

Hack Your Motivation and

Accomplish More with this Surprisingly Simple Strategy



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1



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The problem with motivation

“It’s a major mistake in life,” Mel told me, “to assume that at some point you’ll feel motivated to do the things that will actually grow your business.”

That’s just because your motivation is going to come and go. It’s not a reliable source to continually drive positive action day in and day out. To succeed, both in life and in business, you’ve got to do the things you don’t feel motivated to do.

What is something you know you need to do but can’t seem to get motivated to actually accomplish?

How to slow down the decisions and take control

According to Mel, you’ve got a five-second window between the moment when your “inner wisdom” tells you what you should do (*You should make the sales cold call!*) and when your brain actually responds (*I do (or do not) want to make the call!*)

And in her words, “everything changes if you wake up and take control of that moment right before you’re about to make a decision.”

To do that, you simply just count backwards in your head before you make a decision. *Five, four, three, two, one.*

What is one instance when you decided against your “inner wisdom” recently?

Practical ways the 5 Second Rule can help you this week

For improving our health. What is one way you can apply the 5 Second Rule to make better health decisions this week? To help you pass on a donut? To get you off the couch and to the gym? To drink less alcohol?

For more productive mornings. A lot of us are sabotaging our productivity for the entire morning before we even step foot out of bed by hitting the snooze button.

What you should do instead is when the alarm sounds the first time, wake up your prefrontal cortex with the 5 Second Rule. Count five, four, three, two, one, and then launch yourself out of bed.

This next week, skip the snooze button and pay attention to your increase in morning productivity.

For beating procrastination. “Procrastination is a misdirected stress reliever,” Mel explains. If you’ve got big stresses in your life about finances, business, relationships, etc., those come with you to work. And instead of getting to the office and starting on your project, you dither around on Facebook or play Candy Crush on your phone and your brain gets a pleasant hit of dopamine.

How will you resist procrastination this afternoon by using the 5 Second Rule as a “starting ritual?”

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FEATURED ON THIS PODCAST EPISODE AND WORKSHEET

Buy a copy of Mel's book
"The 5 Second Rule"
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