



This Is Your Life Podcast
Special Edition
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Michael Hyatt

Megan Hyatt Miller: Welcome to this Special Edition of *This Is Your Life* with Michael Hyatt. Our goal is to help you win at work and succeed at life. My name is Megan Hyatt Miller, COO of Michael Hyatt & Company, and joining me in our conversation today is our CEO and my dad Michael Hyatt. Hey, Dad.

Michael Hyatt: Hey, Meg. Great to be with you.

Megan: It's so fun to be here together again.

Michael: Yeah, thanks.

Megan: For the last two weeks we've been airing a Special Edition of the podcast, and this is the third and final episode in that miniseries we've been doing on goal setting before we launch a whole new podcast in the new year. Right?

Michael: Yeah, I'm super excited about this. We've been on hiatus, except for this Special Edition. We're going to be doing a new podcast that's going to be produced completely differently than we did in the past, but we're actually thinking about rebranding it. This podcast will remain on iTunes with the deep archive that people can go back to, but the new podcast is going to be so different and so exciting we're thinking about giving it an entirely new name. That's going to launch after the first of the year.

Megan: I'm so excited about that. I can't wait to reveal that to our listeners.

Michael: Yeah, me too.

Megan: With just two weeks left, though, until the end of *this* year, you might be starting to think about setting goals for the new year. For many of us, there's something holding us back. We can't quite put our finger on it, but something is making us hesitate. I know I've

experienced that before, and I bet we all have. You have a guess about what that thing is that's tripping us up, don't you, Dad?

Michael: Yeah, it's usually some negative emotion or emotions associated with goal setting. Maybe we've tried and failed or maybe we were reprimanded when we missed a big goal. Maybe our boss took us to task or our spouse said to us, "I knew you weren't going to accomplish that."

Megan: Or maybe we just said it to ourselves.

Michael: Yeah, or maybe we said it to ourselves, shamed ourselves. These negative emotions can be a powerful negative influence on us.

Megan: I think you're really right. As you mentioned, we all know what it's like to hesitate because we're afraid of disappointment. This is a really big problem. But all of our greatest achievements and accomplishments are waiting for us on the other side of that hesitation. At some point, you have to move past it and just jump in in order to succeed. Today we'll discuss four negative emotions that stop us from pursuing our goals, and you're going to show us how to overcome them. Right?

Michael: Yeah, I am. I think this is an important life lesson. It's not just related to goal setting. If we're going to really be able to make progress in our lives, if we're going to design the life we want, we have to learn to reframe negative emotions. We have to learn to manage those emotions. I think sometimes we feel like we're the victims of the emotions.

We wake up in the morning and we don't feel energetic, or we think about accomplishing a big goal and we feel afraid, or we feel doubt when we've been asked to do something we've never done before. The secret to really making progress, the secret to success, is to be able to transform those negative emotions into positive emotion that will actually propel us, use it like jet fuel to propel us toward our goals. Again, this is a key life lesson.

Megan: I love that. So let's start with the first of the four emotions. What's that?

Michael: The first one is *fear*. Here's the deal. Everybody I've ever met experiences fear. Again, in corporate settings, especially during the recession when businesses were failing, those of us who were leading business were laying off people. We were missing our goals left and right. Maybe we had investors or bankers who were breathing fire on us. It was easy to be fearful.

I laid in bed many a night afraid, scared to death, terrified, not knowing how I was going to get through this economic situation. When I would ask leaders, “Do any of you feel fear? Be honest. In the middle of the night when nobody is watching, do you feel afraid?” almost every hand would go up. These are some of the most accomplished, successful people you could ever meet, and those people felt fear.

I think part of what is so dangerous and so debilitating about fear is we think we’re alone. We think there must be some defect in us that we feel afraid. I went through a business failure in the early 90s, and it was catastrophic. It was very disheartening. I was publicly embarrassed. I felt terrible with my family. We had friends from church bringing us groceries. It was humiliating. I was very ashamed of that whole thing.

Years later, when I started launching out in my business, all that fear came back because of that failure, and it was present to me as I thought about starting a new business. I thought, “I tried it before and it didn’t work. Maybe I just don’t have what I need in order to succeed.” I could viscerally feel the fear.

Fear is one of those emotions we need to take control of. Here’s the thing I realized in interviewing a lot of leaders, probably hundreds by now. Almost all of them feel fear, but courage is not the absence of fear (this is crucially important); it’s the courage to act in spite of our fear.

Megan: That’s really good news for those of us who struggle with fear or anxiety, which is a lot of what we’re talking about today. The endgame is not that we don’t feel it; it’s really about choosing to not, as I often have said to you, kind of hook yourself to the crazy train. We can have that emotion, but it doesn’t have to run our lives. We can act in spite of it. That’s a really hopeful thing, I think.

Michael: It is. I’m not a psychologist or a psychotherapist, but I’ve learned enough from them because of the thousands of dollars I’ve paid them through the years to work on me. One of the best things you can do is detach from those emotions and notice them, but don’t be so gripped by them that they affect you in a really negative way. One of the things now is when I feel that fear...

For example, if I’m going to do a public speaking engagement or I’m going to take on some new project... Like this summer we created this new *Free to Focus* course, which was daunting. It’s the biggest course we’ve ever created, the most involved. I honestly didn’t know if I had what it would take to do it. I thought, “Okay, every success I’ve had up until this point...”

This was the fear. "...has been a fluke. This time I'm going to fall flat on my face. I'm not going to be able to pull it off. I'm not going to be able to finish."

As I noticed that, I just said, "Oh, that's because I'm in the Discomfort Zone. This is uncomfortable because I'm exactly where I need to be. I'm trying to create something new that I've never created before that's a little bit outside of my skill level, a little bit outside of my experience, and it's requiring something of me that I've never had to call forth before." I just noticed it without getting sucked under the tow of it.

As I noticed that, I thought, "Okay, here's the most important thing. Instead of letting fear defeat me, I'm going to be courageous and I'm going to act." When it comes to public speaking, it might be as simple as stepping up on the stage. Here's the funny thing about public speaking. People say, by the way, that they would rather die than speak publicly.

Megan: I think I've said that myself at some point.

Michael: Yeah, here you are. It's like the number-one fear people identify as their number-one fear.

Megan: Shark attacks are nothing compared to this.

Michael: Totally. Just don't get me up in front of a bunch of people. I always feel afraid, and when I say "feel afraid," my hands get cold and clammy... This is like too much information, but my armpits start sweating. I have a little more control of that than I used to, but back in the corporate environment I would sometimes wear two tee shirts just so people wouldn't know, because I was scared to death.

When I'm speaking publicly, I'm afraid right up until the point I step onstage and I realize I'm up there all alone, and then it's awesome. Then I'm lost in the moment. I'm focused on the audience, and there are some tricks there, too, that I could talk about, but I won't. So I'm not afraid once I get up there, but that's normal.

Here's another thing about fear. If I didn't feel that fear, I would *really* be afraid, because fear is my body's way of preparing me for peak performance. It focuses my mind. It gets everything headed in the same direction. I'm no longer distracted. I'm focused on solving the problem or delivering the result. Fear can be incredibly beneficial.

Megan: You can actually harness the power of it.

Michael: You totally can. We have to learn to see it as a positive thing, not a negative thing. We have to embrace it, lean into it. It's very rare that fear is a dangerous thing. Like, I'm not saying if you're walking downtown in the middle of the night and you hear footsteps behind you that you should just turn around and lean into the fear, but those are very rare.

Megan: We're really talking, though, about anxiety, which is different than visceral fear for your life, for example. That's a different kind of fear.

Michael: Totally. And we're talking about it in the context of pursuing big goals. The first time I wrote a book... This is crazy. This was back in the 90s too. I think it was rejected 30 times for this book proposal. Thirty publishers said no. Finally, the last one, the last hope, said yes. I don't know how we talked them into it, but we did. I had a good agent. They said yes.

I rejoiced for about five minutes. I thought, "This is incredible. I have a book deal." Then I thought, "What? Now I have to write the book? Oh my gosh!" I was terrified. I didn't know where to go with that. Now for a lot of people in setting a goal, they'll set a big goal like writing a book, or maybe it's a relational goal, like they really want to improve their marriage.

They realize that if they continue on the current trajectory with their marriage, they're going to end up divorced or end up killing each other. They realize something has to change, but they're scared, because maybe it requires a level of vulnerability or maybe it requires that they have to learn some new skills, because they probably suspect it's not just the spouse's problem, but they're part of the problem. It may require some personal work, getting a therapist or a counselor to help you get through it.

All I'm saying is that fear is a really good thing. Where you're going to experience the breakthrough is on the other side of that fear. Every good thing you want in life is on the other side of fear. I'm going to say it again. *Every good thing you want in life is on the other side of fear.* The only thing that is keeping you from getting that is fear, and its express purpose is to keep you from getting what you want, but if you view it rightly, it's there to test you and make you better.

Megan: And its energy can be harnessed to propel you forward toward the accomplishment of your goal, which I think is super important. What you've really said here today is that fear can be a friend and not an enemy. If we think of it that way, then it can be a powerful tool to achieving our goal and shouldn't be one of the four negative emotions that cause us to hesitate or to fear setting goals.

Michael: That's right. Again, we have to learn to harness that, and we have to stay detached and notice it and just say, "Oh, it's that fear thing again." We don't have to let it (this is key) spiral to where we go into this doom loop of going from fear to frightened to terrified to panic attack to I can't do anything. By the way, we should probably say this just to be responsible. There are people who legitimately suffer with anxiety who need clinical help.

Megan: Right. That's not what we're talking about.

Michael: That's not what we're talking about. So if you're in that situation, get help. The help is available. You don't have to suffer with that. There are people who can help you.

Megan: Absolutely. We're really talking about that in the context of goal setting today, which is different. So that was the first negative emotion that could cause you to hesitate and be afraid of setting goals. What's the second?

Michael: It's *uncertainty*. For some reason, we think if we're uncertain, if we're not clear about the path to get from where we are to where we want to be, there's something wrong with us. Maybe we're not smart enough, we're not wise enough, we don't have enough experience, whatever it is, but uncertainty can also be our friend.

Megan: You're really saying that someone might not want to set a goal that is a really important goal because they don't know how they're going to get there. They're just sort of paralyzed in the fact that they don't have a plan. Even though they know what they want, they don't have a plan, so they don't really want to set the goal because of that.

Michael: I'll say it even more strongly. The path will not appear until you get clear on the destination. Think about any area of life. Say you're going to take a beach vacation. For us, living in Nashville, Tennessee, we often go down to the Florida Panhandle to the Destin area. Until I decide that I want to go to Destin, my GPS system can't help me.

Basically, why don't you just get in your car and start driving, because any path will do since you haven't figured out the destination. Just go for a drive. Once you've figured out the destination and are brave enough to settle on a destination, there are a lot of different ways to get there. My friend Andy Andrews says it this way. He said you're confused right up until the point you're not.

Megan: I love that.

Michael: The problem is that most of us bail out rather than allowing ourselves to be confused and to say to ourselves, “You know what? I don’t know how to accomplish that, but it’s okay.” Here’s why it’s okay. First, you’ll figure it out as you go. Let’s just say I’m looking across 100 yards at a sign I can’t read because it’s outside of my ability to see. One of the best ways to get clarity on the sign is to move in the direction of the sign.

The path will become clear as you move toward the object you’re pursuing. Same thing with a goal. You could set a goal and you could say, “I want to start a nonprofit organization that’s focused on building schools in Africa,” as our friend Stu McLaren did. I can promise you when Stu set that goal he didn’t have a clue how to do that. He probably didn’t even know anybody in Africa, but it didn’t stop him.

He set the goal because he had it on his heart and really wanted to do it, and then the path became clear. Not all at once (that’s rarely how it happens), but one step at a time. Uncertainty is a natural emotion, if you can call it that, in pursuing a big goal. The first time I wrote a book, I didn’t know how to do it. Even though I’d coached hundreds, probably thousands of writers, I wasn’t sure how *I* could write a book, how *I* could find my voice, what was going to be my workflow in actually achieving that book.

Before I spoke publicly... The first time I ever spoke publicly was at 18. It was in a church, and I was a summer missionary. The pastor said to me, “By the way, you’re going to be preaching Sunday night. I’m leaving town this weekend, and you’re going to be preaching Sunday night.”

Megan: People right now are actually having panic attacks just thinking about this.

Michael: Oh my gosh! It scared me to death. I tried to argue with him. I said, “I’ve never preached before. You have to give me a ramp-up. I need some instruction.” He said, “You’ll do fine.” That was literally all he said. “You’ll do fine.” I was terrorized every day of that week. I prepared. When I wasn’t doing what I was supposed to be doing during the day, I was preparing. I was preparing to the wee hours of the night.

I was scared to death, and I survived it. I’m here today. I was uncertain how to do it, but it didn’t stop me. Now that was not exactly a goal I set for myself. That was externally imposed, but all I’m saying is that if you feel uncertainty, that shouldn’t disqualify you from pursuing a meaningful goal.

Megan: In fact, one of the things you talk about in your course *5 Days to Your Best Year Ever* is that overplanning and having it all figured out can be a negative, not a positive, because people end up procrastinating.

Michael: The other thing they do is they only do stuff they can figure out, which most of the important stuff in life, you don't have a clue how to do it. Like when you suddenly had kids, did you know what you were doing?

Megan: No. I'm not sure I know now, actually. But I do know a little more than I did on the first day.

Michael: I can tell you this. I'm a grandfather, and I still don't know. But I thank God that I was willing to embark on the task of parenthood so that I have five wonderful daughters and eight grandchildren today. But I was uncertain at the beginning. When I married your mom 38 and a half years ago, I was uncertain about what it meant to be a good husband. Thankfully, I don't even think I asked the question. I just thought I'd figure it out as I went along.

The point of this when it comes to goal setting is that uncertainty doesn't disqualify you from setting a big goal, something that's really important that you want to accomplish. In fact, that should be an indicator to you that you're on the right track. If you feel fear, awesome. If you feel uncertainty, double awesome. These are positive indicators that you're on the right track and that you're setting a goal that's going to be really meaningful when you accomplish it.

Megan: Fantastic. Okay, so that was *uncertainty*, which is one of the four negative emotions that people often experience when they're hesitating about setting goals. Hey, Dad, before we go to finish the last two here, let's take a quick break, because you have a special opportunity you wanted to mention. Right?

Michael: I do. Every year around this time I hear people reflect on the past year and often express regret that it didn't go exactly the way they thought it would. Maybe they procrastinated or they were hit with unexpected life events or they got distracted from what was important. No matter what happened, they hope for this next year to be different.

Megan: I think we all wish that we could change a few things about the past year at least and make the next one better.

Michael: That's why I'm excited to tell you about this special training opportunity. It's a free webinar that I'm hosting coming up. It's called *7 Steps for Taking Control of 2017*. It's all about using goal setting to design the life you want. We'll talk about how to quit-proof your goals,

how to defeat procrastination, and avoid getting overwhelmed. The year 2017 can really be different, and this webinar will empower you to take control of it.

You can sign up for it at bestyearever.me/7steps. It's going to fill up quickly, and I'm not just saying that. All of our webinars typically fill up, and then people get angry because they can't get in. We're just telling you now this is going to fill up. I would say "sell out," but it's free. It's going to fill up, so you have to take action and register. You can't get in without registration.

Megan: So that is bestyearever.me/7steps. Again, that's happening this week, so you want to sign up. It sure does sound fantastic. With that, let's head back into our conversation about the real reason we're afraid to set goals.

My dad is helping us identify the four negative emotions that keep us from pursuing our most important goals. By identifying and reframing these emotions, we can move forward in spite of our hesitation and get busy achieving our desires. We've talked about the first two, which are *fear* and *uncertainty*, but now we're going to cover the final two. Dad, what's number three?

Michael: Number three is *doubt*.

Megan: This is a good one.

Michael: This is a good one, and it's really centered around doubt about ourselves.

Megan: "Can I do it?"

Michael: "Can I do it? Do I have what it takes?" Here's how I think most of us think. We think everybody else is smarter than we are, more experienced, better equipped. Maybe they have better contacts.

Megan: More resources.

Michael: More resources. Here we are, and we don't have all that stuff. Again, I just want to say that this is an indicator that we're exactly where we need to be in pursuing a big goal, because every big goal makes you feel that way. It creates self-doubt. One of the things that makes *this* emotion so debilitating is we think we're the only ones who are experiencing it. It's not true. Again, I've asked hundreds of people this question. "Do you ever struggle with self-doubt?" The only people who don't, frankly, are narcissists.

Megan: We don't want to be those guys.

Michael: We don't want to be those guys. Everybody else says, "Well, of course." I'm like, "But you fake it so well. You don't look like you have any self-doubt at all."

Megan: I mean, literally everyone struggles with this.

Michael: Everybody struggles with this.

Megan: We have been mentoring a group of guys, coaching super successful entrepreneurs, and one of my favorite parts last year as we went through that program was hearing them share over and over again how often they struggle with this issue of self-doubt. It does not matter how successful you are or what you've accomplished in the past. Anytime you set a new and bigger goal you're going to have self-doubt. It's just part of it.

Michael: One of the things you said to me before that I still just chuckle at thinking about it is, "Nobody thinks about you more than *you* think about you." Everybody at a mixer is thinking about themselves and how they don't really belong in the room. It's like imposter syndrome.

I remember one of the most debilitating emotions I felt right after I was elected by the board of directors and then the shareholders of Thomas Nelson Publishers to become the CEO. I looked calm, cool, and collected on the outside. I looked the part. I had my best suit on. I was articulate, but inside I'm thinking to myself, "It's only a matter of time before they figure out that I don't know what I'm doing."

Megan: You're like a 12-year-old at a middle-school dance.

Michael: That's so true. For literally the first couple of years that I was the CEO, I felt completely over my head. One of the funny things that happened was that I had to go to New York after we sold the company to make a presentation to about 150 investment bankers, commercial bankers, who were all in a room on Wall Street.

I thought, "This is incredible. I've never had a single course in finance or accounting. I understand them pretty well as a result of working in business for my whole career, but I can't talk about this stuff at *this* level." I had my little slideshow and all that, but I was just scared to death. I could have been walking out there half-dressed in terms of how I felt for all it mattered. But I did fine.

What they picked up on was the enthusiasm and the love I had for the business. That kind of doubt is normal. Our mutual coach, Dan Sullivan, says there's a difference between confidence and courage. They look exactly the same on the outside. You meet those people at those

mixers, and you think, “All these people are confident.” Most of them are actually being courageous, and here’s the difference.

Courage, as I said earlier, is the ability to act in spite of our fear. They’re terrified on the inside, calm, cool, and collected on the outside. It looks like confidence, but it’s just courage. They’re not letting their fear hold them back or their self-doubt hold them back. They’re showing up, doing what they need to do, and trusting that as they do that they’ll grow in confidence. And that’s exactly what happens.

I’ve been talking about public speaking, because that’s a really scary thing that a lot of us have had experience with, but now I’m pretty confident. I feel scared, but I don’t have the same level of self-doubt. In the back of my mind I might think before I step on stage, “I wonder if this is the time when I’m going to fall flat on my face or I’m going to forget my outline or forget where I am or forget that story or forget the punch line or not end it well,” or whatever, but it never happens.

Now what I think... This is the difference between confidence and courage. Where I used to step up on the stage by faith, overcoming my fear, now I step up thinking, “You know what? I’ve done this hundreds of times and I’ve never fallen on my face. It’s going to be okay. It may not be the best speech I ever give, but I’m going to do just fine.” So the self-doubt gets dialed down.

Megan: The same is true with goal setting. At the beginning, you don’t have all those deposits of times that you’ve shown up and accomplished goals, necessarily. You maybe have not been tracking them in the way we’re talking about now until recently. But over time, after you do start tracking them and you hit some big goals and you get a little more confidence and a few more and a few more and a few more, then all of a sudden it’s like you have a bank of confidence to stand on.

But in the earlier stages, for most of us, we’re developing that confidence, and that looks like allowing ourselves to feel self-doubt and to almost even welcome that as part of what it means to set goals that are outside of our comfort zone. It’s just another indicator that we’re on the right track.

Michael: It’s very much like fear is. We just need to notice it without freaking out about it, and to realize you’re not alone. Everybody feels this. It might have been Frank Sinatra who, until the day he died, would throw up before he stepped on stage. This is one of the most accomplished singers ever. He had this illustrious career, enormous success, and still had self-doubt. But he didn’t let it stand in the way of accomplishing really big goals.

Maybe today, as you're listening to this podcast, you have doubt around if you can really be the husband you need to be to your wife or the wife you need to be to your husband or if you can really be the parent... Oh my gosh. *There's* one in self-doubt, right?

Megan: Yeah, I don't know if that one ever goes away.

Michael: You just feel like, "It's going to be a miracle if I don't totally screw these kids up." I just say, "As you're saving for college and weddings, save for counseling." Self-doubt is just a normal thing. Or if you're thinking, "I really want to launch this business, but I don't know if I have what it takes," or "I really want to write this book, but I don't know if I have what it takes," or "I want this promotion, but I don't know if I have what it takes." Congratulations! You're normal. I would worry about you if you didn't have that self-doubt, but the fact that you have that self-doubt does not give you a pass to not pursue that goal.

Megan: That's right. All you really need to do is know the next step. If you know the next step, that's all you need to know, and most of us have the clarity and the confidence to know what the next step is. That's really all we need to know to get going forward. Okay, that was the third negative emotion we often feel when considering pursuing important goals. The final one is kind of a tricky one. It's sometimes the underlying emotion that's behind these other three. Talk about that a little bit.

Michael: Yeah, this fourth negative emotion is *shame*. That's when we rehearse in our minds some failure we experienced, some negative circumstance we went through...

Megan: Often a lot of them.

Michael: Often a lot of them, and we assume full responsibility for it, which is usually not a bad thing, but then it inhibits us from moving forward. We're just ashamed of what happened in the past, so it holds us back from pursuing it in the future. Like when I went through my business failure, that was a shaming experience. We have to be careful with that.

Brene Brown is a tremendous resource. I'm always at a little bit of a loss as to which book to refer people to, but I would refer people to her workshop on vulnerability, which you can get at Audible.com. Have you listened to that?

Megan: I have. It's fantastic.

Michael: She's just basically giving a workshop. I think it was at a church in Houston. She talks about shame and what it does to us. Actually, when we get ashamed... Here's where this

often happens. We tried to pursue a goal in the past, we failed at it, and we feel ashamed, so now we don't want to try again.

Maybe we tried to lose weight in the past or we tried to get in shape or we tried to conquer an anger problem or maybe we tried to stop smoking. It could be a gazillion different things, but we feel ashamed because we've not dealt with that past item and reconciled ourselves to it, and it's really hard to turn the page until we do.

Megan: I think that's so important. Wow, that's a big one. That's number four in our list of negative emotions that keep us from pursuing important goals. The list of four again are *fear*, *uncertainty*, *doubt*, and *shame*. I don't want to leave people there, because that's kind of a negative place to end. As we conclude this episode, I want to talk for a second about courage.

When we face these four negative emotions and wrestle with the fear of disappointment, it's going to take some courage to keep moving forward. So are there any specific steps we can take to quiet our fears and remember why our goals are worth pursuing in spite of the risks?

Michael: I want to just say to people, and this is really why we're talking about this topic... I see so many people who don't experience the life they could have because they let one of these emotions sabotage them or derail them or hold them back. I don't want that to be you. You could have an extraordinary 2017. You were made for more. This is your time. As I said, everything you want is on the other side of fear (I would say that's probably the dominant emotion people struggle with), but it really takes courage.

What I want to talk about for a minute are some practical steps for being courageous in the moment when you feel that fear. I let fear be almost like a magnet on true north that keeps the needle pointed in the right direction. Here's what I mean by that. If I feel fear, I know that usually means that's something I need to move toward. If there's a difficult conversation I'm afraid of having, that's probably the difficult conversation I need to have. If I feel fear that I'm going to fail again, I probably need to get up and try it again.

My dad bought me a horse when I was about 5 years old. It was just a little pony. I got on the horse for the first time, and my dad slapped it on the rump. The horse took off. I didn't have a saddle on it. I was holding it by the mane. And I fell off. We were in a freshly plowed field, so I landed on soft dirt. It was not a big deal.

Megan: You weren't very high off the ground either.

Michael: That's right. But I was crying, and I did not want to get back on the horse. I was afraid of the horse. My dad grabbed me, listened to me, wiped the tears off my face, and put me right back on that horse. Thank God, because I have no fear of horses. I'm just saying that's how you have to be with your fear. You have to lean in the direction of the fear.

If you feel afraid, don't just go, "Oh," and just dismiss it out of hand. You can't let it make you procrastinate or even hesitate, but when you feel that fear, when you feel uncertainty, doubt, or shame, that's an indicator to you that you're on the right path. So embrace that. Let that be your guide and lean into it.

Megan: That's great. Another powerful tool to overcome fear is to have clarity. Just as a reminder, that's one of the things people will get when they join you for your free webinar this week that's called *7 Steps for Taking Control of 2017*. You're going to outline a very simple path that helps people to overcome their fear and to know exactly what their next steps are, which is very empowering. Just a reminder, you can sign up for that. Again, it's free at bestyearever.me/7steps. You want to make sure you sign up for that, because it always fills up to the point that nobody else can get in. We don't want that to happen to you.

If you have enjoyed today's episode, you can get the show notes and a full transcript at michaelhyatt.com, and will you do us a favor before you go today? I promise it's only going to take 30 seconds. Will you head over to iTunes and rate this podcast? This is huge for us in terms of improving our rankings in iTunes and keeping the show visible so others can discover it and be helped by the content. With that, Dad, do you have any final thoughts today before we go?

Michael: Yeah, 2017 is a white canvas. It hasn't happened yet. It's in the future. It's not history. No matter what you've experienced up until this point in your life, everything can change going forward. You really can design the life you want, and it can start with next year, and this webinar we've been talking about is a great place to set you up for a great 2017.

Megan: Awesome. Just as a reminder, that *7 Steps for Taking Control of 2017* registration can be found at bestyearever.me/7steps. Dad, thanks so much for joining us today.

Michael: You bet. Thank you, Meg.

Megan: And thanks to all of you for joining us today. Until next time, remember: your life, your one and only life, is a gift. Now go make it count.