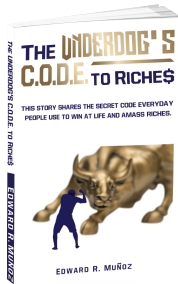


The Power Of **COMMITMENT**



The Following is an excerpt From “The Underdog’s Code to Riches” by Edward Muñoz. In this conversation, Richie helps anthony to understand the dynamics and possibilities that result from true commitment.

“So, Richie, Julio told me that you were training to do a marathon. Is that right?” Anthony said as we entered the gym.

“Yes, sir!” I replied.

“Man, you never cease to amaze me, champ!” He hit me lightly on my shoulder.

“You are one of the most committed people I know.”

“Thanks, bro. That means a lot to me coming from you.”

As we signed in and headed towards the workout room, a serious expression crossed Anthony’s face. “Hey, why is commitment so difficult for people?” “Great question! Let’s talk about it while we handle this workout– I’ll start by asking you to answer a couple questions.” We reached the free weights and started setting up.

“Okay, go for it.”

“Make a mental list of all of the areas of your life where you have pretty decent results. Let me know when you’re done.”

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After just a few seconds, Anthony said,



“Now, make a list of all of the areas where you are not thrilled with your results.”
We started our physical workout, while discussing the mental exercise.
Anthony nodded, then said,



“Awesome. Now, here’s what I want you to see from this exercise. The areas where you got the positive results are where you are the most committed right now. But, your unsatisfactory results reveal areas in your life where you are the least committed right now. In these areas, you are more committed

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to making excuses than taking action. You are more committed to wasting time than doing what needs to be done. You are more committed to mediocrity than success. “Sean Smith, a motivational coach, says, mediocrity is nothing more than a commitment to a comfortable sense of safety. Whenever we fall into our comfort zone and we’re doing nothing but familiar things, we start to form the mediocre state of mind. I know it sounds yucky, but it’s the truth. Success, on the other hand, is the commitment to uncomfortable growth. It requires you to do things that at first seem super uncomfortable, stretching you faster than the elastic man from the *Fantastic Four*. But the good news is that if you allow yourself to keep stretching and embrace being uncomfortable, this will create the momentum necessary for you to obtain the results you want.”

“Richie, you hit the nail on the head. You are so right, it disgusts me.” He set the weights down and looked at me, shaking his head.

I laughed, then said, “Since we are on the topic, do you know what the definition of commitment is?”

“Yeah, who doesn’t?” He started his lifting again, sounding confident.

“Alright, what is it?” I challenged.

“You know, it’s like doing what you said you were going to do, something like that, right?” Anthony said, the confidence he started with wavering by the end.

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“Well, you’re close. The real definition of commitment is this: giving yourself to a new possibility, then following through on your word. Now, here’s the kicker. If you are truly committed, you will do what you say you were going to do, even if you’re not in the mood. The key is to keep your word and take the actions you originally declared without hesitation.”

Definition of Commitment

G.Y. → N.P. → F.T. → WORD

Giving Yourself To A New Possibility Then Following
Through On Your WORD!

Anthony looked stunned. It took him some time to digest, but the more he thought about it, the more he realized it made sense

“That is so true,” He finally said. I nodded and continued,

“When people make goals or decisions, they’re usually very enthusiastic at the moment they declare their new commitment. But, as time passes they forget to follow through. Resistance sets in. They run into obstacles and start to get lazy. All of a sudden, three weeks go by and they forgot the promise they made.”

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“How do you stay committed when the mood has left you?”

“What people say they are going to do and how they live their lives are two different things. If you want to live a life that is consistent with your commitments, you have to learn to honor your commitments over your feelings.”

“That just sounds too easy, Richie.”

“I know it does. But it is as true as the sky is blue. For example, say you plan on going to the gym four days a week and lose fifteen pounds in that time. On day four, you wake up feeling lazy and you think ‘... ummm... I don’t really feel like going today, I’m just not in the mood’. Now guess what will happen if you keep on saying that? Chances are you will never get out of bed. That’s gonna happen, but if you catch yourself and say, ‘No, I’m not going to honor my feelings, I am going to honor my commitment!’ Just imagine how much more you could accomplish in your life by honoring your commitments.” Anthony took a deep breath. I felt the message was driving home.

“So, if you seriously think about it, you never feel like doing anything. You’re never in the mood. You will always have reasons and excuses not to do something you intended to do. This is a very normal state of behavior for human beings. But, when you start to honor your word again and again regardless of your feelings, reasons, and excuses, you start to build a new muscle, called the ‘Commitment Muscle.’ At first, it’s tough and it may even hurt. But as time passes, commitment becomes a part of you.

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"Does that make sense, Anthony?"

"It sure does! You know, that reminds me of something Scott Hamilton said once, in reference to commitment. Remember him? He won a gold medal in the 1984 Olympics. He said, 'You have to be willing to commit at a level your competitors won't', and, if I might add, that will only happen when it becomes a part of you." I was impressed, and my voice showed it, "That's really good, bro.

Here's another mistake most people make when they set new commitments. They try to fit their commitments into their personal life. And the sad fact is that this simply doesn't work."

"It doesn't?" Anthony replied.

"No, it doesn't work. Your commitments should not revolve around your life; rather your life should revolve around your commitments. This leaves no room for excuses. Are things becoming clearer, Anthony?"

"No, not really. Exactly how does that work?"



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A Committed Mindset



A Non-Committed Mindset



I was glad he asked. “Let’s say you want to go back to college to finish your degree, but you use the ‘I do not have time’ excuse to not follow through. Then, one day you are inspired to go back, but don’t know how to make it happen. Days and weeks pass by, and the more you try to fit it into your life, the more impossible it seems to complete your degree. The truth is that you cannot see the solution because you are trying to fit your new commitment into your life. This way of thinking does not work. It is not until you decide to fit your life into your commitment that solutions appear on the surface. In the moment you take this daring leap and make this new commitment a must, then and only then will you find ways to make it happen.

“After you make the commitment and take the leap, you’ll probably develop the courage to ask a family member for some support to help out with the children while you go to school, or your wife might decide to work a few extra hours per week so you could work less and study more. All these solutions will lead to more opportunities to achieve your goals. With this new

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way of thinking, you will find yourself asking people for support, providing new openings for actions that were unseen to the uncommitted eye.”

Your Next Steps:

1

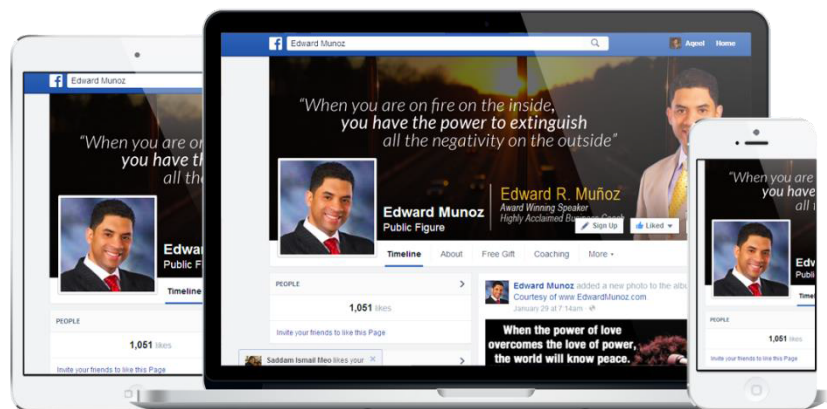
Read “The Underdog’s Code to Riches”

Step 1 is to read the book and implement all of the teaching lessons this modern tale offers.

2

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3

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