



This Is Your Life Podcast

Season 4, Episode 6

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Michael Hyatt

Stu McLaren: Welcome to *This Is Your Life* with Michael Hyatt, where our goal is to help you win at work and succeed at life. My name is Stu McLaren, and I am filling in for the wonderful Michele Cushatt, who is finishing her battle with cancer. The good news is she's going to be back soon, and we're very happy for her and everyone involved. In the meantime, though, you're stuck with me. Michael, I'm glad to be here in the studio with you. We're going to be talking about something today that I know is meaningful to you.

Michael Hyatt: It is. We're going to be talking about how a small shift in your vocabulary can make a big difference in your attitude. This was an insight that had a huge impact on me.

Stu: Yeah, I want to talk to you about that because on your blog, you wrote, "This past year, I have noticed how my vocabulary impacts my attitude. Words have power. They impact others, of course, but they can also have an impact on us." This is fascinating because we always think about how our words as bloggers, podcasters, platform builders, and leaders influence others, but rarely do we think about how the words we're using actually influence our own behavior and attitudes.

Michael: Yeah, they often betray our thinking. "Out of the abundance of the heart the mouth speaks." We've all heard that. It's an old biblical saying. But sometimes those words actually shape our reality. That's one of the purposes of words. They give us the definitions of reality and how to talk about reality. But if we're not careful, they can shape our reality in a negative way.

Stu: I almost think of it like a compounding effect. The more you use certain words, the more that gets ingrained in your subconscious and wellbeing, and the opposite is true.

Michael: Yeah, exactly. Well, I'll tell you how this insight came about. I was on an airplane. I was on my way to San Jose, so I had to fly from Nashville to San Jose for a speaking engagement. That's clear across the country. It's about a three-hour flight. It was going to be a

long flight. I was talking to a friend of mine on the phone, and he said, "So what are you doing?"

I said, "Well, I have to go to San Jose and speak at this certain function." I told him what the function was. He said, "Oh, that's cool." We talked for a little bit. I hung up the phone, and I thought to myself, "Wait a second. *I have to?*"

Stu: Right.

Michael: "Nobody is holding a gun to my head. This is an engagement I willingly accepted. People I know would kill for the opportunity to do what I'm doing, to go and speak to (in this case) thousands of people at this convention." It was really the dream I had had five or six years before that to do so full-time. I didn't have to do that; I *got* to do that. It was just a subtle thing, just a shift of one word, but for me to say, "I get to go to San Jose and speak to this convention," changed everything. It changed my attitude.

Stu: It changed it from a burden to an opportunity.

Michael: That's right. "*I have to*" is the language of burden or duty. "*I get to*" is the language of privilege. It's the difference between being grateful for something and kind of resenting it, you know?

Stu: Right. Well, I want to bring this down to a very practical level for everybody listening, and I know you have *eight examples of privileges that our vocabulary would otherwise suggest are burdens*. I think the more we are aware of these, the better we can begin to shape our own vocabulary to have a positive outcome rather than a negative one. So let's dive into this. What's the first privilege we often look at as a burden?

Michael: *Taking care of our health*. We often think of that as a burden, something we have to do. Because of that, it just drains our energy. We don't lean into it like we should. We don't embrace it like we could. But I'll give you an example. I got up this morning at 5:00 a.m., which is my typical time. Actually, it was about 5:10, but it was close to 5:00.

I went to the gym at 7:00 a.m. Now at about 6:30, when I was beginning to prepare and leave, I could have said to Gail, "I have to go to the gym." But instead, I realized the truth was, "I *get* to go to the gym. Thank God I have my health. Thank God I can still work out. I have a wonderful gym to work in." It was raining this morning, and I didn't have to go outside and run. I could work out in a beautiful facility.

Think about this. I know you do a lot of work in Africa, and I've been to Ethiopia. I haven't traveled extensively, but saying, "I have to go to the doctor," versus, "I get to go to the doctor..." I mean, how many people in Kenya, where you work, or South Africa, where your son is from, would almost kill for the privilege of being able to go to a doctor?

Stu: It's an opportunity. We see it with health. We see it with education. These things really come to the front of your mind when you're in a situation like we are when we are working in Africa and you see what opportunities those really are. Yeah, the health is a very important thing. I mean, a lot of people in Africa suffer from challenges we here in Western civilization and first world countries don't even blink an eye at.

Michael: Yeah.

Stu: But there, because they can't get treated, those problems become magnified, and they just compound themselves.

Michael: Well, sometimes when we complain about these issues, somebody will say to us, "Well, those are first world problems." You say, "Well, I have to go shopping." It could be for something related to your health. Well, people in third world countries would say, "I get to go shopping? I get to go to a place where they actually have refrigeration and food and I don't have to walk five miles to get clean water and bring it back on my back?"

Stu: I remember this clip from Louis C.K. when he talks about just being on a plane and how people sometimes view that as a burden. But he put it in perspective, took a step back, and said, "Hang on a minute. Let's just take a second and think about what's actually happening here." It's a great clip because he talks about all of the obvious things we just take for granted.

It really shifts your mind to the point where you think, "Man, this is pretty incredible." What we have, the opportunities we have, especially when you talk about taking care of your health... This is the most important element of our lives. If we don't take care of this one thing, we can't do anything else.

Michael: That's exactly right. Yep. Absolutely.

Stu: Okay, so taking care of our health is the first example of a privilege we sometimes unintentionally look at as a burden. What's the second example of a privilege?

Michael: Okay, this is going to hit close to home, but it's *merely going to work or school*. "Well, I have to go to work." How many people do you know who are unemployed right now and would do anything if they could have a job...not your job, but just any job where they

could put food on the table, where they could take care of their families, where they could look in the mirror and say, “I’m making a contribution”?

Stu: Yeah.

Michael: Yet when you think about it, most of us are not working in salt mines. We’re not working at labor camps. We get to go to work (usually) in places that have pretty good environments where people are civil, where we’re making money. It may not be the money we would like to make. They may not be the jobs we ultimately want, but we get to go to work. Today we have jobs. It’s important to be thankful for that. Again, one way of saying it is the language of burden and duty, and one is the language of privilege. It’s the same thing with going to school. Most of your work in Kenya is in schools.

Stu: Yeah.

Michael: Talk a little bit about how we take education for granted and yet what a privilege it is to the Kenyans.

Stu: Well, I’ll just give you one small example.

Michael: Okay.

Stu: When we go over to Kenya to open up a new school for our charity, one of the things we like to do is have some type of celebration. We have a traditional school-opening celebration, but we like to do something with the kids themselves. We thought long and hard about this, and one of the things we started doing in the last few years was to take a whole bunch of educational supplies: pencils, pens, paper, crayons...

Michael: Just kind of the basics.

Stu: The basics.

Michael: Yeah.

Stu: One of the things that just lights me up is going into a classroom and giving out a class set of all of these to the kids. They have their own little pencil cases. They have their own pencils and pens.

Michael: Each kid?

Stu: Each kid.

Michael: Okay.

Stu: Each kid has his or her own little pencil case. The reactions you get from those kids... They cannot believe they have their own pencils and pens!

Michael: Wow.

Stu: Especially the crayons and pencil crayons... It is amazing. I'll never forget this. We have this on video. There was one little boy. He was sitting down, and at first he thought he just got a pencil case. He was excited about that. But then when he opened it up and realized there was actually stuff in there, he got up out of his seat and started doing this crazy dance. It was hilarious, but it really hit home to me.

I was like, "Wow." Again, this is an educational component. Those are pencils and pens, things we take for granted, but that trickles down. Those kids are so excited to be able to go to school. It's a privilege for them and their families. Their families try to do everything they can to be able to send their kids to school.

Michael: They really sacrifice, don't they?

Stu: They really sacrifice! Yeah, it really does put in perspective the value of education and work because it's the same situation with work. A lot of those families don't have work, so to be able to have consistent work is a real privilege.

Michael: We sponsor some kids through World Vision, and one of the kids just graduated from high school. He was looking at the opportunity to go to college, but he didn't have the money. So he wrote us a letter. He's always very grateful. We get all of this personal correspondence from him, and he really keeps up with us. He just assumed he wouldn't be able to go, because...get this...it was going to cost \$1,500 a year. That was for everything.

Stu: Wow.

Michael: That was for room, board, education, and everything. But he would do anything to get that. So Gail and I thought about it, prayed about it, and decided we were going to fund that. It made a huge difference for him, and he gets to go. He doesn't have to.

Stu: What I would love to emphasize too is the trickledown effect that has. Here's a similar story. The first time we ever went to Africa, we went to Ghana. We met a young teenager. His name was William, King William.

Michael: You have video footage of this right?

Stu: I have pictures of him.

Michael: Okay, maybe that was it. I've seen them.

Stu: Yeah. I'll never forget the time we first met him. To make a long story short, he was 14 years old, and he wasn't going to school, because he was working (making bracelets for tourists). He was working to pay the cost to send his younger brothers and sisters to school. I asked him, "Well, would you like to go to school? Do you like school?" He just lit up. His eyes just popped out. He was like, "I love school!"

The crazy thing was he reached into his backpack and pulled out his old report card, his most recent report card. I thought to myself, "Man, this has to be the craziest thing. I've never known any kid to carry around their report card." But he was proud, and he showed me. He had good grades and everything. I asked him, "Well, how much does it cost for you to go to school?" For him (he was going to high school at the time), it was essentially \$40 a semester.

I went back to my wife, Amy, and said, "Hey, listen. I would love to support William. Would you be open to it?" She said, "Yeah. Of course." She's a teacher, so she loves education. That's the whole reason we're building schools. We went back, and I said to him, "Okay, William, here's the money for the bracelets we just bought from you, but here's \$40 extra. I don't want you spending this on food. I don't want you spending this on water. This is not for anybody else."

That's their natural reaction. What's their most immediate need? That's where they want to spend the money. But I said, "This is for your education. The deal is that if you maintain an *A* average and send us a copy of your report card, we'll continue to pay each semester for you." Now I didn't think I'd ever hear from him again, but sure enough, about five months later (we gave him our address) we got a little brown parcel in the mail.

I was working at home, and Amy was at school. She called at lunchtime, and I said, "Babes, we have this brown parcel from Ghana." She said, "Well, open it! Open it!" So I opened it up, and there was a picture of King William with his backpack on. He was all proud. Then there was his actual report card. Now we didn't want him to send us his actual report card.

We just wanted a copy, but no. Sure enough, there was his actual report card, and he had maintained his *A* average. We called his school and set up a situation where we could fund him on a regular basis. Since then, he has graduated from high school. He has started his own business, and he has employed like all of his family in that business.

Michael: Wow.

Stu: Again, it's just a reminder of how amazing education can be for those people and for us. I think we take it for granted.

Michael: That's right.

Stu: But when you have examples like the person you're funding... That's going to have a ripple effect in his life and his family's life, and it'll impact so many people for generations to come.

Michael: Well, the bottom line of this is that if you're a student, you're listening to this podcast, and you're thinking to yourself, "I have to go to school today," we want you to make a shift.

Stu: Yeah.

Michael: Recognize the privilege you have that you get to go to school, that you get to have your education paid for. Even if you have to have student loan, at least you live somewhere where that's even possible and makes your education possible.

Stu: Amazing. Okay, I love talking about this stuff. We're talking about examples of privileges our vocabulary would sometimes suggest are burdens. We talked about taking care of our health. We talked about going to work or school. What's another one?

Michael: Another one is *attending church and social functions*. You know, I love my church. I've been a member of the same church for about 30 years. But there are times when I think to myself (I'm just being honest here) when I get up on a Sunday morning, "You know, it would be awesome to just stay in my pajamas and bathrobe, go out and get the paper, and just kick back."

Stu: "It would be easier just to relax." Yeah.

Michael: But then I recognize that there are places where people don't get to go to church or they don't have churches they love and people in those churches who they love. Or maybe it's a social function, even. It's a community function.

Stu: This can often happen too if you have a busy schedule and you have dates booked with friends.

Michael: Yeah!

Stu: Sometimes you can feel like, "Man, I just want to chill tonight."

Michael: Well, it sounded like such a good idea when you booked it, right?

Stu: Yeah.

Michael: It was far enough out. You can almost get me to commit to anything if it's far enough out. But then you get right up on it, and like you said, you may be tired or exhausted. You may not have the energy or whatever, so you slip into that vocabulary of, "I have to do this. I have to go to dinner with Bob and Nancy," or, "I have to go to church." Well, what if that were a privilege? "I get to go to church. I get to go to synagogue. I get to have dinner with Bob and Nancy. I get to see Stu today. I get to do this podcast today."

Stu: Well, I'm glad you think that's a privilege! Thank you, Mr. Hyatt. But it's true. It's true. Again, it can be a very lonely world if you don't have those opportunities to socialize, to be part of a great church or community. That really is a great privilege. So far we have taking care of your health, going to work or school, and attending church or social functions. What's another example?

Michael: Okay, if you're a platform builder (like a blogger or podcaster), it's *writing posts or building your platform*. To live in the time we live in today, to have access to the tools we have access to and the technology we have access to, or just to be literate enough to write to express yourself is a great privilege. Again, nobody holds a gun to your head and says, "You have to write a blog post," or, "You have to record this podcast." Nobody forced me to come into the studio today to do this podcast with you.

Stu: Right.

Michael: Both of us are here by choice because we recognize it's a privilege. We *get* to do this today.

Stu: And what a privilege it is to have people who want to hear, watch, or read our content.

Michael: I know!

Stu: And to be able to share that content!

Michael: It's crazy!

Stu: You know, there was a time when people were not allowed to share their ideas.

Michael: That's right.

Stu: They weren't allowed to vocalize what they were thinking. It really is a major change in time. I mean, my son being born in South Africa... When we were there, I had great conversations with people about what life was like during Apartheid and after. It was amazing to hear. I talked to people of all different races, age groups, and so forth.

It was amazing to hear the differences in life: how people had the freedom to talk after Apartheid and what life was like when they didn't have that same freedom before. Again, it really makes you grateful for the privilege of being able to share ideas, write blog posts, create podcasts, and all of that kind of stuff.

Michael: Well, when you think about even the traditional world of book publishing, the world I came out of... You know, it was very difficult to get a book published, to get permission. To have access to the Internet and through blogging to get into print, so to speak, immediately today is incredible. By the way, that reminds me of another story. I had another friend, Kevin, and I remember him saying in casual conversation that he had gotten this contract for the book and now he had to write the book.

That was the language he used. He sighed and said, "I have to write the book." It was after I had had these thoughts about this privilege/burden kind of thing, and I just said, "Kevin... Dude, as long as I've known you, you've wanted to write a book. You finally got a contract from a traditional publisher. You don't *have* to write this book; you *get* to write this book! You are living the dream, buddy!"

Stu: Yeah. "This is it!"

Michael: "This is it!"

Stu: Yeah! That's awesome.

Michael: "So change your vocabulary." The thing about it is that when we shift our vocabulary like that and it changes our attitude, it gives us a new energy as we approach our work so we can really engage and be productive. Because when you go into something feeling like it's a burden... You know, your shoulders are slouched, you kind of have a frown on your face, and your whole energy level is down. Then you don't have the energy to do your best work.

Stu: And that rubs off on yourself, but it rubs off on other people around you.

Michael: It does. Absolutely.

Stu: Yeah. Well, today we're talking about how our vocabulary impacts our attitude, and we're sharing examples of privileges that our vocabulary can sometimes suggest are burdens. We've talked about four of them. Those so far are taking care of our health, going to work or school, attending church and social functions, and writing posts or building our platforms. We have more, and we'll be getting to those in just a few minutes. We'll be right back.

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Stu: We are back, and we are talking about how a small change in your vocabulary can have a big impact on your attitude. We've talked about four privileges so far, Michael, that are often viewed as burdens: taking care of our health, going to work or school, attending church and social functions, and writing posts or building our platforms. What's the fifth privilege?

Michael: The fifth one, surprisingly, is *paying your bills*.

Stu: What? Come on now. You look at this as a privilege?

Michael: Well, it's a privilege that (most of the time) we're able to pay our bills.

Stu: True.

Michael: We're able to afford the services. I've been there before and had debt or been unable to pay my bills, and it's very frustrating. But to be thankful for the bills we can pay...

Stu: Right.

Michael: As we're recording this... I don't know if I should reveal this or not, but as we're recording this, it's April 15 in the U.S. (and just about everywhere in the world, I guess). It's tax day here in the U.S.

Stu: Right.

Michael: One of my least favorite bills to pay is the one to Uncle Sam.

Stu: Yep.

Michael: I wrote him a sizable check this year, and it would be easy for me to be very frustrated with that. I get frustrated with how wasteful the government is. I get frustrated with how big it is, how inefficient it is. I could wax political, but I won't. But then I think, "You know what? If my tax bill is bigger, it's because my income was more, and I need to be thankful for that."

I live in a wonderful country. I know you feel the same way about Canada. I'm proud to live in the US. I'm proud to be here. I'm proud to pay these taxes to support this wonderful country I live in. Again, I don't just *have* to pay these taxes (actually, this is probably more coercive than the other ones we've talked about), but I *get* to pay them. I mean, I guess I could choose not to and end up in jail or something else, but I get to pay these bills, and I get to pay these taxes.

Stu: Well, you could also look at it from the size of it, too. You could pay a smaller bill, but...

Michael: Yeah, yeah. That's my choice.

Stu: That's your choice. I mean, you could definitely pay a smaller bill. That would also probably mean you were making less.

Michael: That's right.

Stu: So it's always a reflection of the opportunity you really have.

Michael: That's right.

Stu: Very cool. So paying bills is another privilege our vocabulary often looks at as a burden. What's another one?

Michael: Just *maintaining our homes, our cars, or our other possessions.*

Stu: Now I have to admit that I just had to get the brakes done on our family vehicle, and my gut reaction was that this was a burden. I was like, “Man, this is awful! We just got other work done on the car literally about six months ago, and now another bill has come up.” But you’re right; it really is a privilege.

Michael: It is a privilege.

Stu: Because look at what that vehicle allows us to do.

Michael: Yep. You live in a country where you can have your own private vehicle.

Stu: Yeah.

Michael: I mean, that’s so rare anywhere else in the world. But to have your own private vehicle and to be able to keep it in some semblance of working order... It’s a privilege.

Stu: Absolutely. And to be able to drive the vehicle, to be able to put gas in the vehicle, to have gas available to put in the vehicle...

Michael: Yeah, exactly!

Stu: I mean, yeah!

Michael: There are some countries where you would wait in line until the gas finally came in so you could fill up your vehicle and hope you didn’t run out before the next time it was available.

Stu: Yeah, and a lot of people in a lot of countries don’t have the opportunity to drive. They don’t have the opportunity to own a vehicle.

Michael: That’s right. They walk everywhere.

Stu: They have to walk everywhere, and that prevents them from going to a lot of places.

Michael: Yep.

Stu: Very cool. So maintaining our homes, cars, or other possessions is the sixth privilege. What’s the seventh item on your list?

Michael: The seventh one on my list is *taking care of our children*. Sometimes that can feel like a real burden.

Stu: Yeah, especially when the young kids are up every hour in the night (not that I'm saying I have experience with that or my wife has experience with that).

Michael: But you might.

Stu: Yes, we could be suggesting that.

Michael: But again, it's a privilege. You know, children are a gift. They're a privilege. The fact that we've been entrusted with the stewardship to raise them and prepare them for their futures and their leaving their marks on the world... We *get* to do that. We've been entrusted with that. I think that language, whether we see them as a burden or a privilege to us as parents, really affects how they view themselves.

Stu: Yeah.

Michael: So I think we have to be careful about our language, not only for our sake but for their sake.

Stu: Right.

Michael: Because they pick up on that.

Stu: Yep.

Michael: If we feel like they're a burden, they're going to feel like they're a burden.

Stu: I also think that sometimes the vocabulary is like the foundation of it, but even just our everyday actions... The kids pick up on those things.

Michael: They do.

Stu: How your body language comes across... That all stems from the language we're using. Your body language and how you feel and react, as you said earlier, is greatly influenced by the language you use.

Michael: It is. That's why you have to watch your mouth.

Stu: Yes. Okay, we're talking about privileges that our vocabulary often makes to seem like a burden. So far, we've talked about seven of them. First is taking care of our health. Second is going to work or school. Third is attending church and social functions. Fourth is writing posts

or building our platforms. Fifth is paying bills. Sixth is maintaining our homes, cars, or other possessions. Seventh is taking care of our children. What's your final privilege here?

Michael: It's *spending time with our spouses*.

Stu: Yes.

Michael: We could say, "I have to take my wife on a date," or, "I have to go with my wife to this appointment/meeting/function." Or we could say, "I *get* to. This is an opportunity for us to spend time together, to do something both of us get to do." I'm going to tell you nothing will influence your attitude, your love toward your spouse, like the language you use in talking about them.

Stu: And this can be very difficult. Male confession time. I've found that when you're in a room full of men, there's often the situation where the conversation slides toward, "Aw, I have to get home to my wife..."

Michael: Or worse.

Stu: Yeah. It's almost like a burden. But what you're saying is to switch that around. One of the things I always say to myself is that I feel so dang lucky because to have...

Michael: Well, you should feel lucky. I've met Amy.

Stu: I know. Exactly. I mean, I definitely won the lottery on that one. I mean, it took me seven years to convince her that I was the man of her dreams, but you know what? At least I was able to do that, because it's amazing. I know you feel this way about Gail, but that excitement grows over time.

Michael: It does.

Stu: The more you remind yourself of the privilege of having somebody so beautiful and wonderful in your life...

Michael: You begin to shift the conversation for everybody else too when you speak well of your spouse in public, when you speak well in your own vocabulary as you're talking about them. I used to work for a man at Thomas Nelson named Sam Moore, and I remember that when he would speak about his wife, he would say, "She's my favorite thing to see when I get home. She's the last thing I want to see before I go to sleep." He would say it with a twinkle in his eye, and you would just know he loved her. He had been married to her... I think he has been married now for almost 60 years.

Stu: Wow!

Michael: For him to still be able to say that is extraordinary. But again, it goes back to the vocabulary because you and I get to decide what we're going to notice or verbalize. He could have seen the fact that she has faults. He could have verbalized that, but he didn't. He chose a different vocabulary. He *gets* to spend time with her.

Stu: What you focus on seems to get magnified, doesn't it?

Michael: It does.

Stu: Yeah.

Michael: Yeah, what you affirm grows.

Stu: Yes. I've noticed that with kids, it has an even bigger impact. The way Amy and I treat each other and talk about each other, especially when we're not around each other... If I'm just with the kids, the way I talk about Amy, my wife, greatly impacts my kids and vice versa.

Michael: I can say this too. The five daughters I have all live within 30 minutes of us. They're all great friends, great girls. I have four sons-in-law. I'm very blessed. But people often ask, "Well, what did you do to raise such amazing daughters?" Honestly, Gail and I scratch our heads. We weren't that great as parents. What we did was fiercely love one another. That's about all we can point to. We just put one another as our ultimate priority, even over the kids, and we just loved one another in front of them. That's the only thing I can point to.

Stu: Well, I'm going to take a note on that myself and reaffirm what I need to continue to do. Today we're talking about a small change in vocabulary that can have a big impact on our overall attitudes. We've talked about, in particular, eight privileges our vocabulary would suggest are sometimes burdens. First is taking care of our health. Second is going to work or school.

Third is attending church and social functions. Fourth is writing posts or building our platforms. Fifth is paying bills. Sixth is maintaining our homes, cars, or other possessions. Seventh is taking care of our children. Eighth is spending time with our spouses. Michael, as we quickly wrap up this episode, can you share with us some practical steps we can use to speak more positively about the big priorities in our lives?

Michael: Yeah, I have three quick steps. First, *become aware of your vocabulary*.

Stu: That's probably the most important one.

Michael: It's the most important one because awareness precedes change. Unless you become aware of it, you won't change. If you want to lose weight, you have to become aware of what you weigh, and you have to measure it periodically. The same thing is true with your vocabulary. Just become aware of it. Catch yourself when you start using that language that says, "I have to." Just shift it. Correct it. Autocorrect it in real time to "I get to."

Stu: Yep. Okay, that's the first step. What's the second?

Michael: Actually, it's the second one too. *Start using "get to" rather than "have to."*

Stu: Got it.

Michael: You kind of initially have to make a really conscious effort to do that, but over time with a little practice, it becomes second nature.

Stu: Gotcha. So step one, become aware of your vocabulary. Step two, start using "get to" rather than "have to." What's the third step?

Michael: The third step is to *notice the difference it makes in your attitude*. I promise you it will shift your attitude if you start doing that.

Stu: And the attitudes of those around you.

Michael: Yep. It will.

Stu: Absolutely. Awesome. Well, if you've enjoyed today's episode, you can get the full show notes and transcript over at Michael's blog at michaelhyatt.com. If you'd like to watch rather than listen, you can also get the full video at Michael's blog at michaelhyatt.com. In the meantime, we would love for you to jump over to iTunes and just rate the podcast.

We want to attract more great people like you, and the way we're going to do that is by having you rate the podcast, because it raises the visibility of the show. It'll take you 30 seconds, and we would be very grateful. Michael, as we wind down here today, do you have any final thoughts?

Michael: Yeah. You may have heard it said that small hinges swing big doors.

Stu: Yes.

Michael: Well, it's very true when it comes to your vocabulary. It seems like a small thing, but it can have a big impact, so practice it.

Stu: Awesome. Well, thank you, Michael, and thank you for listening today.

Until next time, remember: Your life, your one and only life, is a gift. Now go make it count.