



## **Achieve Your Goals Podcast #92 - How to Lose 42 lbs and Start Your Dream Business (An Interview with Tim Cornwell)**

**Nick:** Hi goal achievers, Nick Palkowski here. I have a quick question for you. Can one weekend literally change your life? Well, one weekend changed the lives of over 200 people last year when they attended Hal Elrod's Best Year Ever Blueprint Live Event, and Hal is doing it again this year. You can get all the details and reserve your spot at [BestYearEverLive.com](http://BestYearEverLive.com). Last year's event showed that one weekend truly can change your life. Since the event, Tim Cornwell has lost 42 pounds. Heidi Murray more than doubled her income. Steven Christopher increased his revenue by over 500%. And those are just a few examples from hundreds of incredible results created by last year's attendees. Don't miss out on your chance to make 2016 your best year ever. Head to [BestYearEverLive.com](http://BestYearEverLive.com) and register now.

Welcome to the Achieve Your Goals podcast with Hal Elrod. I'm your host Nick Palkowski, and you're listening to the show that is guaranteed to help you take your life to the next level faster than you ever thought possible. In each episode, you will learn from someone who has achieved extraordinary goals that most haven't. He's the author of the number one best-selling book, "The Miracle Morning," a hall of fame in business achiever, an international keynote speaker, ultra-marathon runner, and the founder of [VIPSuccessCoaching.com](http://VIPSuccessCoaching.com), Mr. Hal Elrod.

**Hal:** All right, Keep Your Goals podcast listeners, welcome to another episode of the, you guessed it, Achieve Your Goals podcast, and this is your host Hal Elrod in case you weren't sure. Our guest today is someone who I've grown very fond of. His name is Tim Cornwell, and you may not know Tim. He's not a famous best-selling author, but he's kind of a bad-ass. So Tim is the cofounder and owner, cofounder/co-owner of a real estate brokerage called Bellwether Real Estate up in

Bellingham, Washington, and he is also about to run...Tim, is this your first marathon? Tell me where you're at with the marathon thing.

**Tim:** Yeah Hal, this is will be my fourth marathon. Back in 2003 and 2004, I ran three marathons, and then I've taken a break since then.

**Hal:** Just a decade or so.

**Tim:** Yeah, you know. Just recovery.

**Hal:** All right, but now you're back and so yeah, we'll talk about that, because I know the Best Year Ever Blueprint kind of ignited that. Tim was at the Best Year Ever Blueprint last year, and that's why we're bringing him on because he's just, again he's had amazing success after the event. He is also the father of two children. He's got a daughter Sarah, who's 21, and I believe it is a son who's 23?

**Tim:** Rachel is my other daughter, 23-year-old daughter.

**Hal:** So two daughters.

**Tim:** Yeah, two daughters.

**Hal:** So Sarah and Rachel. But here's the cool part and this is what I want to tell you guys, and then we're going to dive in and I'm going to ask Tim some questions. Tim brought his daughter Sarah to the Best Year Ever Blueprint last year. And actually Tim, I'm curious, was she...what was her attitude going to the event? Was she like, "Eh, okay Dad. I'll go." Or what was she...how was she going into it?

**Tim:** You know, she's...both of my daughters have seen the transformation that's happened in my life really in the last four to five years. I've really jumped into being an entrepreneur in the last four or five years and been hungry for growth, and taking risks and moving forward in my life. So they've observed that, and she saw how I was impacted. I read "Miracle Morning" last summer, probably in August, and then I said, "Hey, this guy's doing an event, Best Year Ever. I'm going, and Sarah, do you want to go? I mean this could be part of..."

Because like I said, she's been attracted to seeing the transformation happening in my life and the potential of kind of the traditional, conventional wisdom is you get good grades so you can get into college, you graduate from college to get a degree to get a job. And I've been saying, "You guys, maybe...yes, go to college, get a

degree, and then start your own business. I mean, that should be an option for you." So she's exploring that. What would that look like to do her own enterprise after college? And so she was excited about Best Year Ever.

She was hungry. She was ready. And so a 20-year-old, she was 20 at that time, to come around all these adults that are all jacked up doing everything that we did at Best Year Ever was an incredible...it exceeded our expectations, at least my expectations as a father for something for my daughter to be part of. So yeah, it was incredible.

**Hal:** And her response speaks for itself. So you paid for her to go to the first year. I didn't know this until like 10 minutes ago when we were talking. You paid for Sarah to go to Best Year Ever the first year, but then she paid for herself. She signed up at the event last year, for this year. Is that right?

**Tim:** That's right. Well, and that was it. She said, "You know what. I'm going to have this intention and the visualization that in 2015 I'm going to back here again." She doesn't...she's a college student, she doesn't have any money, but she picked up a part-time job on campus flipping burgers at the little on-campus burger joint, and started saving her money and got to a point where she could afford to go this year and pay on her own. So yeah, it's very exciting.

**Hal:** Very... I cannot wait to...yeah, I definitely want to get some time. I want to talk to Sarah. I want to talk to her when...

**Tim:** She would love that.

**Hal:** Yeah, that's so cool. So here's the deal. Tim, I brought you onto the podcast, so I'll tell you the hardest thing this Interview series where I decided to interview people who were Best Year Ever Blueprint last year, was narrowing it down. So many just, hundreds of people that have these incredible success stories after the event, it was literally like, "Well, who do I have on and then I don't want so-and-so to feel bad, because they had an amazing year and then they find out that I'm interviewing other people, and they're not included." But you were I think you were the first, or second person that I texted. And I'll tell you, the result for you that has stood out so much to me, and I want to mention this to everybody right up front, and I'll let you talk about it here and ask you about it. But I want to mention it because people listening, there are a lot of folks listening, I'm sure that they want to get in better shape physically. That's for most people like the top two goals people have is like, "I want to make more money and I want to be physically fit. I

want to lose weight," that sort of thing. So Tim, you had a goal for I thought it was 10 years, but you said for 20 years. Tell us, what was your goal, a 20-year goal that you did not accomplish until you went to Best Year Ever, tell us what the goal was?

**Tim:** Well literally, in December every year, I'd sit down and write out my goals for the next year. And when it came to physical fitness and health, it was every year I'd write, "Okay, get and stay under 200 pounds." Get and stay under 200...I should be able to do that. I'm 6'1", and that would be a good weight for me. And every year I would attempt that in just a classic New Year's resolution. You do really good for about the first week or two, and then before you know it, "Hey, it's the Super Bowl. I'm going to have some Doritos." And then it all goes away. So yeah, I had never successfully done that ever and this year here we are, it's September, and stepped on the scales this morning, I'm 195 pounds. I've been...yeah. Go ahead.

**Hal:** I was just going to say, in terms of context though, you've lost over 40 pounds since the event, correct?

**Tim:** Well yeah, I weighed myself at Thanksgiving. That's a great time to weigh yourself right? Right after Thanksgiving dinner, and I weighed 237 pounds. I knew the goals that I had. I had done...I had read "Miracle Morning" in August, and then I had found the Best Year Ever that you did as a podcast in 2014.

**Hal:** Oh yeah, that's how it all started, yeah.

**Tim:** And I listened to it and printed out the workbook, and I was like, "This stuff is good." So I did the whole workbook, filled out all the answers right. You know, wrote out all my answers and I said, "Wow, I've got an amazing year in 2015. If I'm going to accomplish everything that I've set out to accomplish, I'm going to have to be in good shape." So I go, "Well, what do I weigh?" So then I stood on [inaudible 00:08:27] scales, 237 pounds, and my motivation was not really just to get in shape. My motivation was, "I want to accomplish amazing things in this year ahead and I'm going to need to have the energy and the health to pull that off." And so it was kind of shift in my attitude towards why I was going to get in shape.

**Hal:** Wow, so incredible. So a goal that had alluded you for 20 years, you've achieved since the event. What else though? Talk about your business. You started a business, you've grown it, talk about that for a minute. Just what were the...we don't need to go into a lot of depth, but in terms of like what were the results from since the event, until now, businesswise?

**Tim:** Well, businesswise, it's mostly been the business structure I was in. When I went to Best Year Ever, I worked for another brokerage. I was a real estate agent at a brokerage, hang my license there, pay them a fee, a portion of every one of my commissions to work there. And I had a vision for...I'm an entrepreneur at heart, and it's hard for me to pay someone else for something I feel like I could do on my own. And so I thought, what would that look like if I could start my own brokerage? And the more I leaned into that, and a lot of things that I learned at the Best Year Ever with the visualization, with Level 10, what Does That Look Like? I gave myself permission to have those feelings and those emotions. What would that look like and feel like to own my own brokerage?

And then what happened is that, that whole law of attraction came true for me. And suddenly I started attracting people into my life that were walking up to me and saying, "Hey, how come you don't start your own brokerage? It seems like you're capable of doing something like that." I'm like, "Okay, where did that come from?" And then, I have a national real estate brokerage company. Their franchise director of franchising, I ran into him at a coffee shop one day and I go, I was talking to him, and I go, "Ken, what do you do for a living?" And he goes, "Oh, I'm a franchise...I open up franchise offices for this national brokerage." I'm like, "Well, I'm thinking of starting my own brokerage," and so we start engaging in that conversation.

Then I'm at another event and I run into this guy that in the last five years, he started his own national brokerage, now he's in 30 states and has over 300 agents. And so, I'm engaging in all these conversations now, and then so it's kind of like the pathway just starts to light up in front of me, and I just keep taking steps forward. So from working on my own at another brokerage, got together with four other partners, and we said, "Let's just do this. Let's form our own company." We started planning probably in December and we launched the last week of April, this spring. We launched our new company, Bellwether Real Estate.

**Hal:** Wow, so launched a new company about six months ago, and you've already...you've grown fast. You guys, don't you already have...you're already building a team?

**Tim:** Here's the funny thing, when I walked in the door, just on my team, it was myself and my assistant. She's been with me for about two and half years. And then like on day one someone called and said, "Hey, here's a guy I think that you might want to talk to. He'd be good on your team." So I made that phone call, added him

to the team. That was in May. And then just over time, people started...again, this law of attraction. People started reaching out to me, and we added four new people on my team in the month of August. So right now I have, I believe I have six agents on my team, and I think we have like two or three waiting in the wings to take their real estate exam. So that's...my team's exploding, and then my partner's teams are exploding. And we have, I think we have a little over 20 people here now.

**Hal:** Wow, from 0 to 20.

**Tim:** That's right.

**Hal:** Awesome. So before I ask you your keys to success and you sent these to me ahead of time, so I'm excited for these. I mean, really profound tips that you're going to give on the interview today. How does it feel though? I can only imagine, but how does it feel to...those are, I think the two biggest results for you. To lose 40 pounds, a goal you had for 20 years and to keep it off, and to start your own business and have it grow so quickly. How does that feel, Tim?

**Tim:** It feels awesome. It's amazing. It's humbling, and it also makes me realize that I'm capable of even so much more than I can imagine. And so it's a little bit of a mixed feeling of, "Hey, we feel good, pat ourself on the back." But at the same time it's like, "Wow, we can really take this thing to the next level."

**Hal:** Wow, I want to just turn the floor over to you, for you to share five keys to success. The things that you've been implementing since the event last year that have really enabled you to create such profound results and transformation, whatever you want to call them. What are your five biggest tips for our listeners that are really...they can implement to start achieving the same type of success that you've got?

**Tim:** Yeah, well thanks Hal. You know honestly, I'm not trying to puff you up, but the "Miracle Morning" honestly is so key, because I have...in my goals I set out to do the Miracle Morning every morning in this year in 2015, I have not been consistent. I'm probably like, 80% consistent for the year. And I know that when I don't do it, I look back if it's like two or three days, four days, I'll go, "I haven't done the Miracle Morning in three-four days," I start to feel the energy change inside of me. And I've really equated that time, set aside in the morning, to do the most important things that I need to do to set up my day, to get it off on the right foot. It's what food is to the body.

I need that input of my affirmations, I need when I'm reading, I need the quiet time to really set myself up. So it's a mindset and energy piece. They say that the game is won and lost between the years, and I totally believe that. Because if I go into the day with just a default mindset, the mindset, "Well I got out of bed. Oh, I don't have time for Miracle Morning, I'm going to go do whatever," and then just go through my day, it's not the same. These results that I'm having are clearly, and I'm a 100% convinced, as a result of what was my mindset and energy as I approached weight loss, as I approached exercise, as I approached starting my own company, whatever I'm doing . When I come in with a mindset that's based on what my vision is, these things become reality. So "Miracle Morning" is huge to do that every day.

**Hal:** So it allows you, it sounds like, to rather than letting your day influence your mindset, you set your mindset in the morning.

**Tim:** Exactly, you got it.

**Hal:** And the energy difference you talked about, Robert Kiyosaki, that's what he put in writing and he wrote to me and he said, "Doing the Miracle Morning and the savers every day is like pumping rocket fuel into my mind, body, and spirit." And so I think that what you just said reminded me of that. You notice the energy difference when you miss it. It's the same thing for me. Tim, I'll be honest, I probably do it 80 to 90% of the time too. I'm not perfect. So I don't think you have to do for every single day as long you're doing it more often than not. All right, so first tip, keep doing the Miracle Morning, I will not argue with that as a key to success for anybody. What's your second key to success that's enabled you to have such amazing results this year?

**Tim:** Well Hal, I will tell you I drew so much value from the Best Year Ever Blueprint workbook. And to do...I thought I heard you talking somewhere on one of your podcasts or on a Facebook post that you guys are going to do 30-day challenge, or something like that at the end of the year.

**Hal:** Yeah, in fact, well before...let me...I might as well get a good setup for this little promotion here. What we're doing...well it's not a promotion guys. This is free thing, it's just an added value. It's the Best Month Ever Challenge, and it's [bestmontheverchallenge.com](http://bestmontheverchallenge.com). If you're listening right now, this is something I really recommend registering for. There's no...it doesn't cost anything.

The idea was...going into the Best Year Ever Event I had this idea, "What if we did a Best Month Ever Challenge in November leading up to the event, so that everyone that came in, comes in just frickin' on fire with so much momentum?" And it originally, it was going to be just for people going to Best Year Ever and then it just occurred to me. I thought, "That's silly. Why rob...who knows what impact this can make in people's lives?" So even if someone is not signed up for the event, and I think we'll probably end up selling out, so we literally...everyone can't come, so everyone couldn't do it that way. So yeah, anyone and everyone listening, go to [bestmontheverchallenge.com](http://bestmontheverchallenge.com) and register for the free Best Month Ever Challenge in November. And so that Tim is what you, I believe, were speaking of?

**Tim:** Yep, absolutely. I think that for me, I did that on my own in 2014. I did the 2014 Best Year Ever. It was like I did it the month before Best Year Ever last December, and I think you have to be...there has to be a certain amount of frustration, or you've got to be pissed off a little bit about your results in life before you take this into that podcast and do that workbook. Because I think for me, that's where I was at. I was like, "You know what? I've been lazy. I know I can do more. I'm not focused enough or something's missing. And I found Best Year Ever, I found you, I found this podcast." So to do that workbook, it seems a little daunting because there are some hard questions.

There are some soul searching questions there that you ask, but I think if you've got enough frustration or a little bit of anger about where you're at in life right now, and you go, "Use that as the motivation. I'm going to answer these questions, dang it. I'm getting through this because I want some answers. I know I can do better than this." And so that's where I was at, and so I was hungry. I'm like, "I'm going to listen to this podcast. I'm going to fill out all these answers, all these blanks." And that was a fuel, and then I took that into the actual event, the live event, and I was like, "Okay, I'm familiar with the material, now let's just take it to the next level." And that's what really produced my results was to do...so I think it's beautiful that you've come up with this idea, the 30-day challenge leading up to Best Year Ever. That's going to really create great results for people.

**Hal:** Yeah, and I appreciate that. The more I had the idea...and I called the co-host of the event, Jon Berghoff and I was like, "Jon, I think this might be a really amazing idea. What do you think?" And he thought it was great, but I told him, I said, "Jon, this will...people will get more value before they even step into the event, than most people get at any event, before it even starts, because of this Best Month Ever Challenge." So, I'm definitely excited about it. So, you went through

the workbook. I know you've gone through it multiple times. Obviously, repetition is that key to mastery. So alright, what's the third key to success?

**Tim:** For me it was, I've got a good friend of mine, Don Hale is his name. He's another real estate broker here in Bellingham, works for another company. And Don Hale and I have been meeting, we both attended Best Year Ever, so we're both familiar with the material. We've both read "Miracle Morning." And so Don and I have been meeting for breakfast on Friday mornings for probably the last three or four years. So we grabbed hold off what our goals were. When we were at Best Year Ever, the next morning after the event was over, we drove down to Ocean Beach, we swam it. We said, "We're swimming in the ocean, dang it."

**Hal:** Yeah, I remember that.

**Tim:** "It's a new start." So we swam in the ocean that morning, we stopped at a coffee shop, we pulled out our notebooks and we started working through them. We go, "Okay, what are your goals for next year? What are your fears? What's holding you back? Where do you need support?" Just going through the whole process. "What is Level 10?" We took that wheel of life and we just said, "Hey Don, what does a Level 10 look like for you in each one of these areas?" And we spent the time really exploring each one of those categories of life, and then Friday mornings throughout this last year, we just keep hammering on that.

It's like, we don't even get into talking about the weather or real estate or anything, we're just right into...my question to Don and his question to me is, "Don, how are you doing living life to the full? What does that look like for you and what's holding you back, and how can I be part of the solution?" And it is awesome. So I would say having someone else in your life that understands this "Miracle Morning" language, and gets it, and you can meet with them regularly to hold each other...I hate that word accountability because it seems cold and hard, but hold each other to accomplishing the life of your dreams. That's been incredibly powerful for me.

**Hal:** Supporting each other, encouraging each other, and accountability is a big part of it. It's like, hey you give somebody your word you're going to do something, and you're that much more likely to do it. And I love Don Hale, so of anybody you could have as a one-on-one mastermind accountability partner, Don's fantastic, man. I love that guy.

**Tim:** Yes, he is.

**Hal:** Alright, what's your fourth key to success?

**Tim:** You know for me, it was having the people in my life that I'm closest to, my inner circle, my wife and my two daughters. They are the most important people on the planet to me, and to know that I have their undying support, that to know that no matter what I attempt, they're going to be behind me. And my wife said to me one time, one of the most freeing statements she ever said to me, she goes, "I would rather have you...I'd rather be broke and you doing something you love, than for us to be wealthy and have you hating your work." And when she said that, when she said, "I'd rather be broke and you doing what you love," that just gives me all kinds of permission to pursue my passions and do what I want.

And then for me like there's this sense of responsibility that I'm the provider, I've got to provide for my kids. And I've always felt that I've used that as an excuse to hold me from maybe taking risks in life and stepping up. And then I just finally checked in with my kids, and I said, "You guys, I feel responsible for you. I feel like I'm the provider. If I try something like this, starting my own brokerage or...there's a lot of uncertainty there financially, and how would you feel about that?" And they both just laughed and they said, "Well Dad, we just feel like every other kid and have to pay for stuff ourselves."

**Hal:** [laughs] I love it.

**Tim:** So, they said, "Dad, you've got to go with your heart. You've got to go with your passion. Don't worry about it, we'll figure it out. And so to have...that's what I would say to your listeners. Everyone imagine who is the most important person in your life? Who are the most important people in your life? And to ask them for their support, or even check in with them. Like I had to kind of create some things in my head, like I had to live up to a certain expectation or what a provider looks like, but I never ask them what their definition of what my job should be.

And at the end of the day, they basically all came back and said, "Dad, we want you to pursue your passion." And I asked Lynn, I asked my wife, I said, "Why would you say that, because that seems like not who you are? You're a person that's concerned about security, and safety, and stability." And she looked me in the eye and she said, "Because I knew you would be successful in real estate. I knew real estate is what your deal is, what you're good at, what you're gifted at, and I have no doubt that you will be successful in that world. Doing anything that you do in real estate, you will be successful. So I'm not afraid."

**Hal:** That's beautiful. It sounds like you found a good one there.

**Tim:** Oh, you know that. You know that. Absolutely.

**Hal:** And you've raised some amazing kids with the way they support you, and support each other, and that's great. Really, really beautiful. That was beautiful. What...the fifth and final tip here, key to success Don what is for you? I mean not Don, Tim what is it for you?

**Tim:** You know what? I think this was a big one that I had a real "a-ha" moment this last year, right around Best Year Ever, end of 2014, how much I had allowed fear to control my life. And I'd never really gotten conscious of it, but I started...anytime I got into this uncertainty. As an entrepreneur, when you step out and you kind of bet the farm on, "Is this going to work?", there's a lot of uncertainty and fear that goes along with that. And what I was starting to have was this, "What if, negative outcome. What if, negative outcome." That was this theme that would go through my mind, and it became this downward spiral. "Well, if I step out and try this, then what if this negative thing happens, which is the chain reaction that affects the next negative thing?" And pretty soon there's this downward spiral to like, there was this black hole that I couldn't even define, but somehow it was the point of no return. It was like if I ever fail that badly, then my life's over.

**Hal:** My life's over, yeah.

**Tim:** And my breakthrough on that was one day I called fear out and I said, "Okay fear, what does that look like? Let's really play this out. What if...? Okay, what if I totally went bankrupt? And what if I lost my home? And what if I lost my company and I had no money in the bank, and I had no house to live in, and I had no car and I had no clothes? What's the worst case? Oh okay, I'm standing on the street corner in my underwear. Alright, well I'm not dead. I still have my family. I still have my...I have a rich experience." And I thought about it I go, "You know what, first of all we live in America, and our country will not let people go hungry, naked, or without shelter unless they choose to."

**Hal:** Yeah.

**Tim:** So that's the first thing. The second layer, the second net that we all work over is there are tons of non-profit agencies and churches and stuff that would

support a person in a worst case scenario. You know, you would help get them out of. Then the third layer, the third net that's over our lives in taking risk, is our friends and family. So, I finally got to the end of worst case scenario, this big black hole, and I realized, "Well, it's not that big a deal. I would survive. I'd probably be okay." And I'm like, "Well in 30 days, I would probably have a place to live, and a car and job, anyway. And probably in a year or two, well shoot, with everything I learned and everything I know now and everybody I know, I would probably be right where I am today."

So that was a big breakthrough for me, to kind of run that all the way through the worst case scenario. It was all imagined. And I realized that what I fear is this fear of failure, and fear of public humiliation and embarrassment, people laughing at me, getting a reputation as a person that fails. And so what I've decided to do is become friends with failure, and that failure is not a bad thing. I think it was guy, Tom Watson was his name, from IBM back in the 40s and 50s said, "If you want to increase your rate of success, double your rate of failure." And so going in, making friends with failure and going, "Well, what if every time I identified a fear I just ran straight towards my fear, rather than going around it or avoiding it."

And this whole...Hal, this thing is huge, the "Do what's right but not what's easy." That has been incredible for me, because I go, "It's that moment of procrastination." It's like, "Okay, do what's right." I'll hear that voice in my head that, "Here's what's right right now." And then immediately there's another voice that goes, "Oh, put it off. Oh, people will laugh. Oh, don't do that, that won't work." And if I just...what I'm training myself to do is to not question the do what's right, because I know the do what's right is the right thing to do, right then in that moment. And so what I've been doing is training myself. When it comes to eating, it's been huge. I put that on a sheet of paper, put it up on the fridge, "Do what's right, not what's easy," and that changed the way I ate food. I've been using that in my life and fear has become a much smaller element in my overall vision, and how I make decisions and move forward in life.

**Hal:** That's powerful. You know Tim, I love that whole "Do what's right, not what's easy" is a mantra that I learned when I was probably 19-years-old, 20-years-old, when I started in sales. And I learned it from Brad Britton, who was my division manager back then, mentor and that is...if people ask me, that's the single most important guiding principle in my life, right? Every moment, we have that choice. The alarm clock goes off in the morning and do what's right, which is get out of bed like you intended to, or do what's easy, hit the snooze button and keep sleeping.

So I had actually...I want to take just a couple of minutes here because you've lost 40 pounds, how did you do that? That's something that so many people want to lose weight, or if you're listening to this and you don't want to lose weight, but you've got someone who you know that does. I don't think anybody listening doesn't at least know someone who wants to lose weight, if it's not themselves. So as far as your habits go, what were the habits that you changed? I know obviously, putting that on the fridge, "Do what's right, not what's easy, which I would imagine that...now tell me if I'm wrong, but is that where you would eat the food that rather than the food that just tasted good but wasn't good for you, which what was easy, you would do what's right. How did that play out with your food, and then what are any other habits that you changed in terms of your diet or your exercise?

**Tim:** Let me touch real quickly on...briefly before I get into technique. Honestly, it was a mindset shift and I decided that I wanted to live life to the full. And this whole Level 10 thing that you laid out, when I laid out what Level 10 looks like in every area of my life, I shifted my mindset and I said, "I'm going to do this. I am going to do this. I don't care what fears come in the way of being the most fit person I can be, the best husband I can be, the best friend, whatever category of life we had on that circle." That was a commitment I made, and when I made that commitment of what Level 10 looked like and I defined it, 195 pounds, 33 inch waist, a 10-minute mile, 50 push-ups in a row, running a full marathon. Those kinds of things were on my list.

Then I go, "Okay, that made it a lot easier to do the techniques." And what I attracted in my life was an eating plan that said, "You can eat as much as you want, but you have to eat the right foods." And so I went on to an eating plan that included fruits, vegetables, meat, and nuts. Fruit, vegetables, meat, and nuts, and so that meant no more...I wasn't eating anything processed. No Cheetos or Doritos or sugar, no milkshakes, no dairy, no cheese, it took a lot of things that were in our house and readily available.

So what happened, the other part of it that made it the incredible thing for me was my wife went on the same program with me and started shopping differently. So anything that was not on the list of things we could eat, was not in our house. So, I realized that I am an impulse eater. If it's in front of me, I'm going to eat it. I really don't have a filter around that. So, what I needed was a different selection of foods available to me to eat. Because if I have a selection of good foods, I'm going to eat them, but at least I'll eat good stuff.

And so I've just...it's just been incredible having only good choices of food in my life and not really having that much temptation, so I've been able to stay on the eating plan that was key. Exercise, I've been doing regular exercise leading up to my marathon training which began in March, and actually I'd set out to just run a half marathon, and it didn't sit right. And I thought, "You know what? A half marathon is too doable. I'm going to go for a full marathon, because I need to do something that's impossible. I need something bigger than...something that I don't feel like I'm capable of doing. I need to set that as my goal, because I have so many other goals on the table." So that's what I set out, was to do the full marathon. I joined a marathon training program. We started meeting in March, and I'll run the Spokane Marathon on October 11th.

**Hal:** Wow, so fantastic. I'm so inspired by you Tim, and it's just amazing that, what did you do? You changed. You changed your behavior, you got rid of bad food, you committed to a marathon, you did these things that anybody can do. It's not rocket science, but like you said, it started with a mindset shift. It started with a commitment. It started with a, "Hey, I want to live life to the full," as you put it. It was the commitment, and then what does that look like? And then you got clarity at the Best Year Ever Blueprint, you got that clarity, you and Don did your Level 10. You defined [inaudible 00:34:07]. I love this because what you did, there's a map for it. You do what Tim did. Right?

**Tim:** It works.

**Hal:** It works, yeah, you apply it to your life. So, do you have any advice for other people that you would share for them to have their best year ever, or even if they're in the middle of their year, to finish strong?

**Tim:** Well, definitely get a copy of "The Miracle Morning" and you have to do it. I mean I think a lot of people read books or they'll get a book and they'll read parts of it, but again, you've got...I think it's for the people that are hungry, that want more, that want to live that life to the full, that go, "You know what. I'm not living up to my potential. I feel a little bit, a little empty, I know there's more. And so, exploring "The Miracle Morning," and really committing to, "I'm going to this, I'm seriously going to get up at whatever time it is, 4:30 a.m., 5:00 a.m., and do the savers. I'm going to do it, and I'm going to do it consistently. I'm going to give it at least 30 days." So I think that would be the advice, go for that. I think Best Year Ever is phenomenal, at least do the 30-day challenge and I think if a person can use "The Miracle Morning," do the Best Year Ever 30-day Challenge. And then just go, "You know what, I'm not going to let fear get in the way. I'm totally committed to

this. I'm going to persevere, get some accountability." I challenge anybody to tell me the results didn't turn out well.

**Hal:** Yeah, I love it. And for you that accountability partner I think is so crucial. I think that for, I mean I've had podcast episodes on the power of accountability and why we resist it from when we're little kids, it's forced upon us. Our parents make us eat vegetables and bathe and things we don't want to do, so we literally, we have this deep subconscious detest of accountability. Like, I don't want to be told what to do. It's not about being told what to do, it's about saying, "Hey, it's time to grow up. I'm not a kid anymore. I don't need to run from accountability or try to get away with as much as I can, because that leads to mediocrity." It's about saying, "Here's the things I want in my life and I'm so committed to them that I'm willing to, whether it's finding an accountability partner or hiring an accountability coach, or whatever it is, I'm willing to give my word to other people and live with integrity and follow through with whatever I say I'm going to do. That is the essence of accountability and I think that there's so much power in it and you're a living example. One of your tips, number I think two, that you gave, or three actually, was you're one-on-one accountability sessions with Don Hale that following the Best Year Ever Blueprint, so really good.

So the upcoming event, not only are you coming, you bought I think seven more tickets. It's you, your daughter and you bought seven more tickets the other day. Tim, you're bringing your, who are you bringing? You're bringing your whole team or who's coming?

**Tim:** We got the whole team coming. We've got my whole team coming and maybe there'll be some more additions before December, who knows? But yeah, we're super excited about it, we're trying to find a house on like VRBO or Airbnb, get everybody under one roof and we are going to have an incredible with you and everybody else at Best Year Ever, we're totally looking forward to it.

**Hal:** Cool, I cannot wait. I love your energy. You and Don Hale are just bright, bright spots in my world and my circle of influence. You guys are fantastic. Anything else that you want to share that you think can help the Achieve Your Goals podcast listeners.

**Tim:** Well, Hal, there's nothing that's just coming to mind right now. I think that...I just kind of touch back on this fear thing again, because that is such a powerful force. And I think that, what I've discovered was that I lighted on there as a perfect love, cast out fear. And if I look at my life through the eyes of love or any

circumstance, because I can look at a circumstance and feel that internal stress and fear and anxiety and uncertainty and it feels crappy. And I go, "Okay, wait a minute." It's just like being conscious of the haloing feeling and go, "I know I can feel different than this. How could I look at the same situation differently?" And go, "How would, if I looked at this through a lenses of love, like there's a bigger picture, a bigger force of work here that somehow this situation could be good for me."

It just changes everything and so then running into what like appears like a fearful situation, you're going to go, "You know what. The outcome is unknown." It's the future and then you go, "What if positive instead of what if negative? What if something amazing happens here?" And so running towards uncertainty, running towards fear becomes different if you can look at it with a different, again that different mindset, so that would be the only other advice I could think of at the moment.

**Hal:** It's so great, because fear it is, it's thecrippler, it's the paralyzer. It's that brick wall that people don't...fear's the killer of dreams and often it's unconscious like you said you weren't even aware of how much fear was holding you back.

**Tim:** Yeah, yeah, very powerful.

**Hal:** For me, the Best Year Ever Blueprint event was, putting on an event was a dream I had for years and fear held me back, because I didn't know, I thought, "What if I put all this money into planning it and all this time and effort and energy into planning it and I rent out a hotel space and then like eight people show up." Yeah, and so there's that fear and you and I wouldn't be here if it wasn't for me overcoming that fear, so I love what you said, love and fear can't coexist simultaneously and beautiful, beautiful. Well Tim, I appreciate you man, thank you so much for coming on the Achieve Your Goals podcast today.

**Tim:** Absolutely, it's been my pleasure.

**Hal:** Cool, and I cannot wait to see and your daughter Sarah, which I'm so excited to see, tell her I said hi and I want to give her a hug.

**Tim:** Oh, she will love that Hal, you will get a guarantee, and actually Lynn, my wife will be there as well.

**Hal:** And your wife, Lynn's [inaudible 00:40:15], wow.

**Tim:** Yeah.

**Hal:** The whole family, your whole team, everybody, it's going to be the...you guys are Cornwell representing this year at Best Year Ever Blueprint. All right, so I'm going to wrap up here and if you're listening right now and you have not registered or got your spot, if it is a good fit for you, if you're available the first weekend in December and you want to spend two to three life changing days with me and Tim Cornwell, last week's guest Dana Malstaff, and the week before that, Stephen Christopher and 300 other members of the Miracle Morning community, the Achieve Your Goals podcast listeners, that sort of thing, go to BestYearEverLive.com and there is a special code that I announced last week if you type in VIP3PAY.

There are three different registration options, either one, any of the three. You can do regular or standard I believe just for you. If you want to bring somebody with you go enhanced registration, you get to bring somebody with you and a bunch of other bonuses. And then finally there's entrepreneur registration, which gives you a third bonus day and you can bring someone to all three days and with either of those options, you put in the code VIP3PAY, that's v-i-p the number three and the word pay p-a-y, put that promo code in at checkout and you can do a three pay option for any of the registration packages. So can't wait to see you in San Diego and Tim, I'll talk to you soon my friend.

**Tim:** I'll see you, looking forward to it Hal.

**Hal:** All right, Achieve Your Goals podcast listeners, thank you for tuning in and I will catch you next week. Take care.

**Nick:** And thank you so much for tuning into this episode of the podcast. So hopefully now, you are ready to go out there and to use some of the takeaways you got from this episode, from this interview with Tim to actually go make the rest of this year your best year ever. It's time for you to go out there and to really take action and also if you haven't done so yet, please be sure to go check out BestYearEverLive.com, because that's where you can register to go to this exact event that we've been talking about here. The Best Year Ever Blueprint Live Event and it's going to be happening in December.

So go check that out and be sure to register. I would love to see you in San Diego. We also want to know what were your big takeaways from this episode. What are

those things you're going to implement right now while we still have a few more months left in this year, 2015? What are those actions you're going to take? Head on over to [HalElrod.com/092](http://HalElrod.com/092) for episode 92 and just leave a comment there on the show notes page.

And also, if you haven't done so yet please go subscribe to the podcast on iTunes by going to [HalElrod.com/itunes](http://HalElrod.com/itunes), clicking the Subscribe button, and then leaving a rating and review. Ratings and reviews are really the best way for you to show your support for the show because it helps other people find the podcast and decide if this is the podcast for them.

Well now, it's time for you to go out there, to take action, and achieve your goals.

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