goal but it's really more aligned with like something you could do that weekend.

**Michael**: Yeah and particularly in the way that I frame it in the best year ever stuff that I do is that it's really about how could be the architect of this next year such that it really is looking back on my best year ever. It doesn’t mean you don't have best ever year after but for right now, what would it take, what would have to be true at the end of this next year for this year to be truly your best year ever. What would that look like in your health? What would it look like with your most significant relationships? What would it look like in your business? What would it look like in your friendships or your social life?

But you realize, this is amazing thing I think that the gift that we've been given as humans is we have the ability to create this stuff. We don't have a hundred percent control of all of the factors that come into play but we have a lot more agency that we sometimes give ourselves credit for and the alternative to this is just drifting through life hoping you end up at the right destination and I've tried that before. It didn’t work so well either.

The other extreme to that is being so driven that you try to knuckle down and control everything and I’m really advocating something in the middle that I would call the designed life where you said in intention and you set some goals in all of your life and you start living toward that as an architect, realizing that you have to make adjustments as you go along but still getting pretty clear on what you want from your life.

**Chalene**: And when you do that, do you sit down with Gail and say “Okay honey, I think our life could be five years now or here's what I'm hoping it will be.” Do you sit down with her or do you create that together?

**Michael**: We actually created individually and then we sit down and talk together about our individual goals because ultimately, those two have to be in alignment.

**Chalene**: This year will go, “Hell no, you are nuts. There's no part what I want five years from now.”

**Michael**: Yeah. Of course, we didn't marry for 36 years. I will really say honestly, she's my best friend. We have a lot the same thoughts and this usually come a lot in all of conversation anyway when we're talking every day. So a very few times when I get a surprise on there, she did have a surprise on me a couple years ago because she had taken up painting. And this is like something she never pursued ever and she discovered like this hidden talent. I mean she's really good and so that one became one of her goals, this last year was to take some painting classes and really try to learn this craft of painting but there's something that she hasn’t talked about but that's exception.

**Chalene**: Yeah. I'm sure you're aware that recently, I merged, Build Your Trove, my building tribe podcast with the Chalene show and I had this really cool opportunity to hear from people who listen to the podcast. I heard from so many women in particular who said, “I'm really not interested in the goal-setting or the success strategies, I'm really happy with my life, I'm a stay at home mom.” I just enjoy listening to your voice and there was a part of me that may be sad and I just want you to speak to those people right now who think that goal-setting is for people who have their own business, who are entrepreneurs or that goal-setting something you do when you're dissatisfied.

**Michael**: Yeah, that's a great question. No, it's not something you do when you’re dissatisfied. Honestly, I love my life right now. I've got a phenomenal business, I've got a great marriage, all five of my daughters live in this area, I’m great friends with my son-in-laws. I got four son-in-laws and all that's good but I'm going to be setting goals next year because here's the deal, couple of things. One is, I learned this from Tony Robins but happiness comes from the pursuit of a goal, not arriving at the destination.

**Chalene**: Yey, I love that.

**Michel**: If you're making significant progress towards a goal that’s meaningful to you, that's where the juice and the happiness in life is, not in arriving there.

**Chalene**: Yeah.

**Michael**: So part of what I love about setting big goals is that it requires me to become something more than I am. So different things have to show up in my life that aren’t there before, I have to learn new things, I have to develop new skills, I have to explore different ways of relating to people and if I don't have goals, it's very easy to stay inside of the comfort zone and there is nothing important that happens in your life inside the scomfort zone.

All the big games, all the big growth comes when you're willing to be uncomfortable. It all happens in the discomfort zone. It doesn't mean you have to live there 100% of the time but unless we intentionally step into those realms, we stop growing. This is why people get unhappy.

**Chalene**: It makes you to feel alive.

**Michael**: Me too.

**Chalene**: I teach this concept of goal setting that helps people identify which goal to start with because we often, I find any ways, myself included. When I make a list of goals, there's one that I'm like, "Yeah. I'm really excited about taking a month off like Michael Hyatt did and just no work and waking up each day and letting the day take me where it will,” but if I just focus on that goal, there's like nine others that are really important that might not happen. So I teach something called the push goal but how do you, personally Michael, how do you look at your list and go, “Here's the goals that I should prioritize.”

**Michael**: Yeah and I do prioritize them and I coach you on the push goal because I think it's a great concept. Now correct me if I'm wrong in this but this is like a goal that if you have to push it over like dominos it will cause the others to fall.

**Chalene**: Exactly. Yey. Thank you. That's an honor.

**Michael**: So, I teach people that. So I look at all my goals and I say, “Okay. Of all these goals, what is the one goal that if I were to do it?” And it’s like book that one thing. Would make everything else easier or unnecessary?

**Chalene**: Or unnecessary? Yes. Very good. And it's not always the one that is the most exciting or most important to you but it carries the most weight.

**Michael**: That's right. That's absolutely right.

**Chalene**: Now, can I ask, does that one often seems to be financially related?

**Michael**: Often times, it does because for me, at least, it's not that the money is important but that for me represents more margin and more ability to do in the world the things that I want to do.

**Chalene**: Yeah.

**Michael**: That is to help people or create new things that will help people, so often times it is financial and in fact last year my number one, my push goal was a financial goal.

**Chalene**: Yeah, me too. I guess sometimes I feel not reluctant but I just don’t want people to get the wrong impression that my push goal is this financial thing because not everyone knows what I mean by push goal and I don't want them to think that this is the most important thing but it allows the most important things to happen and I think the other place where people get stuck and I would love your insight is they set a goal for themselves and they're really excited about it and they've given a measure and they've given a due date and done the things that we know are important in goal-setting but then they still say, “I don’t' know where to start.”

**Michael**: Yeah, that can be a real hang up for people. I used to be part of this goal-setting process, strategic planning in the corporate world where we go off for a couple of days and we’ve formulated strategic plan and we filled up notebooks of action plans and we get back to the office and we get right back into life and we'll be overwhelmed and the book would go up in a shelf and we’d never look at it again.

**Chalene**: Oh my gosh.

**Michael**: So I think over planning is the bigger risk and I think if you're building a nuclear submarine, yes, you need to comprehensive plan A-Z, you got to know the whole thing but that's not how life is, most of it. And really what most of us need to know is what the next step is. If I'm attempting a goal where I can figure out the whole plan, the goal is not big enough.

**Chalene**: Yeah, that's true.

**Michael**: I want a goal that I’m not exactly clear how to accomplish it because it's outside in my comfort zone and I can't see pass that barrier but I usually know what the next step is. Maybe make a phone call, send an email, buying a resource, something that gets me on the path and there's something about life that as you're in motion, you get clarity. I almost never get clarity when I’m sitting down. I have to be in motion or the goal to get clarity and the more I'm moving toward it, the more clarity I'm going to get and it accelerate. Does that make sense?

**Chalene**: It does. But I think that's what people fear is that their next step towards this big goal should be a big step and what you just said was, “I'll right an email, I'll buy a book,” that those are the little tiny first steps that people are afraid it's the wrong step but you just have to move like you said, you just got to move and Google-search is your next step. Just start and don't be afraid that it's too small or in the wrong order and if you're uncertain, make a huge brainstorming list and just go, “Okay. What five of these.” Does it make sense or probably first?

**Michael**: T That's exactly right. I really believe in something that I call the power of incremental change over time. Just a series of consistent steps overtime that yield a big result and you certainly see this in the fitness world where people trying to lose weight or getting the best shape of their life, whatever it is but it’s just that consistency day in and day out that yields the big result. It's not usually that one massive action, that big thing that you do. I wish it were that easy.

**Chalene**: Like a big salad or a long run and bam! Look at this body.

**Michael**: Exactly.

**Chalene**: We wish.

**Michael**: We wish.

**Chalene**: I have to ask you this because one of the things that really draws me to you and to mentors who I become their lifers is how they treat their spouse and the fact that you're always referring to, I mean whether you realize it or not, you teach marriage in your podcast by example. And one thing I think everyone needs to do, I'm going to challenge them to do this year is to set a goal for their important relationship, whether it’s your spouse or your very best friend or your mother but how is it we set a goal with measure and a due date as it comes to our significant other?

**Michael**: It's a great question and probably it's going to be setting an incremental goal like maybe you're in a relationship and she or he is not your best friend but you would love that. Well it’s not very specific, right? But could you begin the practice of a date night once a week or maybe, and this happened to Gail and to me early in our relationship, we're about five years into our marriage, when it's just doesn’t working and I know she was thinking about divorce. I was thinking about divorce. We didn’t get voice to it but we’re both thinking about it and we decided to go in for counseling.

**Chalene**: Yeah.

**Michael**: It will be totally transparent. I decided that she needed to go in for counseling.

**Chalene**: I did that too.

**Michael**: I thought it was her problem. I can tell you the story quickly.

**Chalene**: Oh, God please. I'm dying.

**Michael**: So she comes after me. She's doing this for six weeks and then finally she comes to me, and say, "Hey, how's the counseling going?" “She's going great and she said, Dr. Penny Becker who was the councilor wants to see you in our next session.” Like, “What I have to do with this?” I mean literally, it wasn't I was being arrogant; I mean not on purpose. I just couldn't see it and I said, “Okay,” and I was really grumbling about it. I was not happy I had to go see the councilor.

So I went it and I thought, “Oh, brother,” and I sit down, we exchange pleasantries and so he sits back and he asked me this question and he says, "I have one question for you." He said, "Why are you so driven?" Now the truth was, I was working about 12 hours a day. I was investing nothing in this relationship with this woman and he like hit the nail on the head. I and then I started weeping because I knew I've been outed.

**Chalene**: Yeah.

**Michael**: It went from her problem to being our problem and it shifted everything because then we begin to work on it together and I think there's so many couples, if you like a trapped in the relationship and they can't get out and they can't improve it and they're not sure what to do but there's so many resources today.

**Chalene**: Yeah.

**Michael**: Whether its books or counseling but it begins by setting an intention and saying, "I want something better. I deserve something better. I want something better. I'm willing to work to get there."

**Chalene**: I couldn't agree with you more. I think smart people find experts and smart people don't assume that they're so smart; they can do on their own brain surgery or their own dental work.

**Michael**: Perfect.

**Chalene**: Brett and I are also a big proponents of therapy, marriage therapy, individual therapy, we take on coaching clients but with the prerequisite, they can't even apply unless they have done therapy and vow to continue because it's just what smart people do or sometimes too close to ourselves like you said to figure out that we are actually part of the problem and my story is so similar to yours. It's great to be a lifer because you're just a little bit ahead of me and I can learn so much from you and thank goodness, I've got your podcast because you and Michelle really just--every single time I listen, I have my notepad out and I handwrite. I've got a yellow legal pad right here just after listening to your last episode and it's always filled with notes and a wealth of knowledge and I think your approach to goal-setting is something that people can really take from.

Is there a way we can learn more about how to do this as the new year approaches?. This is the best time. I mean any times is a good time so no matter when you're listening to this, it's never the right month to pick up goal-setting, the time is now but this is such a great opportunity in December when people are thinking about this. How can we learn more?

**Michael**: Yeah, this is why I try to take advantage of cultural drift toward New Year: New you. Yes, this a great time but it’s not the only time but people can find out of more at bestyearever.me/chalene, because I've got a special little welcome and I've got a series of three videos there and we'll be releasing those. I don't know when it's going to be aired but those going to be released in the early December and there's one about one of the secrets of the people who know how to set themselves up for a best year.

What do they do because there are certain behaviors that they engaged in and there's going to have another video, obviously we’ve already shot. One is the five characteristics of people who consistently get what they want. Here's the cool thing Chalene. The people that consistently hit their goals are not people that are smarter than us, have more experience or better contacts. What they have is something about their own thinking that's different than the rest of us. So I explore that in the second video…

**Chalene**: Can that be learned?

**Michael**: Yes.

**Chalene**: That's the characteristic that you can learn?

**Michael**: Yes.

**Chalene**: Love it. This has been phenomenal. You said the third video was…?

**Michael**: The third video was just where we talked about, “Okay, if you're serious about this for this next year, what would it look like if you begin to set an intention for creating the best year ever, what would have to be true in order for that to come to pass?

**Chalene**: That's awesome. Michael, it's been an honor to have you on the show, just great conversation I really respect, I really admire you and please say hello to Gail for me. I'm a big fan of hers too. I follow her on Instagram now; she’s got a great account.

**Michael**: Oh, that's awesome. Thank you so much and I can't wait until we can meet face to face.

**Chalene**: Me too.

**[END OF PODCAST]**

**Chalene**: I hope you'll take Michael up on that offer. I will include the link in my show notes as always for the links, as well as that really cool feature that allows you to record me a voice message about the show which by the way I love. Please go to chalenejohnson.com/podcast. One little note on those voicemail messages. Remember, this is not the place for you to record your autobiography on my website.

God bless you. I love you but let's talk about the show. Don't forget to include your name. If you got a website, go ahead and give yourself a shoutout but as a wise man or woman once said, “Be brief. Be bright. Be gone.” At least until we get a chance to talk again. I love you lifers. You are the [bomb dot com].

**[END OF THE RECORDING]**