



## **This Is Your Life Podcast**

Season 5, Episode 1

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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'm filling in for our regular host, Michele Cushatt, as she is finishing her battle with cancer. She's doing a great job in her recovery, and we look forward to hearing from her soon. We are in a brand new studio, and I am here with you, Michael, in your new studio. How are you doing?

**Michael Hyatt:** I'm doing great, and I'm loving using this studio for the first time.

**Stu:** Totally. New digs, new setup. It's awesome.

**Michael:** Well, the cool thing is that we can control everything. Now we're having a little bit of challenge this time, because it's the first time. Getting us miked up and getting the light coming through the windows right is challenging.

**Stu:** And we won't let people in on the behind-the-scenes, that we're talking through tin cans to our producers upstairs.

**Michael:** We definitely have to do a Periscope thing on that later, because people won't believe it.

**Stu:** It is hilarious. But new digs, and you've been working on this studio for quite some time.

**Michael:** Yep, about 10 months. It's also my office. When it's not a video studio, it's my office.

**Stu:** Multipurpose.

**Michael:** I'm loving it. This is the world headquarters of intentional leadership.

**Stu:** Well, I am looking forward to it, and I'm also looking forward to this season of the podcast.

**Michael:** Me too.

**Stu:** There are a lot of things we're going to be talking about. We're going to be talking about productivity. We're going to be talking about relationships within your family. We're going to be talking about leadership. There's so much I'm looking forward to diving into, starting with this particular episode. I want to dive right in and get right to the goods with this one.

This is all about overwhelm. Really, the fact of the matter is we have all felt overwhelmed, whether it's in our business lives, whether it's in our personal lives, whether it's just in this season of life. I have two young kids right now, so it is a lot busier than it was before kids.

**Michael:** It never goes away, just so you know. It's a recurring theme in my life for sure. I was feeling a little overwhelmed as I got up this morning thinking about recording these podcast episodes. So yeah, it comes and goes, and you're going to have to deal with it no matter where you are in life.

**Stu:** I know you had an experience early in your career when you were working as a marketing director of... Was it a publishing company?

**Michael:** Yeah, it was a publishing company.

**Stu:** You were feeling tremendously overwhelmed, and then you got an important piece of advice. Can you tell us about that?

**Michael:** Yeah. Well, let me give you the context. Gail and I at one point had five daughters under the age of 10.

**Stu:** I have two young kids. I don't know how you guys did that.

**Michael:** Well, the first clue was when we had more kids than hands. So we'd think, "How do we keep up with all these kids?" Plus, as it turned out, that was the most demanding time in my career. I'm trying to make a name for myself, trying to make a mark, trying to advance, get promoted, all that stuff, and here I have this big family and all the demands of home. All that stuff is happening at the same time.

So it was right before a sales conference at this publishing company I was working for. Everything in the publishing world revolves around a sales conference, so everybody is feeling overwhelmed. Everybody feels like they can't keep up. And there's a hard deadline, because you have sales staff who are flying in from all over the country, actually all over the world.

**Stu:** Big production for the company.

**Michael:** Big production. You know, there are slideshows and performance and all that stuff.

**Stu:** A lot of investment I would imagine too.

**Michael:** A lot of investment, *big* investment, and I was in charge of the whole sales conference. I was just feeling enormously overwhelmed, like kind of shut down.

**Stu:** Like you were hiding from it?

**Michael:** No, it was just one weekend where I just thought, “I don’t know that I can do this.” You know, really doubting myself, wondering if I had what it took to pull it off. A lot of people were looking to me for direction, so I kind of had to fake it. I couldn’t let on how I really felt to them.

**Stu:** So you were getting probably peppered with questions from your team.

**Michael:** Right.

**Stu:** Constantly being hit up with wanting answers for all of these different things, plus dealing with the tasks *you* were in charge of managing.

**Michael:** Plus emotionally *they’re* feeling overwhelmed, so now I’m trying to reassure people who are feeling overwhelmed...

**Stu:** That it’s okay, but you’re feeling overwhelmed yourself.

**Michael:** But I’m feeling overwhelmed too. Who’s going to reassure me? So I went to a mentor, a guy I really, really respected and had been hugely helpful to me in the past, and I said, “Look, I just need to know what to do. I’m not sure I’ve got what it takes. I’m not sure I have the resources. I’m about to freak out here.” I said, “Give me some advice. I need news I can use.” He said to me, “Let me tell you something. Just do the next right thing.” I thought, “Really? But, but...”

**Stu:** You were looking for something huge that you’d never heard before.

**Michael:** Yeah.

**Stu:** But it really came down to something simple.

**Michael:** Especially being the kind of geek that I am, I thought, “Do you have some kind of project management software or something that will kind of help me manage this and make this feeling go away?” He said, “No.” He said, “You just need to do the next right thing.” He

said, “You know the next right thing. Just do that and forget everything else. It’ll take care of itself. It’s going to be okay.”

He was exactly right, and every time I get in these overwhelming situations, even today, I think, “Well, I just need to do the next right thing. I don’t need to overthink this. I need to do the next right thing.” It was great advice.

**Stu:** That *is* great advice, and it’s practical. All of us can use that. When we are dealing with the overwhelm, just focusing on that next best thing. What I want to do here is I want to put this philosophy into practice. I know you have three steps we can use to help us escape the overwhelm and just get moving again. So let’s dive into those. What’s step #1?

**Michael:** Well, and that’s the key thing: to get moving. Because when you do feel overwhelmed, the tendency is to be stuck. It’s like you’re a sailboat out in the ocean. The wind isn’t blowing, and your sails are flapping in the wind, and you just need to start getting some momentum.

**Stu:** The momentum is really what helps us succeed, because once you have momentum on your side, you have the confidence and all that kind of stuff.

**Michael:** Yeah, John Maxwell talks about the “big mo.” When you have it, it’s easy to keep it, but when you don’t have it, it’s hard to start it up from scratch.

So step #1 is to *forget about the ultimate outcome*. For me and for people who have my particular personality type... On the StrengthsFinder, *futuristic* is one of my top five. Is that one of your top five?

**Stu:** Yep, it’s number three for me.

**Michael:** Okay, so let’s see if you have this too. It’s really easy for me to be in the future and to be thinking about all kinds of scenarios, running scenarios in my head, and usually when I feel overwhelmed it’s the worst-case scenarios. I’m thinking of everything that can go wrong. You know, I coach people. I tell them not to do this, but I struggle with it myself.

So here I am thinking about all the worst things that could happen. What I’m saying is the most important thing when you catch yourself doing that is to forget about the ultimate outcome, because the truth is when you get down the road, 90 percent of what you worried about doesn’t happen or is already taken care of, and it’s just a lot of wasted energy and brainpower on something that’s not going to happen.

**Stu:** We can all relate to that. Every one of us listening has gone to the worst-case scenario at some point, and it just creates more overwhelm, more stress, more “stuckness,” if you will, that you were talking about, and it’s really difficult to create any momentum after that.

**Michael:** Okay, I’m going to ask you a question. I’m going to turn the tables. Can you think of a time recently when you went to that worst-case scenario?

**Stu:** Absolutely. When I sold my software company, I went to worst-case scenario. Here I was thinking, “Okay...” We had built up a successful company, and I was very proud of that, and I had all this self-doubt when I had the thought of selling it. You know, “What if this is a one-hit wonder? What if I’m never going to be able to recreate that kind of success? What if now, if I can’t recreate it, my reputation just goes in the toilet? Then if that goes in the toilet, *then* what am I going to do?”

**Michael:** “I’ll be forgotten.”

**Stu:** “I’ll be forgotten. I won’t be able to have my own business. I’m going to have to go back to the corporate world. I’ve never even had a real job. Nobody is going to pick me up.” Then you overlay that with the pressures of, “I have a young family. I have added responsibility now. I can’t fail.” So yeah, I went there. Fortunately for me, my number-one trait on the StrengthsFinder test is *positivity*, so it quickly counters that, and I was able to come out of that. But you still go down that road.

**Michael:** Yeah, I don’t have that strength. Fortunately, I’m married to somebody whose number-one strength is positivity, so she sometimes, like a good therapist, kind of talks me off the ledge. Yeah, so I go to that really dark place. I remember Stephen Covey talked about this idea of the circle of concern and the circle of influence. Have you ever heard him talk about that?

**Stu:** I have, yeah.

**Michael:** So you watch the news and you get all freaked out about the future. In fact, I was talking to a friend the other day who was all concerned. At the point we’re recording this we’re in the middle of the Greek debt crisis, and he was wondering would that cascade into our economy and would it create another recession and would he be out of work. You know what I’m saying? It’s like one domino after another.

At one point I just said, “Look, that’s your circle of concern. You can be concerned about it. You can be anxious. You can be worried, but you really don’t have any influence. I mean,

really. You could write a letter to the president or something. I don't know. But you really don't have much influence."

I think making that distinction is really important, because there are a lot of things where we don't have influence, and we don't need to worry about those things. A lot of times the ultimate outcome is not totally inside of our control.

**Stu:** Right. And when you start to pretend you have control over all of these things, it creates even more overwhelm and more stress.

**Michael:** It does. Life has a way of reminding that you're not in total control. I think a lot of life is an opportunity for us to become resilient and to be able to develop our character, and that usually happens when things we don't expect show up. There's a sense in which all this stuff is good, even when it's stuff that threatens to overwhelm us, because it builds our capacity. Think about the last time you were at the gym. I don't know about you, but I have a trainer who's tough.

**Stu:** Yeah, I have a trainer who beats me up too.

**Michael:** He takes me right to the edge when I feel like I can't do it, but he usually has a better sense of what I can do than what I think.

**Stu:** I've also found, just as an aside, that is an amazing exercise in and of itself: having somebody who knows you better than yourself to really bring you to that limit. That outside accountability helps you gain momentum.

**Michael:** Yeah, and to know your breaking point. It's usually more than we think, and the only way you build muscle is to go beyond your current comfort level to push beyond what you think your capability is. Physiologically, those muscles have the micro-tears and all that, and then they heal, making you stronger. There's a sense in which emotionally that happens, spiritually that happens, character-wise that happens too. So I'm saying this first step is forget about the ultimate outcome.

**Stu:** Forget about the ultimate outcome; just focus on the next step.

**Michael:** That's exactly right.

**Stu:** Well, we have two more steps we're going to be talking about with Michael to help you get beyond that overwhelm. We're going to be getting to those in just a minute.

*If you're like most members of my audience, you're committed to winning at work and succeeding in life, but the truth is you struggle with finding enough time to do it all. That's exactly why I wrote my new ebook, *Shave 10 Hours Off Your Workweek: 4 Proven Strategies for Creating More Margin for the Things That Matter Most*. You can't buy *Shave 10 Hours Off Your Workweek*, but you can get it for free by subscribing to my free email newsletter.*

*My email newsletter notifies you whenever I've posted fresh content to my blog, so you don't always have to visit my blog to stay up-to-date. To get your free copy of the *Shave 10 Hours Off Your Workweek* ebook, visit [michaelhyatt.com](http://michaelhyatt.com) and enter your name and email address into the form on the page. If you're tired of feeling like there's never enough time to get it all done, don't miss your chance to discover how to reclaim the margin you deserve. Sign up at [michaelhyatt.com](http://michaelhyatt.com).*

**Stu:** We are back, and we're talking about how to regain momentum when you are feeling overwhelmed. Michael is taking us through three steps. We've covered one thus far, which is forget about the ultimate outcome. What's step #2?

**Michael:** Step #2 is to *focus on the next right action*. This was the essence of what my friend was saying, but the first step kind of gives you the context. This step really brings you to the core of the matter, which is to take the next right action.

What I've found is that when you take action, especially for people who live in their head a lot of times, like sometimes I can tend to do, it dissipates the fear and uncertainty and doubt. If I can focus on taking action, that's within my realm of control. If all I'm doing is thinking about all the stuff that *could* happen that's outside of my control, that suddenly makes me a victim.

**Stu:** When I think about taking the next action, I get taken back to when I was starting my career as a motivational speaker for high school and college students. I remember when I made the decision that that was the direction I wanted to go in and I gave up my opportunity to go down the corporate road, my parents said, "Okay, fine. We'll support you for a year. After that you're on your own." So I had basically a deadline.

I thought to myself, "What do I do? How do I start this career?" I had no idea. But I was doing this instinctively, and the next action for me was to call my high school that I went to and explain to them, "Hey, I'm giving talks. I'd love to give one for free in exchange if I do a good job that you refer me to some other schools." That was the action that got the ball rolling.



I was definitely in my head before that, thinking about the business side of it and how I market myself and all that kind of stuff, but the reality was that next action was the thing that really got the ball moving, even just a little bit, and got things going. It's so important to take that next action.

**Michael:** Yeah, and I think there are some kinds of personalities that feel like they have to get it all figured out. I find that I rarely have it figured out, and even if I *think* I know where it's all going and what the outcome is going to be, the path to that is going to be very different than what I imagine. All that time spent over-planning... I'm not against planning, but over-planning can really be a fancy way to procrastinate.

We have a mutual friend of ours. We were just talking about him before this episode began, and we were wondering if he was going to make headway in this new venture, because he really is living in his head. He has to get it all figured out, and he doesn't want to take any action until he does, and he's stuck. One of the fastest ways to develop momentum is to start.

**Stu:** Yeah, to just get going, because you learn so much more by starting. Even when I'm providing consulting advice for people who are building memberships in communities, that's one of the things I tell them. "You're never going to get it perfect, and it's going to change once you actually start and get people in your membership." It's the same thing. You never know exactly how it's going to be, but you're going to learn so much just by getting started. The whole lean start-up method is really built on this whole premise too.

**Michael:** I think if you're going to be a leader or an entrepreneur, if you're going to be successful in any area of your life, you have to develop a predisposition toward action or a bias toward action. I think sometimes thinking and planning is just overrated. I've come up (and you probably have too) with complex action plans, and they rarely work themselves out in reality.

In fact, I was just reading a novel this weekend I was telling you about earlier, this book called *The Martian*. This guy is stuck on Mars, and he's trying to figure out how to get off Mars, which is no small thing. I would have been dead. But he's figuring it out, and he's doing one thing after another. He has to develop this bias toward action, because sitting there thinking about it... He's exhausting his air supply. He's exhausting his food supply. He has to take action.

**Stu:** He has to do something.

**Michael:** The same thing is true for us.



**Stu:** So we've covered two steps to help us gain momentum and beat overwhelm. First, forget about the ultimate outcome. Second, focus on the next right action. What's the third step?

**Michael:** The third one is *do something now*. Anything now is better than something later. A lot of times people feel like, "Well, if I do something now, I might make a mistake." I think that hangs up a lot of people too. So what? I mean, if you're performing brain surgery, I'd rather you take your time and get it right, but anything less than that, again it's just a way to procrastinate. So find something you can do now.

Do you remember when we were sitting in the Inner Circle mastermind, and we were talking about a concept, and one of the guys went out on the break and made a phone call and put into operation what we had been talking about?

**Stu:** I was blown away. I so admire people who are that fast at taking action. I also love people who hold me accountable to take action. For example, we recently had a board meeting for our charity. We were discussing a bunch of issues, and one of the big ones was hiring an operations manager, somebody to help us run the day-to-day of the charity.

One of our board of directors... He's a mutual friend, Braden. He said, "Okay, so we've identified this. What's the next action you're going to take on this?" We were thinking, "Well, we should probably create a job description." He was like, "Great. And when are you going to have that done by?" We were like, "By the end of the month."

He's like, "Perfect. So make sure you submit that to all of us by the end of the month, and then from there we can put it out there and hire the person and all that kind of stuff." But holding us accountable to have that next action in place, knowing that it creates the momentum we need to get that job filled.

**Michael:** That's the key thing. When you get started and start taking action and start doing it now, the sooner you're going to get to the destination you ultimately want to get to.

**Stu:** This is important, because this is different than step #2, which is focus on the next right action. That's just identifying what that action is going to be. You actually have to do it, which is step 3.

**Michael:** You actually have to do it. It's usually as simple as a phone call, an email, some simple, discreet action that you can take now. I remember several years ago I was going through a really significant IRS audit, and I remember getting a notice that I had an outrageous amount of money to pay. I felt overwhelmed, so I stewed on it overnight, and it didn't get better, shockingly. I went to the worst-case scenario.

**Stu:** I was going to say it probably got worse.

**Michael:** I couldn't sleep, whatever. Finally Gail says to me, "Call your accountant." Okay, so that's a little simple, discreet action. I said, "Okay, I'll do that this afternoon." She said, "No, I mean like now. Call the accountant." So I called him, and he said, "Oh, that's totally a mistake. That can't possibly be right. Don't worry about it. I'll take care of it." And he did.

So here I had an entire sleepless night because I'm in my head. I'm thinking about the ultimate outcome. Maybe I had identified the next right action, but I wasn't doing anything now. I could have gotten momentum and gotten rid of that just by taking action, which is what I ultimately did.

**Stu:** Well, as we wrap this episode up, I want to kind of put a bow on it for people. There are many pitfalls that keep us stuck and overwhelmed, and I want to get your thoughts about how to avoid those pitfalls. So can you talk to us about that? What tips would you have for us to avoid the pitfalls that typically keep us stuck?

**Michael:** Well, these are correlated to the steps I gave earlier, but the first one would be *overthinking and underacting*. Hopefully we've made that abundantly clear. I think it's really easy to fall into that trap. You just need to ask yourself if that is a pattern of behavior for you.

**Stu:** Especially if you're somebody who likes to research, who is very analytical and thinking about all of the different options. That's definitely a danger zone for you.

**Michael:** Definitely. Inside of my organization, we've been talking about the Kolbe profile a lot. There are certain profiles that like to initiate action by either research (that's not my highest profile, but it's my second highest) or people who are high on follow-through so they like to plan and design and all of that. It's all good. It all has its place, but it can get you stuck in this situation. So to overthink it and underact... I say even if you're going to plan, take some action now, and then go about your planning and adjusting all along.

**Stu:** I remember you sharing a story about when you were writing your most recent book. Your next action was just to start with creating documents for the chapters, and that was it. You weren't writing anything. You were just creating the outline for things.

**Michael:** In fact, I'll go back farther than that. When I was writing my first book... So I get a contract for the book. They pay me a modest advance. I was really excited for about a minute. Then I thought, "I have to write this sucker." It felt unbelievably overwhelming. First, I'd never written a book before, and that seemed incredibly daunting to write a book that was in this case 75,000 words.

**Stu:** Yeah, that's a lot.

**Michael:** That is a lot. So I just chunked it down and I said, "Okay, I'm going to create..." This is where I learned this tip. "I'm just going to create blank Word documents, one for each chapter, but that will at least get the momentum." Then from there I created what we call in the publishing world the *front matter*, the copyright page, the title page, just anything to get a sense of momentum. Then I went to each of the chapters and filled in the chapter title. I just wanted to complete what was easy and what I could do now to get a sense of momentum.

**Stu:** I remember you sharing that story before, and I loved it. Then you also talked about you didn't write the chapters in order. You wrote the chapters that were easiest, which again helps you create more momentum. I love that.

**Michael:** I still use that technique to this day. The last book I wrote, a book which will be out next year, I did the same thing. I said, "Okay, what's going to be the easiest chapter? What's the one I have the most energy and excitement around? I'm going to write that one first, and then I'm going to write the next easiest one, so that by the time I get to that really, really, really difficult one, I have the momentum that can carry me through."

People often do the exact opposite. They say, "Well, I want to eat my peas before I try to get dessert. I want to do the hard task first." They never get to it, because they don't have enough momentum to break through those barriers of resistance to get it done.

**Stu:** This really can be used in all areas of business and life and so forth. Another good example of this... When we were looking for affiliate partners for a most recent promotion, we started by talking to the people we had the deepest connection with, the best relationship with first, because we knew we'd probably get a yes, and that would create the momentum that would then lead to more yeses down the road.

**Michael:** It also builds your confidence. I do the same thing when I try to get endorsements for a book. I go to the guys I absolutely know owe me a favor or aren't going to say no, because then it builds my confidence. Then I can go to that big scary famous author I don't want to ask, because now I have a few under my belt. It helps my confidence. So that first pitfall really is overthinking and underacting.

**Stu:** Got it. So what's the second pitfall?

**Michael:** The second one is *indulging in comparisons*.

**Stu:** This is easy to do.

**Michael:** You start comparing yourself to people who are in easier situations, and you begin to envy them or just hate them. “I wish I could be in that person’s situation. Everything seems to come so easy to them.” Here’s the problem, Stu. Too often, and this isn’t original with me. I don’t know who said it. I’d give them credit if I could think of it. Too often we compare our backstage to their front stage.

**Stu:** Yeah, I first heard this concept from Jeff Walker, but I’m not sure if it was his original thought. Probably.

**Michael:** Let’s give him credit.

**Stu:** Yeah. Jeff, way to go.

**Michael:** So you’re looking at their front stage where the performance is going on, and you’re thinking, “That’s so easy. They’re singing and dancing and pulling this thing off, and it’s amazing.” What you don’t see is all the chaos backstage. What you *are* very aware of is the chaos backstage in your own world. Just like doing this podcast. We know all that goes into this, everything crazy that happens leading into it, but people watch this and go, “Oh my gosh, so easy.”

**Stu:** Flip a couple cameras on and talk.

**Michael:** Yeah, exactly. “You guys never make any mistakes.” They don’t see that we had to restart this second segment. Comparison can really hurt you when you’re trying to get momentum and trying to overcome your overwhelm.

**Stu:** I think the important distinction there is comparing somebody else’s front stage, which is what appears to the public, to your backstage, which is the chaos happening behind the scenes in your own life. That’s really where the contrast can happen, and that can be dangerous.

**Michael:** Here’s the dirty little secret. Everybody has a backstage, and everybody’s backstage is chaotic. I think our Facebook culture and social media makes it look different than that, because everybody posts on Facebook the best stuff. Like that’s the front stage, and you don’t see the chaos backstage, you know, when the kids need their diapers changed and husband and wife are fighting and the potatoes are burning on the stove, or whatever.

**Stu:** Okay, so first pitfall, overthinking and underacting. Second, indulging in comparisons. What’s the third pitfall?

**Michael:** The third one is *allowing self-doubt to dampen your confidence*. The truth is that usually when we're beginning any new thing we haven't done it enough to build confidence, so there's going to be some fear, some uncertainty, and doubt. That's normal. The thing that separates the men from the boys, so to speak, or the women from the girls, so to speak, is that they're able to act in spite of their fear.

To be able to be courageous doesn't mean you feel no fear. It means you're willing to take an action even though you feel fear. For example, this morning I was coming out here to do these episodes, and Gail said to me, "How do you feel?" I said, "I feel nervous." She said, "Really?" You know, I've done this a lot of times.

**Stu:** Yeah, this is season five.

**Michael:** Yeah, and the first season was like a hundred episodes. But I said, "Yeah." I said, "But that's a good thing, because that's how my body prepares itself for peak performance." That's kind of like a mantra I say whenever I take the stage when I'm speaking and I feel nervous. I don't resent it, but I kind of welcome it as a friend, because I realize that it helps me. I hope I never lose that, because it keeps me sharp and alert and makes me do my homework.

**Stu:** Yeah, it's something you actually look forward to in a way, because then you know it's going to help prepare you.

**Michael:** Yeah. Honestly, I'd rather be under-confident than overconfident, because if I'm under-confident, I'm going to prepare. I'm going to practice. I'm going to make sure I'm on top of my game, and I'm alert. I think the worst things in my business for sure, and probably in my personal life, have happened when I got overconfident.

**Stu:** It's interesting. Last night I was attending a Pan Am Games with my father. We were watching a soccer game, and it was Brazil versus Canada. Canada, even though it's my home country, we're not a good soccer nation. Brazil, one of the best soccer nations in the world.

You could see it when they came on the field. In the first 10 minutes, Canada was very tentative and Brazil was all over them. They scored in the first seven minutes. You could see this air of confidence grow on Brazil. They started to get cocky, and they started like playing with the ball. They were doing all these fancy things, and it just wasn't working.

Then all of a sudden, Canada (we were on home turf) started to build momentum, and the crowd started to get behind them. Then Canada scored, and you could see the panic in Brazil. It was almost as though they came into the game overconfident, and they didn't take Canada

seriously, which I get for the most part. I mean, we're not a good soccer nation. But it was fascinating to see the momentum of the game totally shift.

Then in the second half it was like their coach had lit a fire under their butts and said, "Listen, we can't afford to lose this game." Then you saw the best of Brazil come out after that, and we got our butts kicked. But there was a moment in time during that game when that overconfidence really played a part, and that could have been damaging to them. If Canada had scored another goal, they could have totally shelled up and won that game, and that would have been devastating for Brazil.

**Michael:** Yeah, it absolutely would have. Overconfidence could really hurt you. I think understanding the nature of feelings is that they usually follow actions. It's true when you're loving your spouse. You don't always *feel* loving, but when you act in a loving way the feelings follow. I think the same thing is true here.

**Stu:** Got it. So as we're wrapping up here, Michael, we just talked about pitfalls that can keep us stuck. First, overthinking and underacting; second, indulging in comparisons; and third, allowing self-doubt to dampen our confidence.

If you've enjoyed today's episode, I want to encourage you to go over to [michaelhyatt.com](http://michaelhyatt.com) to get the full show notes. Plus if you want to see Michael's brand new studio, then you'll want to go over and check out the video option as well, and you'll be able to see us here in action.

Also, can you do us a quick favor and just jump over to iTunes? It'll take you 30 seconds to rate this podcast. The reason that's important is because it helps us get this show in front of more viewers and an audience just like you. So if you would take the time to do that, we'd be forever grateful. As we wind down here, Michael, I want to hand it over to you for any final thoughts.

**Michael:** Yeah, I would just circle right back to where I began and repeat the advice that my mentor gave me when I felt overwhelmed, and that is just do the next right thing. It's very simple, deceptively simple, but I think if people will do that, they'll find that they get unstuck, they'll begin to build momentum, and that feeling of overwhelm will dissipate.

**Stu:** Awesome. Well, thank you, and thank you for listening. With that, I want to leave you with one final thought...

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