



**This Is Your Life Podcast**

Season 6, Episode 9

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Michael Hyatt

**Michele Cushatt:** 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 Michele Cushatt. I'm your cohost today, and I'm sitting in the studio with Michael Hyatt. Hey there, Michael!

**Michael Hyatt:** Hey, Michele!

**Michele:** One of the most long-standing debates is this one: morning person or night person? Right?

**Michael:** Right.

**Michele:** We always hear people talk about this. It's a very passionate argument with very divided groups. However, you and I are both morning people, I would say. In my family, we have some who claim both. We actually have half and half. But you would say we all can be morning people.

**Michael:** We all can be morning people. I don't think there's anything inherent with how we're born that makes us... It's not like God said, "Okay, morning person. Night person. Morning person. Night person," and kind of evened it out. I think it's a preference, for sure. I honestly don't care if somebody wants to be a night person. I'm not going to argue with them. I mean, whatever serves them in the life they're trying to create is fine.

But a couple of years ago, I did an episode on how to engineer your morning routine. I really believe in rituals, but the right kinds of rituals. I think rituals are an inescapable part of life, and they either serve us or fail to serve us. A morning ritual can be something that really sets us up for a productive day if we really think through it intentionally. Then I had a bunch of people write in and say, "That sounds awesome, but I'm not a morning person."

More interestingly to me, there were some people who said, "Do you think it's possible to become or learn to become a morning person? I can see the advantage of doing that, and I can see that staying up late isn't really serving kind of the purpose I want to accomplish." I did

some more research on morning people, and as it turns out, morning people do have a little bit of an edge over night people.

**Michele:** Well, don't you think our culture even orients itself around the morning hours?

**Michael:** Definitely.

**Michele:** Offices open at a certain time, and there's far more going on in the morning hours than from midnight to 3:00 a.m., the night hours.

**Michael:** Exactly. My dad used to tell me, "Nothing good happens after 10 p.m."

**Michele:** Well, good, because I've been asleep for about an hour at that point.

**Michael:** I used to tell my girls that too. But yeah, I think it's possible to become a morning person. Some of the advantages, by the way, are that... I have this research somewhere on my website. It's in some post I wrote. Morning people tend to make more money. Morning people tend to be more productive. This is the interesting one. Morning people tend to be healthier and live longer.

**Michele:** Really?

**Michael:** Yeah. So there are some objective, qualitative reasons that you might want to be a morning person, and I can almost hear some people saying, "Yeah, but I'm more productive in the evenings, and I get so much done late at night." Fine. I mean, if it's serving your life, great.

**Michele:** That's okay.

**Michael:** All I'm arguing is for you to be intentional and make your choices. That's all.

**Michele:** For those who want to maximize the morning hours, who see value in it but have a hard time getting going, today's content is really for you. It's to help you learn *how to make the most of those quiet hours in the morning and learn to love mornings*.

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

**Michele:** We're going to give you nine easy steps to make that happen. Since we have nine, we need to get started. Let's go ahead and dig right into the first one.

**Michael:** The first one is to *change your story*. We've talked about this before. You can have a story in your mind that says, "Well, I'm just not a morning person."

**Michele:** Well, again, as we talked about in the beginning, this is an ongoing debate. I hear this all the time. “I’m not a morning person. I’m not a morning person.”

**Michael:** I know. It’s as if it were some immutable fact. What if it could be changed? What if all you had to do was change your narrative and start saying to yourself, “I’m a morning person”? It may feel phony. It may feel awkward at first. But at the very least, just stop saying to yourself, “I’m not a morning person.”

**Michele:** Yeah, just cut that piece out of your dialogue.

**Michael:** Yeah, that’s just a habit, right? Or it may be how you were raised or what you were allowed to get away with, but it doesn’t have to be an immutable fact. What’s the story you’re telling yourself? I promise none of the other eight items we’re going to give you here, none of the eight steps, are going to help you if your story is still controlled by this narrative that you’re not a morning person.

**Michele:** I almost wonder... I’ll just throw this out as a challenge to those who would say that. I wonder if that whole statement, “I’m not a morning person,” becomes a crutch, a really convenient way to get out of accountability or responsibility. I hear writers say that a lot. “Well, I’m just not a morning person. I can’t get up and write.” Then they never get word counts, they never get their books done, and all of these other things. It becomes very much an easy way to escape the responsibility for something they want to pursue.

**Michael:** Well, these stories that are disempowering can be a very easy way to hide.

**Michele:** Okay.

**Michael:** Especially to hide from something you need to do that takes a little courage. Again, I don’t care if you don’t want to be a morning person, but if you want to become a morning person... At the very least, and at the very beginning, you have to change your story.

**Michele:** Simply challenging that thought is worth a little bit of investigation.

**Michael:** That’s right.

**Michele:** Okay. Change your story. What would be the second step?

**Michael:** This is another item we often encourage people to do when they’re embarking on any project or kind of life change. *Determine what’s at stake.* What if you don’t change? What if you don’t become a morning person? What’s at stake? Maybe nothing, but maybe it is that

book that never gets written, that dies in your heart when you die, because you didn't change and become a morning person.

Maybe it's that job you could've gotten if you had been willing to get up earlier and become a morning person. Maybe it was that time with your kids that you could have really invested in. Maybe you could have really been more prepared to greet the day, work at the office, or whatever it is. What is it that's at stake for you? Think about both good and bad things. I think that to literally identify those items is a very helpful exercise.

**Michele:** Well, it makes you invested.

**Michael:** That's right.

**Michele:** When you know what is at stake, you feel more connected with the process and what may or may not need to happen to get there.

**Michael:** Yeah. Even for me when I wake up in the morning, one of the first things I do is go for a run or go to the gym and work out. You know, when I was kind of groggy, especially when I first started, it was like, "Ugh." I would kind of just hit the snooze button, roll over, and go to sleep. But if I know what's at stake, that it's my fitness...

I got involved in fitness when I thought I was having a heart attack, so for me, what was at stake was my health, my future, and living long enough to see my grandchildren. When I made the decision to roll over, that was a decision that didn't serve the purpose I wanted it to serve. So figuring out what's at stake is critical.

**Michele:** Okay. First, change your story. Second, determine what's at stake. What's the third step?

**Michael:** *Plan your sleep.* Okay, look. We spend one third of...

**Michele:** Just say that again. I love the sound of that.

**Michael:** I know. Plan your sleep. We spend one third of our lives asleep (if we're healthy and sleep for eight hours each night). It may be a little less than one third of our time that we spend asleep. Wouldn't it make sense that we would plan for better sleep instead of just kind of letting it overtake us when we get tired or going to bed at one time one night and another time another night? Here's one thing I know for sure. If you go to bed late, you will sleep late, right?

**Michele:** True.

**Michael:** If you want to get up early, you have to go to bed early. It's that simple. You can't continue to go to bed at the same time you've been going to bed and expect to get up at a reasonable hour and become a morning person. It's just not going to happen.

**Michele:** It's just not going to happen.

**Michael:** No. So you literally have to plan. Now I still plan for this. I want to be in bed between 9:00 and 10:00 every night. The absolute latest time would be 10:00, but I want to start getting to bed at 9:00. If I can get to bed by 9:00, that's like a huge win for me. It doesn't happen very often, but it's always between 9:00 and 10:00. That doesn't just happen. That means I make my dinner appointments with other people earlier in the evening.

I don't make dinner appointments for 7:00. Now by the way, our friends in Brazil and other places where they don't eat until 9:00 or 10:00 at night... That's a totally different culture. I wouldn't survive in that culture. I'm just saying (although I love Brazil). You have to plan for it. It's making dinner appointments earlier. It's winding down your work earlier. It means you're willing to walk away and say, "You know what? I know I'm not finished, but I can do this tomorrow." Sometimes that's an act of faith.

**Michele:** Lately I've been getting up early to write because I'm on a book deadline, so I need to be in bed by 9:00 as well so I can wake up ready to go at 5:00. For me, it's just not turning on the TV. I can easily get stuck there for hours, and I just don't even turn it on. I head up with my book and read a book, and by 9:00, I'm ready to go to sleep. It's perfect timing.

**Michael:** For some people, it means turning off all of the screens. It may be not just the TV but their computer or even a book they need to set down. Maybe they need to meditate. Maybe they need to do some light stretching or something. Again, planning your sleep is so important. It's not just going to happen. As we've talked about on this show many times, sleep is such a prerequisite for a healthy life. It's a prerequisite for heart health.

It's a prerequisite for weight loss. It's a prerequisite for being more productive and more focused. If you're going to get adequate sleep... That's really the key to being a morning person. The reason people wake up tired is that... Some of it may just be due to a change in habit, but they're not getting enough sleep.

**Michele:** Mm-hmm. And it takes some time to develop that pattern, so if you do it one night and it doesn't work, don't give up. You just have to develop the pattern.

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

**Michele:** All right. Change your story. Determine what's at stake. Plan your sleep, which I love. What is the fourth step?

**Michael:** The fourth step is really practical and probably very obvious. *Use an alarm.* I don't have to use an alarm. My guess is you probably don't use an alarm either.

**Michele:** No, I don't use one. I've been getting up at the same time for so long that I don't have to use one.

**Michael:** Yeah, so you've trained yourself through the years so you can just wake up. In fact, I can't sleep. Even on the weekends when I could sleep and want to sleep, I can't sleep.

**Michele:** I tried so hard a couple of weeks ago to sleep in on a Saturday. I was wide awake at 5:00 a.m.

**Michael:** Yeah. I know. My idea of sleeping in is going until maybe 6:00.

**Michele:** Maybe.

**Michael:** Yeah. Then I feel a little bit guilty. But yeah, so when you're beginning and you're trying to change a habit, to go from being an evening person to being a morning person, you may have to use an alarm. One tip I would give is not to put the alarm next to your bed. It's too easy to just kind of reach over and hit the snooze button. Put it across the room so it requires you to get up and walk across the room in order to turn it off.

**Michele:** That's good advice. I've had to do that before too.

**Michael:** It's simple, but yeah.

**Michele:** All right. Change your story, determine what's at stake, plan your sleep, and use an alarm. What would be the fifth step?

**Michael:** 5. *Turn on all of the lights.* What you want to do is simulate full daylight. What this does is really communicate with your nervous system that it's daytime. It's time to get up. Our bodies respond to light when they get it. The first thing I do every morning (still to this day) is turn on all of the lights.

**Michele:** Is Gail okay with that?

**Michael:** Yeah, because we get up at the same time.

**Michele:** Okay.

**Michael:** First thing in the morning, I turn on the light by my side of the bed. She turns on the light beside her bed. Then we walk into the kitchen. We turn on all of the lights in there before we make coffee or do anything else. We basically want to burn the bridges. There's no retreating. There's no going back to bed.

**Michele:** There's no crawling back into bed.

**Michael:** All of the lights are on now. But it does signal to your physiology that it's daytime. It's time to be up, and it's a little bit jarring, but it will wake you up.

**Michele:** Okay. So far we've talked about five steps to learning to love mornings. We have four more still to come. We'll cover those in just a minute. Stick with us. We'll be right back.

*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 e-book, *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.*

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**Michele:** Today we're talking about how to become a morning person. Yes, it's possible even for those of you who can't stand the morning. There are ways for you to wake up feeling great and really tackle the day first thing in the morning. Michael has outlined five of nine steps so far. First, you have to change your story, what you believe about yourself.

Instead of calling yourself not a morning person, change what you're saying about that. Second, determine what's at stake. Third, plan your sleep. Fourth, use an alarm. Fifth, turn on

all of the lights so there's no turning back, no chance you're going to crawl back into bed at that point. The alarm has gone off, and the lights are on.

**Michael:** Yep. Exactly.

**Michele:** What would be the sixth step?

**Michael:** The sixth step is to *set out your clothes the night before*. The fewer decisions you have to make in the morning, the more likely you are to follow through.

**Michele:** This has been a big one for me.

**Michael:** Yeah. Me too.

**Michele:** Having the clothes ready to go... Something about that takes me forward and keeps me from going back.

**Michael:** Well, I actually learned this when I wanted to begin exercising regularly. I realized that if I got up and then had to figure out what clothes I was going to wear to the gym and put them on, that was just like one more point of failure where I would get derailed and not follow through on my commitment to exercise.

So I started laying out my clothes the night before. I have my gym shoes, my socks, my shirt, my pants... I lay out the whole outfit. Then it's just very easy. Then I can just mindlessly put them on in the morning. I've already picked out what I'm going to wear. Then I'm done.

**Michele:** You really do this every day. You get up, you turn on the lights, you get dressed, and you're ready to go.

**Michael:** Yep. Then I'm ready to go. Something about that just mentally... When you're dressed and ready to play, again, you're passing the point of no return. You're not going to go back to bed, which is going to be a temptation for some people. It is also signaling to your physiology and psychology, "Hey, the day has begun. We're getting started. I'm dressed."

**Michele:** Such a great point. I find that has been very effective for me as well. Okay, what would the seventh step be?

**Michael:** Not everybody is going to want to do this, but for some of us, this is life and death, okay? *Drink a cup of coffee.*

**Michele:** You are not overstating that, just so you know. It is life and death.



**Michael:** I love coffee.

**Michele:** I do too. I like the smell of it. I love hearing it brewing.

**Michael:** Me too. All of those things become sort of unconscious cues for us to wake up. Obviously, coffee is a stimulant, so it can actually help in the process of getting your circulation going. You and I were talking in another podcast... While the coffee is brewing, I drink a full glass of water just to rehydrate myself and get my system kind of going.

**Michele:** I do too.

**Michael:** Then I drink a cup of coffee, and I drink it slowly. I've really studied this...

**Michele:** For the record, I don't drink it quite so slowly.

**Michael:** You don't? You suck it down?

**Michele:** I pound it down: one cup, a second cup... But that's the difference between the number of children I have at home and the number you have at home.

**Michael:** Well, that's probably a fair point. Yeah. I really enjoy that coffee, though, and it really does wake me up. I've studied coffee a lot because there were some people a few years ago who were saying, "It's bad. It causes cancer. It causes heart problems. Blah, blah, blah." Then there were other studies that said, "No. Actually, it's good for you in moderation." I choose to believe the latter stories.

**Michele:** I choose to believe the same. That's the narrative I'm believing.

**Michael:** So coffee in moderation and a cup of coffee can really help you wake up in the morning. It can help jumpstart your pursuit of being a morning person.

**Michele:** So you go straight from getting dressed in the clothes you had set out to going downstairs and grabbing your coffee.

**Michael:** That's right.

**Michele:** All right. I love it. What's next?

**Michael:** The eighth step would be to *enlist an accountability partner*. I don't think any major change happens while we're by ourselves.

**Michele:** In isolation, yeah.

**Michael:** Some people can do it. I've never been able to. Actually, I ran in college, but I had a hard time getting up for that. But I had a friend named David Strickland who I made a commitment with to meet on the curb at 5:00 a.m. I would get up as a student, and when I was too tired to really stay awake, I knew David was out on the curb, waiting for me. I would get up and go out there because I had this accountability partner.

**Michele:** The irony is he believed you were out there, so you both were accountable.

**Michael:** We had another situation where another friend of mine, Mark DeVries, and I were in Greek class together. It was a struggle, especially as we got into the upper levels of Greek. I ended up taking about five semesters of Greek, believe it or not.

**Michele:** Who knew?

**Michael:** Who knew?

**Michele:** I had no idea.

**Michael:** Yeah. I never use it, but it was helpful at the time. We would also get up and call each other at 5:00 a.m. This was a different period of my life, but we'd call each other to make sure the other one was up and studying Greek. It was important for us to succeed, so we enlisted accountability partners. Now for fitness, Gail is my accountability partner. We got to the gym together in the morning five days a week.

That's helpful too, but I think that in this situation, maybe there's somebody else who's trying to become a morning person or somebody who already is a morning person who can hold you accountable. If you're willing to be humble enough to submit yourself to that accountability, it will rapidly allow you to change. I think the greatest change happens when you do it with accountability. That's why I believe in coaching. That's why I believe in mastermind groups. That kind of accountability can really help the process.

**Michele:** Well, I'm doing that very thing right now. As you know, I've been very ill for the last several months, and I'm on a book deadline at the same time, so I needed to get into a writing routine. My very good friend by the name of Kathi Lipp and I decided to hold each other accountable for getting up early and writing. Every morning but Sunday, we get up and text each other that we're awake. When I'm up at 5:30, I text her, "I'm up. I'm getting ready to write."

**Michael:** Fabulous.

**Michele:** We both commit to that 1,000 words. When we hit 1,000, we text each other and say, "I just hit 1,000."

**Michael:** What time is it usually by the time you hit 1,000?

**Michele:** It depends on the day. There are some days when I can do 1,000 words in an hour and some days when it's like 10:00 a.m. before I have 1,000 words.

**Michael:** Yeah. I know.

**Michele:** It totally depends. But I know she's waiting for my text message saying I hit that goal, so that causes me to get right into my morning routine and dive right into my writing. I do it because I know she's waiting. That accountability has made a huge difference.

**Michael:** It's like leverage. It gives you the leverage you need to jump to the next level.

**Michele:** She would say the same. She has accomplished so much more.

**Michael:** I bet.

**Michele:** All right. Enlist an accountability partner, which requires a certain level of courage, but it actually helps you follow through. What's the final step to learning how to enjoy the mornings?

**Michael:** *Commit to six weeks.*

**Michele:** Okay.

**Michael:** I used to say 21 days because kind of the popular thing was that you could change a habit in 21 days, but there has been a lot of research on habits, and all of the research I've read says you can't really change a habit in 21 days. It really takes more like six weeks. There are some other conditions as well. I say just to give yourself a chance. Don't wake up one morning and go, "I'd rather die," and not give it a chance.

**Michele:** Even though you may feel that way.

**Michael:** You may feel that way. Don't do it for a week, get overconfident, and think, "I've got this," but really commit to six weeks. I do most of the stuff I do in my life experimentally. In other words, I commit to an experiment. "I'm going to test this and see if it works for me." You know, maybe the mornings don't best serve you, and that's fine. But give it an honest shake and see if it makes a difference.

I've had a lot of people write to me after hearing me talk about this who have said, "Where have I been all of my life? I can't believe I slept through this amazing time when I could have gotten a jumpstart on my day, when I could have gotten really focused." This became their power hour to really set their day up for success.

**Michele:** All right. We have walked through nine different steps to learning to love the morning, to becoming a morning person. Just to recap, here they are. First, change your story. Second, determine what's at stake. Third, plan your sleep. Fourth, use an alarm. Fifth, turn on all of the lights when you get up so there's no chance you can retreat back to bed. Sixth, set out your clothes the night before so you can get dressed right when you get up. Seventh, drink a cup of coffee. Eighth, enlist an accountability partner. Ninth, commit to six weeks.

Just make that commitment and see it through, and it just might change your story. Now I have a couple of additional questions at the end because I can almost hear some people asking these. I've asked them. What about those people with small children? Do you have any advice for them as far as learning to be a morning person when you are juggling a bunch of children with different bedtimes, school schedules, and all of that?

**Michael:** Yeah. You may be able to answer this better than I can. It seems like you have to be a morning person if you're going to have small kids, because the kids are up. They have to get ready for school and all of the rest. The only question is whether or not you're going to get up earlier than they are so you have some time for self-care and all of that. The one thing I do remember from back in the day when I had a lot of younger kids at home is that it was a different season than I'm in now.

I remember having the objective of getting seven minutes for a quiet time. If I could just get up and have seven minutes to myself... I literally timed it. In seven minutes, I was going to read a little bit of the Bible and pray a little bit. That was all of the preparation I could do. Now I spend an hour doing that, but I'm in a different season now. So you have to take account of the season you're in, but I can't imagine a mother of young children sleeping in and being a night person.

**Michele:** Well, I think some of the trick really goes back to what you said as far as the third step: planning your sleep. Planning your sleep also involves planning their sleep. For me, it's very important... Now I've had two different phases of parenting. I raised three boys and then started over again with raising three more. I'm doing it a little bit differently this time.

One thing that's very important to my husband and me is making sure our kids go to bed at a good time so we can go to bed at a good time. The only way for all of us to wake up in the

morning ready to go is for all of us to get our sleep. Part of being that morning person who's ready to wake up and embrace the day is making sure everybody is getting to bed at good times the night before.

**Michael:** Yeah. That's a very good point. Okay.

**Michele:** The other motivation for me is having time alone before the kids wake up.

**Michael:** Yeah.

**Michele:** That part has helped me be a little bit more motivated to wake up before they do so I can enjoy that quiet.

**Michael:** So you're getting up at 5:30. What time do you get them up?

**Michele:** I get them up at 7:30.

**Michael:** Okay. So that gives you a good two hours.

**Michele:** I write for an hour, and then I usually have some kind of quiet time for about an hour. Then when they get up, we go right into breakfast, lunches, and all of that fun stuff.

**Michael:** Yeah. Then the day is off to the races.

**Michele:** Yes. Then I'm exhausted by 10:00, but we've had a really good start.

**Michael:** You're ready for bed or a nap.

**Michele:** Exactly. How about those people who live with somebody who's a night owl? Let's say there's someone listening right now who's a college student, so they're in a dorm where they're surrounded by people who are up all night. What suggestions do you have for them?

**Michael:** Well, it's interesting... First of all, you certainly don't have control over other people, but you might be able to have a conversation with them. You might even, if you're a leader, be able to influence them and sell this whole concept to them. "What would our lives look like if all of us in this dorm room decided to become morning people?" If the other person is unwilling to do that, maybe you can negotiate something so you can at least get to sleep.

They can be quiet, be in their part of the room, turn the lights down low, or do something that enables you to go to sleep. I've been in situations before where I've had to wear earplugs or

have some kind of white noise generation in my headphones. That can work. I think you can still get those things at Walgreens that you wear for beauty sleep or on airplanes.

**Michele:** The eye masks?

**Michael:** The blackout...

**Michele:** I use them every night. It's like the best \$10 I've ever spent.

**Michael:** Yeah. I carry them with me everywhere. When I'm traveling...

**Michele:** I do too. I sleep so much better with those on. How about somebody who's married to... Let's say it's a man who's married to a woman who stays up late. I know you and Gail have the same schedule, but there are a lot of people who have different schedules. Any ideas for them?

**Michael:** Well, yeah. The reason we have the same schedule is that we talked about it.

**Michele:** Okay.

**Michael:** We realized it was important to be aligned on this. It's important to go to bed together, and it's important to get up together. We felt like the reason for that was that we just wanted to be in sync, you know? I think it's not that healthy of a thing when you're going to bed at different times. There are some things that require both parties to be in the bed at the same time, if you know what I'm saying.

**Michele:** I have no idea what you're talking about. So true. It's very true.

**Michael:** I think that to talk that through and just make a decision is important. We love doing things together. She is my best friend. She's my accountability partner. I'm just thinking of somebody who may not be in that situation. I think that to have that discussion...

**Michele:** At least have a conversation.

**Michael:** Yeah. Again, frame it as an experiment. "Let's just try this." What about talking to your spouse who's a night owl and saying, "Hey, I've been doing some research on this. I was listening to this crazy guy, Michael Hyatt, and his even crazier cohost, Michele Cushatt. They were talking about the value of being a morning person?"

You could say, "I think there's some merit here. I wonder if you'd be willing to try this with me for the next six weeks. If it doesn't work for us, we can go back to what we've been doing,

but what would it make possible?” That’s the question I would ask. “What would it make possible if we went to bed at the same time, got up early, and pursued this project together?”

**Michele:** Then maybe even get their buy-in for that six-week attempt. Try that for six weeks to see how it works.

**Michael:** That’s right. Yep.

**Michele:** “No harm, no foul if it doesn’t work out, but let’s try.”

**Michael:** I sell everything to my staff and my family with the “Let’s just try it” strategy.

**Michele:** And they’re so happy about that.

**Michael:** Then they get sucked in.

**Michele:** Yes, exactly. Well, today we’ve been talking about how you can become a morning person regardless of where you land in that debate. It is possible to wake up a little bit more engaged, a little bit more ready to tackle the day. We’ve given you nine steps to make that happen. If you’ve enjoyed today’s episode, you can find the full transcript as well as the show notes at [michaelhyatt.com](http://michaelhyatt.com).

In addition, if you’d rather watch than just listen, you can find the video at his website as well. Do us a favor, however. Before you go, take just a few seconds to head over to iTunes and rate this podcast. It’s a key way to get this podcast higher in the ranks, which will mean it’s more visible and more accessible to those people who truly need the content. Thank you so much for taking the time to do that. Do you have any other thoughts, comments, or insights before we go?

**Michael:** No. I would just say I think being a morning person has been a key component in my success. It has allowed me to be proactive and intentional about my day. I think that when I got up later earlier on in my career, I felt like the day was kind of already gone, like I had kind of missed the train, so to speak. I like having control. I like taking the initiative and being intentional.

**Michele:** I’m with you. Absolutely. Thank you again for joining us today, listener.

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