

The Six Figure Routine

What Successful People Do
On A Daily Basis To Achieve
Their Dreams



By International Coach And Business Entrepreneur
RAY NEWLAND

The Six Figure Routine

By

Ray Newland

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“Change your 24 hours and you will
change your life.”

Eric Thomas

If you want free help, advice and tips on how I achieved financial freedom within 5 years of losing my job as a professional goalkeeper (soccer) through injury, and living in rented accommodation and being broke and in debt...

Check out www.raynewland.com

Let me show you how to live a life with no limits, and
Live a life, most people will only dream of!

Table of Contents

The Six Figure Routine	1
The Success Follow A Daily Routine.....	4
The Night My Life Changed Forever!.....	7
The Breakdown and the Awakening.	8
Let Me Introduce Myself.....	15
My writing style.....	22
My Six Figure Routine - Time Table	25
My Six Figure Daily Routine - Time Table Breakdown	26
You Might Have To Go Against the Grain	28
I Have Not Got The Time!.....	29
Stuck In A Job	31
This was my routine back when I was stuck in a job	35
I Have My Own Business, I Just Have Not Got The Time!.....	38
The Power of Sleep!.....	45
Get A Head Start On The World	49
Setting Your Affirmation Alarm.....	54
DISCIPLINE - ROUTINE - CONSISTENCY - ACTION.....	56
Your Six Figure Routine Will Be Life- Changing.	58
My Six Figure Income Daily Routine: The Breakdown	62
Daily Gratitude Affirmations	76
My Business and Personal Life Affirmations.....	79
Segment Two: 7 am till 8 am.....	81
Puttering	82
Segment Three: 8 am till 9 am	83
Segment Four: 9 am till 12 pm:.....	86
Segment Four: 12 pm till 1 pm	94

Segment Five: 1 pm till 4 pm:	100
Segment Five: 4 pm till 7 pm	108
Segment Five: 7 pm till 9 pm	112
A Day of Pure Action but While Still Having a Life	114
Just Do It!	117
My 21 Day Challenge to You	119
My Six-Figure Routine (Time Table).....	122
Carry Your Six Figure Routine With You.....	126
YOUR Six Figure Routine	127
Write Your Six Figure Routine Below.....	128

The Six Figure Routine

What I am about to show and teach you within this book will 100% change your life. To what degree I do not know because it all depends on the effort that you put in to make this happen.

However, if you at least follow some of my advice, you will see an improvement in your business, personal, and/or spiritual life, whatever you choose.

BUT, if you follow all of my advice, you can and most probably will, change your life! **Seriously!**

For full transparency, this system is not mine. This is a combination of the many successful people that I have followed over the years, and as I studied their success and more importantly what helped these entrepreneurs to become multi-millionaires, I realised that there was a pattern, or to choose a better word, routine.

I noticed that EVERY single successful person I followed and studied, all had some type of daily routine and habits that they did on a **consistent** basis, which helped them achieve their success.

Another thing that I noticed sadly was that unsuccessful people had no, too very little, daily routine in their life that they followed.

Without contradicting myself, this is my system but it is a combination of me copying the daily routines of other multi-millionaires, who have made a wealth combination of billions

between them and developing my own routine, what I felt was the best bits that I learned from these successful people.

In fact, the information I am about to share with you has cost me probably over \$100,000 in purchasing countless courses and books, paying for personal mentors, some of whom were really good and others a complete waste of space.

So, I have sorted the wheat out from the chaff.

It has also taken me about five years to fine-tune my daily routine so it works like a dream and the good news for you right now, you have not paid the thousands of dollars like I have paid over the years and it will not take you five years to master this routine like it did for me.

So, you can implement The Six Figure Routine immediately after you have read or listened to my program and more importantly it has not cost you the earth to get this information.

Word of Warning: Just because you only paid a small investment for the information in my book, please treat the information inside with the upmost respect because I assure you it will change your life if you implement and follow The Six Figure Routine.

Once you start implementing The Six Figure Routine, I will guarantee that you will feel more confident, have more positive energy and you will see the world with a completely different perspective.

Also, more importantly, you will feel like you have the edge on the world and that you can achieve anything you want in life.

By the way, when I say The Six Figure Routine, this could mean yearly OR monthly. My routine helps me make six figures every month, but if your plan is to earn six figures each year this book will help you also.

I know it is a bold statement but if you follow The Six Figure Routine as close as you can, and ideally to the letter, you will 100% change your life and will start to hit your dreams and your goals.

So, if you are ready, let's dive in...

The Success Follow A Daily Routine

You probably do not need me to tell you, that sadly the majority of people listen to and follow the wrong people, which is normally their closest family and friends.

I will not be going into great detail in this book but getting business advice from your family and friends is normally without fail the wrong place to get your advice.

Now, please do not get me wrong I still deeply love my closest friends and family, but that does not mean I will listen to their business advice.

For me, whenever I have wanted to achieve something in life, I have always found someone who has already achieved what I want to achieve, in the same business and niche, and I simply copy them.

As simple as this sounds, this works and it is crazy that the majority of people do not follow these simple steps.

Please do this exercise now, I want you to pick two or three successful people that you admire. This could be an entrepreneur, professional athlete, musician, or movie star.

Once you have made your choice, I want you to do some research on these people. On how they made their success, to what they do daily.

I bet and guarantee that every one of these people that you admire will have some type of daily routine that helped them generate their success.

Their success did not happen by accident, it was deliberate consistent daily habits in their routine that has seen them overtake the Joe Average in life, who by the way, most definitely will not have a daily routine.

These successful people will be the first to admit that they are nothing special (which I totally agree with), but their standout qualities are their daily routine to success!

Okay, okay I am sure there will be one or two that did not have a daily routine, but I will guarantee it will be less than 1%. I have studied over two hundred successful people over my twenty years on my journey of self-development, and hand on heart, every one of these amazing people had daily routines.

Think about it?

Why do 95% of the population live from pay cheque to pay cheque, and have someone else (a boss) telling them where they have to be, and at what time, and even worse when they can go home!

Because of their daily routine. Sorry, I should say, because of their very poor daily routine.

The majority of the population do not have their own daily routine, so they end up on someone else routine, aka their boss.

I am being so serious here, the moment you start on YOUR OWN daily routine, you will immediately be ahead of 95% of the population.

It will not happen overnight, but as soon as you set a daily routine, you will start to take control of your life.

Even if you are employed, you can slowly start to take control of your life once you have your own routine, which I will explain further in another chapter.

So, the reason for this chapter is to underline the importance of following the successful and not the 95% Joe Average!

So, if you hopefully do the little experiment I asked you to do, and research two to three people who you most admire, and you will see that they all most probably have a daily routine, and with the advantage of what you will learn from this book, hopefully, you will see the importance of emulating your heroes and using the information within this book to propel your life forward.

Honestly, life does not have to be complicated, just copy and follow the successful people. They have made all the mistakes, and it is not to say you will not make the odd mistake or two, because you will, we all do, but your chances of success will go through the roof, by simply copying the winners in life!

The Night My Life Changed Forever!

Before I explain My Six-figure Daily Routine, and who I am and more importantly how I can help you, please let me tell you a very quick story that changed my life.

Without this incident, I would probably not be writing this book because it underlines that anyone can come back from being on their knees and in the gutter, to have the lifestyle that they want.

So here goes.

The Breakdown and the Awakening.

I was in bed one night with my wife when my feelings and thoughts began to overwhelm me. I bolted upright and started to cry uncontrollably!

My wife was completely shocked, having no idea of what had caused my outburst. She sat next to me rubbing my back, bemused as to why I was in such a state.

I was sitting bent over with my head in my hands bawling like a baby.

With my wife comforting me, I wondered where it had all gone wrong.

My wife was frantically asking me what the matter was, but I was in such a state, I could not answer her, even though I was trying to!

After almost ten minutes; I managed to calm down and I explained to my wife what had caused my sudden outburst.

Before I explain why I suddenly burst into tears, let me explain what I had been doing for ten years earlier in my career, which had led to the mental torture I had been going through in the weeks and months leading up to my breakdown.

As a youngster, my dream was to become a professional goalkeeper (Soccer player). I wanted to be a shot-stopper, a goalkeeper, and even though it came with massive challenges, I managed to achieve my dream at just eighteen years of age.

For nearly ten years I enjoyed being a professional goalkeeper, doing something that I loved every day, working daily with people who also loved their job, and more importantly, wanted to win.

So every day I was stretched to the best of my abilities, doing something that was my boyhood dream, being with winners, and trying to win.

I was young, healthy, living my dream playing in front of up to 30,000 thousand people every week and I could not even begin to try and explain here in this book, just what an incredible feeling it is, to have thousands of supporters chanting my name each week.

I have never taken a drug, but I believe no drug could give me the high that I felt being in those stadiums, performing in front of thousands of people. It was just an amazing adrenaline rush.

Then abruptly and suddenly my career was over. A tragic training ground injury halted my dream prematurely when I was just twenty eight years of age.

Suddenly, I found myself broke, in debt, and living in rented accommodation, and because football (Soccer) was all I knew (I had no formal education), I could not get a decent well paid job.

So frustratingly for me, in order to keep food on the table for my young family, I ended up having to accept a mediocre job working for the National Health Service packing blood for a living.

This was soul destroying for me.

I very quickly realised that I would not be happy with my new job. I was not concerned about the dramatic drop in income or the

massive increase in the working hours, because I was very comfortable working hard.

The problem was my newfound negative bosses.

I had gone from an environment that challenged me and inspired me every minute of my life, to an environment that I hated and that drained every part of my being.

For nearly a decade I was use to my football playing colleagues and bosses talking about high achieving and winning. Now, my new work colleagues and bosses were negative, always talking about how dull life was, how they hated their jobs and how life had dealt them a bad hand.

What a contrast this was for me!

However, what I was not prepared for was the way my new bosses were going to treat me just because I was positive and they found out I had my own soccer coaching business that I ran after work hours.

I will not go into detail, as this book is about being positive, and not about my negative bosses, but I will just say that these bosses ganged up on me and were on a mission to get me sacked all because I was positive and had started my own business alongside my job.

Now, when I mentioned bullying below, I do not mean physically because I stand six foot four inches tall and weigh eighteen stone, and even though I am not a fighter and will only lash out as last resort, I sensed my bosses did not want to chance this type of

bullying, so instead, they chose the type of bullying that cowards in power opt for.

I am sure most of you reading would have encountered this type of bullying at some stage in your working life that people in power opt for.

My bosses would force overtime on me, overtime that I did not want, and when they went for their lunch break, they would go way beyond the hour we were given in our contract, and nothing was said, but if I dared to go just thirty seconds over my lunch break, there was an inquest and I would get threatened with verbal warnings.

If I came back from lunch just thirty seconds late to prove a point, and say to my bosses, 'Well if you are going to be late and leave me hanging, I will do the same to you,'

Again they would threaten me and say, 'You have been making phone calls in works time for your business, this is a sackable offence.'

I would advise them that this was my one hour lunch break, and they had no right to tell me what I could, or could not do in this period.

But they felt they did have this right!

They were relentless, some days I was getting pulled into the bosses office twice per day and was getting threatened with the sack for the most ridiculous things.

So, going back to my outburst in bed, I basically hit breaking point after several months of my bosses making my life hell.

What was going through my mind every second of the day was, how on earth did I get myself into such a bad situation where these losers could make a misery of my life.

I would be thinking, I do not deserve this, I have given a 1000% to succeed in life, how did I end up getting told what to do by people who had never put in as much as 1% effort in their life?

The sad thing about life, which I now understand but did not back then, is that you do not always get what you want by working hard, however that's for another book maybe.

So, going back to the night of my meltdown, the reason I ended up in such a mess was because I knew that I was massively underachieving and I was allowing the biggest underachievers that I had ever met, dictate my life.

However, little did I know my negative bosses were going to change my life forever!

Because now I was going to use them as motivation!

The motivation for me to get a better life for myself and my family.

When I eventually calmed down enough to speak to my wife, I explained to her why I was so distraught, but I said something to her that changed the rules for me and my family, when I said...

“Babe, if we are not going to get the things in life that we want, so be it...but I will tell you this. When I get to my death bed, if I am

still a failure I will be able to look in the mirror at myself and say, 'Ray, you never got what you wanted out of life, but boy o boy, you gave it your best shot!'

'This is the first day of our new life, I have to be my own boss!'

Now, even though this did not happen overnight, this one desperate statement to my loyal wife changed our life, and within five years, I was financially free!

So, why I have told you about my life changing life event?

Sometimes, we all need to be pushed and backed into a corner before we realise we have to do something different or even dramatic in life. Looking back in hindsight, what my negative bosses had done was get me motivated enough to make me see that I had to change things in my life.

Also, what had been destroying me internally was the thought that someone else who I had zero respect for, was telling me where I had to be, what I had to do, at times of their choice (not mine) and even telling me when I could go home to see my loved ones.

So, I was living by someone else's diary, building their dreams, not my own, and this is what had been killing me slowly over these months. Deep down I knew I was failing because I was not living by my own successful daily routine.

And this is what this book is about, getting you off someone else's six-figure daily routine, and onto your own, or improving your current daily routine if you have one already.

So, the moral of this quick story is...hopefully when you see how low I was and basically having a nervous breakdown in front of my wife, and then how I had to drag myself out of the gutter, to living my dreams for the past 20 plus years, hopefully, this will get you thinking, well if Ray can come from such a low point, then go on to achieve his dreams, well why can't I.

And why can't you!

You just need to be on your own six-figure daily routine.

To Digress: When I mention football in this book, it means soccer, and when I mention goalkeeper, this is the position on the team that I played.

Let Me Introduce Myself.

If you do not want to know where I came from and you prefer to jump to the juicy stuff, go to the next chapter. However, I think it is important to find out where an author has come from, as I believe this makes the book more relatable...anyhow it's up to you my friend.

My name is Ray Newland and I was born in Liverpool, United Kingdom.

I honestly do not believe I am anything special, but I am hoping that when you read where I have come from and that I was not born with a silver spoon in my mouth, this will give you the confidence to think...

‘Well if this Ray Newland fellow can make it, so can I!’

Even if you only get this one point from my book, it would have been worth your time reading it, just for this lesson.

As you now know, my dream was always to become a professional goalkeeper but my problem was, I was that far behind my peers in terms of ability and physical presence.

So, the odds were stacked against me. However, I had one thing in my ammunition, that most of my peers did not have, and that was a will to succeed and just a dogged determination not to give up on my dreams.

Another thing that went against me was having been brought up in Norris Green, one of the poorest council estates in my hometown of Liverpool.

However, even though I lived on this poor council estate, I was very, very fortunate to have parents who were willing to help me to the best of their abilities. They gave me an amazing childhood.

My father was a long distance truck driver and my mother was a housewife who fostered (adopt) children. My parents actually won an award from our city of Liverpool for the number of young children they took into our home.

Especially as I got older, I travelled away to play football games (I was sometimes away for a few weeks), and when I returned home, I was like Goldilocks, saying, 'Hey, who is that sleeping in my bed?'

It would have been another child my parents took into our home to help.

To say that my parents were kind hearted and generous would be an understatement!

My mother was and still is a shining light in my life, and the love she showed me as a child helped me, not only to have the confidence to go and achieve my dreams, it also allowed me to pass this love on to my children.

It was safe to say that my mother was one of the best mentors that I have ever had on being a decent human being.

My father was a very hard worker when I was growing up, normally leaving the house before 6 am to travel throughout the UK in his

truck, delivering products for his company. He was seldom home before 8 pm. It was a very tough life for him and I knew he hated it.

My father taught me strong ethics about working hard to put food on the table for my family. This has served me well because like most adults, I had, and still have my fair share of challenges.

Even though the estate we lived on was rough, we lived quite well and our house was very comfortable. People from other housing estates looked down their noses at us living in Norris Green, or as we called it, Nogsie Green. So, I personally always felt I had something to prove, which I think helped me in life.

However, one of the things my estate taught me to do at a very early age was to run!

There were a lot of gangs on my estate, and it was like a giant maze of linking roads and if you made one wrong turn and ended up in another gang's street you could be in big trouble.

So, when we did bump into a gang, sometimes my friends and I got away, other times we were not so lucky.

Apart from a few fights, some of which we lost and some we won, it was actually not that bad.

As daft as this sounds, this is probably where I learned about the art of teamwork, which would later help me in my future role as a professional football player, because my friends and I had to stick together.

However, drugs become a VERY serious problem on our streets, in particular heroin.

Most of the teens were casual smokers because smoking was the 'in thing' at the time, so when heroin came onto the scene, the teenagers on my estate and a lot of my friends simply did not realise the dramatic impact it would have on their life.

And sadly, for many, it cost them their life, including one of my foster brothers Damien, who died from a heroin overdose.

I witnessed a lot of healthy, talented, and really nice young teenagers whose lives were destroyed very, very quickly because of this evil drug.

It felt like one minute I was playing a game of street football with these friends, who had a bright future and the light of hope in their eyes, as most happy-go-lucky teenagers have, to then, in just a few short months, seeing these same healthy fun loving teenagers turn into walking skeletons and zombies!

It was devastating to witness!

Now, there is nothing positive that can come from a young person's life being ruined by drugs, but as selfish as this may sound, this was a tremendous lesson for me. What I witnessed shocked me so much that I became anti drugs, and never even tried a puff on a cigarette.

I also believe that my dream kept me from trying heroin.

My dream of becoming a professional goalkeeper was that strong, I did not want to risk taking anything in case it jeopardised my chances of achieving this boyhood dream.

One of the best things I saw was a poster at the local sports Centre. On this poster, there were images of every sport and hobby you can think of, football, tennis rackets, rugby balls, table tennis bats, guitars, etc.... I could go on.

And the slogan said 'Get your child hooked on something before someone else does!'

For the reader who does not know what this means, it was a warning for parents to get their child hooked on a hobby (dream), before some low life scum bag drug dealer got them hooked on drugs.

This had a massive impact on me seeing this poster. All I can say is, thank goodness I had a dream!

Apart from the gangs and drug problems on my estate, another negative influence was the high unemployment. It was the norm on our estate to leave school with no qualifications and immediately start claiming money from the government.

So, with drugs and high unemployment on my estate, I am sure you can imagine there was not that much positivity about.

It was desperate, it was dangerous, it was depressing, and the only thing that kept me going was my parent's words..."Ray, you can do anything you want in life"

Oh, and my dream.

Luckily for me, I went to a great school called Anfield Comprehensive. It was a good thirty minute bus ride away from my estate, which was a good thing, as I felt that I was away from all the estate's negative influences.

However, one of the things you need to also know about me is this, I was just Joe Average in school and struggled with more or less every subject, but what the teachers loved about me (or most anyway!) was that I never gave up.

I definitely had the ex-prime minster of England, Winston Churchill's fighting spirit, "Never, EVER, ever give up!"

I would just never give up, which I believed helped me to get through school.

Now, even though, I finished school with few qualifications, I can honestly say that it was one of the best experiences of my life. I loved my school, most of the teachers and my fellow pupils!

Sadly, Anfield Comprehensive was knocked down by the powers that be, but I will always have fond memories of this great school, 'Anny Comp' as we would call it.

So, after this upbringing, I would be forgiven if I would have ended up living in mediocrity sadly like most of the other children that I grew up with, but thankfully the powers that be, put a chip inside of me that I wanted the better things in life for myself and my family.

After I achieved my dream of becoming a professional goalkeeper and I ended up in the dead end job packing blood for a living, I

have gone on to build the leading and largest goalkeeper soccer school in the world, currently, in thirty-plus countries at the time of writing, check out www.just4keepers.com

I also developed one of the biggest sports products in my sports niche that has sold in fifty-plus countries, check out www.j4ksports.com

I have also built up a sizeable property portfolio that helped me to become financially free and have become an author of eight books.

Another boyhood dream of mine was to emigrate to the USA, which I also achieved.

I also have my website www.raynewland.com that provides mentoring to thousands of entrepreneurs from all over the world but more importantly I have become the best father, husband and son that I can be for my family.

Not bad from someone from Nogsie Green heh!

So, there you have it. I was brought up on a poor housing estate, with a lot of negativity and I was just about average in everything that I tried to achieve. So hopefully you will start to think, “Well, if Ray could become a success, then I have no excuse.”

And that’s it really...you have NO excuse!

So, I am hoping after you read my book it will inspire you to go out there and...

“Live a life, most people will only dream of”

By following your own routine, not someone else’s.

My writing style

Before I start going through The Six Figure Routine, let me quickly explain to you my writing style.

I do not get a proof reader to go over books, reason being is I feel a book loses the voice of the author when a proofreader changes the authors wording too much.

Because I want my book to feel like I am talking to you directly over a coffee (or a beer :) I write exactly how I would talk to you, friend to friend.

So, you might find the odd spelung mistuk or wrong grammar, but I am more than confident that my message in this book will get across to you.

Quotes:

I absolutely love quotes, so you will see quite a few in this book to hopefully inspire you and obviously these quotes will be about time to resonate with my book.

But I believe most people do not really take advantage of quotes.

I believe some quotes can be just as powerful as reading a whole book, and most people do not sadly see the power in quotes that have come from our leaders of yesteryear, so they overlook these powerful life lessons in words.

Reading or listening to a quote that literally takes seconds from some of the greatest people and minds that have walked this earth, is one of the greatest investments of our time.

It is something I recommend because it WILL be life changing.

Important: So when reading these quotes within my book, do not just read and move on, instead take a moment to really think about what this quote meant and still means to this day.

Here is a quote to whet your appetite.

“Your time is limited, so don’t waste it
living someone else’s life.”

Steve Jobs

My Six Figure Routine - Time Table

I will go into greater detail of what I do with each segment of my time table below further into this book and for full transparency, even though I try to stick to the six-figure income daily routine rigidly, I sometimes will have to change things around, for the likes of face to face business meetings, trips away, family etc. So, my routine can be flexible as like yours can and should be.

But I will always without fail, get back into my daily routine again as fast as I can, because I know this is one of the major factors helping me to have success.

Also, it is important to note that just because I do a certain thing at a given time, it does not mean you have too.

For example, I get to the gym for about 5amish and you might not wish to do this. So instead, you might want to work on a current project of yours, or you might want to exercise at home, so this is obviously fine.

The reason for my daily routine is to make sure daily I am working on my dreams and goals, and not other people's dreams and goals!

And to have success, it really helps to have set times throughout the day, so you know where your focus should be going. But it is important to note, what you add into YOUR routine will be personal to you.

But more about that later on.

My Six Figure Daily Routine - Time Table Breakdown

Please see below a quick overview of how I break each section of my day up, further into my book I will dive deeper and explain what I actually do in each section.

Again, it is important to note that you do not have to copy the exact same time table schedule as me, you obviously fill your day according to your preference and your priorities.

But this is my schedule.

4: 45 am: Alarm clock goes off.

5 am: I get up

5 am till 8 am: I go to the gym and educate and meditate. I also write my to-do list for that day, and work on my dreams and goals.

8am till 9 am: Sit, relax and have breakfast with my wife and daughter.

9am till 12 pm: I work on projects that I love doing and that move my businesses forward. Also, please note, I do not switch my phone on or look at my emails over this period.

I will also give my web developers, staff, and virtual assistant their daily instructions. So, I have my people working on my routine.

12 pm till 1 pm: Lunch with my wife and talk about our joint goals.

1 pm till 4 pm: I will switch on my phone and check email, and get back to important people. I delete the majority of my emails and ignore phone messages that are not relevant to my dreams and goals.

It is vital that you are picky with who you communicate with!

4 pm till 7pm: This is my time to spend with my family, especially my daughter to take her to the after school activities that she attends.

I also take this time to take care of non priority stuff and write the content that I need for my businesses, websites and the books I am writing.

7 pm till 9 pm: I have my evening meal and chill with my wife and daughter.

9 pm: Bed

You Might Have To Go Against the Grain

This is how I set out my daily routine but before I breakdown each section of my daily routine in more detail, first let me digress and explain over the next few chapters some vital instructions, that if you implement with your six figure routine, it will be a much better experience for you.

Some of what I advise will be totally against the grain for you, like it was for me when I first started, but I really recommend you take everything on board what I advise because it can be life changing!

For example, most entrepreneurs are brainwashed (like I was) that to be a true entrepreneur, you have to go to bed at 4 am and be back up again for 6 am, because sleep is for whimps.

This is actually nonsense, it is actually now proven, getting a good night's sleep is a lot more advantageous than having little sleep, so when I suggest to you shortly to be in bed by 9 pm and up for 5 am, this might go against the grain.

But I assure you, if it is something that you try or at least get close to doing, you will never want to go back to the so called ridiculous entrepreneur's time table again of little to no sleep.

So please keep an open mind to what I am about to explain to you.

And remember, the greatest, entrepreneurs, movie stars, professional athletes, and musicians etc. will all follow a similar successful daily routine, so there is a good reason why I share the six figure daily routine with you.

I Have Not Got The Time!

Ray it all sounds good but it is impossible for me, I am just too busy.

Honestly, if I had a penny every time someone stated to me, that they are just crazy busy and have no time, I could open a penny shares empire.

So if this is what you are about to state, lack of time, I have a question for you.

If you have not got the time to change your life, do you think there is something wrong in your life? Your routine?

Please do not make time an excuse, because with the greatest respect, this is the excuse the normal Joe Average will use.

Now, without contradicting myself, for some people, it might be very different to have your own time table throughout the day because you could be stuck in a job that dictates where you have to be on a set hour (s) but there is a way around this that I will explain in another chapter.

But if you are in your own business, I do not care how busy you are, you have absolutely no excuse to change your time table (Routine) to suit you. I will leave this for another chapter.

I am going to explain how you can get daily routines to work for you, if you are employed and or self-employed in the next chapters.

Please remember, even though you might not be able to have a rock solid six figure daily routine now, there is absolutely no reason why you cannot have some sort of daily routine in place, and as you get more of your time back, you can then increase your daily routine, so you can fully 100% dictate your own time, routine and destiny!

Stuck In A Job

You might be someone who is stuck in a 9 to 5 job and it is impossible for you to have your own daily routine. To which I agree and also disagree.

Now do not worry, I am not going to be one of these so called gurus that will rant and rave and state you have 'NO EXCUSE' because you have to be positive rah rah rah, but then give you no substance or answer to your dilemma.

If you are in a position that your job is getting in your way, I 100% understand because I have been there myself and sometimes no matter how positive you are, there are certain times in your life when you can be genuinely stuck on another person's or organisations routine.

Before I give you an example of how you can get around this if you are working a 9 to 5 job, let me give you my personal experiences, so you know I have walked my talk and have done exactly what I am about to teach.

Going back to the story and example of when I was in the dead end job working for the national health service packing blood for a living, because I knew the bosses were trying to jeopardise the business that I had just started, I decided to apply for another job working in a city centre school as a learning mentor.

Now you might ask, why would my bosses want to jeopardise a business that I was running alongside my job that was not getting in the way of my job?

So I am going to give you some powerful advice here, especially if you are like I was, and also have a business alongside your current job, or you want to start one.

The reason why I believe my bosses tried to jeopardise my business was because they despised their job as much as me. I know this because they told me. So instead of being happy for me that I was working my way out of the job that they hated as much as me, they were resentful of my potential success.

You see, my bosses did not have one ounce of “Get up and go” between them all, so it was easier for them to try and sabotage my dreams of owning my own successful business, than god forbid, they actually got off their arses and try to achieve something in life for themselves and their families.

As they saw my success as their failure, this is why they tried to screw me over because by me leaving the job they hated just as much as me, it was underlining to them, that they were unsuccessful.

I cannot stress enough, if you have a business alongside your job and you are waiting for the right moment to leave your job when your business is big enough, **DO NOT** tell anyone in your place of work. Keep it quiet and to yourself, until you are ready to hand in your notice.

I know it is not your bosses and or workmates business that you have your own business alongside your job, but they will make it their business, and from my experiences and the experiences of

dozens of people I have spoken to about this topic, we are all of the same opinion, tell no one!

So, tell no one!

By the way, when I handed my notice to advise my bosses that I 'No longer required their services' I wish I could have taken a photograph.

Their faces were priceless and to be honest, I can still remember this day like it was yesterday, it will be a day I will never forget because it was one of the greatest moments in my life.

My life has never been the same again for the better, the day I walked away from that soul destroying job.

Anyway, the good news was, I applied for this new role and got it, one to get out of my current working environment and two, because I needed a job with better working hours than me packing blood, which was shift work so very tiring.

My new job was such a breath of fresh air, I was mentoring children in a city centre school which I loved, it was better hours 8 am until 4 pm, it allowed me more time to build my business and you guessed it, I kept quiet about my business.

However, as much as I loved working in the school and helping the children, I knew for me to hit my dreams and goals for myself and my family, I had to be my own boss.

But because I did not have any business experience or skills, I knew I had to get educated, so I started myself on the road to self education.

However, it was not like it is today where we have audible, YouTube, kindle and a thousand other outlets to get instant education.

Back then it was a lot more time consuming and I had to basically buy a book or cassette to get my self education.

Even though I was still having to work off another person's six figure routine (my bosses), I started on the road to working off my own six figure routine.

This was my routine back when I was stuck in a job

Up for 5 am. (My job was 8 am until 4 pm)

Between the hours of 5 am and 7 am, I would read my books and also work on any promotional materials for my Just4keepers coaching school business that I ran outside of my job that I was building up.

At 7 am my children would get up for school, so I would spend some time with them over breakfast then leave about 7:30 am for work.

On the way to work I would be listening to my motivational cassettes and at every traffic light, I would be writing down anything that stuck out as important on the tapes.

Once in school, from the hours of 8 am till 4 pm, I belonged to the school and as much as I loved helping the kids, I was so frustrated because I was not doing what I wanted to do in life.

But I knew it was a temporary inconvenience.

Throughout the day, I would have two breaks and one lunch break so I would go to my car to have my lunch, so I could keep listening to my motivational tapes, make phone calls and or write emails to drum up business.

At 4 pm when I finished work, I would drive straight to the football (soccer) venue where I would be doing my goalkeeper schools coaching session. I would get changed in my car into my

goalkeeper coaches training kit, then I would coach on the field for a couple of hours.

After training, I would not even get changed, I would sit on a blanket so my car seat did not get dirty and drove home.

I would get home at about 9 pm, have a quick shower spend some time with the children and when they were in bed, I would have my evening meal, normally about 10 pm.

I would spend time with my wife until 11 pm, then she would go to bed, then I would work until midnight, sometimes 1 am to finish any work I had for my business.

Then I woke up at 5 am the next day, and it all started again.

The only saving grace I had was weekends off, so I could make up for lost time with my family and also get more work done for my business.

It took me about eighteen months working this routine, but I eventually was earning enough in my own business that I quit my job.

And I have been self-employed ever since.

Now was it hard working my job and business at the same time?

I cannot even begin to try and explain in writing just how hard this routine was, but if you want the best things in life for yourself and your family, you have to do, what you have to do.

And if I had to do it all again to have the lifestyle that I have had for the past twenty years, I would!

So, if you are in a job at present and you want to live your dreams and or have your own business, hopefully, my experiences will give you hope that there is a way.

You just have to live a little bit of an inconvenient life until you are in a position you can live the life of your dreams!

I know it can be frustrating working your dreams around a job you most probably hate— but what is your choice?

Be like Joe Average who works for other people all his/her life, moaning every step of the way feeling unfulfilled with life?

I know if you are reading this book, you are certainly not a Joe Average and you will find the time to start taking control of your life.

So, no excuses, please do this.

I Have My Own Business, I Just Have Not Got The Time!

I hear this quite a lot and I am going to state nonsense!

Where someone who is stuck in a job but struggles to have their own daily routine because of a boss can be tough going, if you have your own business, I do not care how busy you are, you can have any daily routine you want.

It does not matter how many staff members or customers you have draining your time, you have no excuse to still work to your daily routine.

I remember mentoring a business owner and she had about twenty staff and many customers she would speak to daily.

Even though she was, and still is, a very successful entrepreneur and was very proud of having an open door policy, she had no life whatsoever.

She was basically at the beck and call from her staff and customers, from the moment she got into her office, until she left— actually even driving home in her car she was bombarded with calls.

The first thing I advised her was to let everybody know that she was now only available between the hours of 1 pm and 4 pm.

After she had finished hyperventilating with her brown paper bag, she said with panic running across her eyes, ‘Ray I cannot do this, I will lose my business!’

I advised her that she would not lose her business, that she would still be there for her staff and customers, but she needed them to work around HER daily routine, rather than the other way around, and that she simply needed to tell everyone this was the times she could be contacted on.

She started with some apprehension but was pleasantly surprised that more or less straight away the majority of people started to contact her within the hours that she had given.

And for the staff and customers that ignored her in the early stages, I simply told her to keep her office door closed and her phone switched off and to leave a message on her answer phone stating that she would be available between the hours from, 1 pm to 4 pm.

Then an amazing thing happened, people would only contact her between these hours.

Most people have common sense, so if you tell them, heh I can only be contacted in between these hours, these are the hours they will contact you.

But if you give people an open door policy to contact you anytime they want, guess what, they will contact you anytime they want.

So you must set the guidelines and your daily routine time frame to be contacted.

And for her staff, instead of having an open office door policy, I just advised my student to have a quick meeting with all her staff as soon as she got into the office each morning.

She also advised her staff if they had an issue, rather than come to her first, for them to deal with the issue first to see if they could get the result. She then had another quick meeting with her staff later that afternoon to see how the day was progressing.

As a result of her setting these boundaries with her staff, she was only spending about forty-five minutes each day with all her staff, instead of the many hours speaking to them all individually.

She also found that most of her staff started to use their own incentive and had got results without even involving her, which was not the case before.

Not only did she get a huge chunk of her time back throughout each day, her business became more productive.

Now, I know some of you might be thinking, come on Ray this is so obvious, surely if she was so successful she already should have protected her time better.

But how many business owners and entrepreneurs actually do this?

Most do not. You have heard of the saying, sometimes you can be that close to the elephant all you can see is the grey!

My student, like most business owners, she only saw the grey.

But this is what most business owners and entrepreneurs are like, they are stuck in their business with blinkers on and do not see something as obvious as having people work around THEIR daily routine, instead, they make the mistake of working around other people's routines.

I also know this from personal experience, as I did this for years before I realised the mistake of not controlling my own daily routine.

I also understand that there are going to be some people in your life, whether it's family, friends, customers or associates that from time to time, you will have to work on their routine.

The key is to realise that you are working on someone else's daily routine, but you know it is only temporary and you work on getting back to your daily routine as a matter of urgency.

You just keep tweaking things until the majority of people around you are living to your routine.

Please note: I am not stating that you should do this in an arrogant or controlling way, because if this is your intentions, I ask you to bin this book right away.

As you can imagine, having people work to your daily routine, has a lot of advantages for YOU and in the wrong hands, this can be abused.

This is NOT the intention of my book and I hope that you are a decent person and this is not your motive.

It is also important to note, by having people working to your routine, you can best serve others.

Yes I know, this might sound crazy, but the reason why you have your staff, customers, and partners etc, working to your routine, is so you can best serve them.

For example, the people in my life I actually bend over backwards to help them to the best of my abilities.

From my family, friends and customers, to my business associates and franchisees in my Just4keepers business, most of them have absolutely no idea just how hard I work to serve them and help them to have success in their lives.

But I can only do this if I control my time and daily routine.

Most people I meet are actually spinning far too many plates and the reason why for the most part, is because they are running around like headless chickens, trying to fall inline into other people's daily routine— they are not in control of their life.

I know this sentence is going to sound absolute crazy, but please really think about what I am about to write.

If you want to best serve your fellow human being, whether its family, friends, staff, associates, customers, partners etc, you cannot serve them if you are too busy working off other people's daily routines. Even if it means ignoring phone calls, emails etc, you have to be in control of your own routine and destiny. Only then can you best serve others.

But I want to stress before I finish this chapter, yes having your six figure daily routine is to make sure you get the things out of life that you want for yourself and family but PLEASE remember, it is also so you can best serve the people that you love, like family, friends, customers and business associates.

So, if you are self-employed, just tell people when you are available, I promise you, you will be shocked how the majority will be more than happy to follow suit.

“If you love life, don’t waste time, for
time is what life is made up of.”

Bruce Lee

The Power of Sleep!

Now this was hard for me and I had to really work at getting a decent amount of sleep each night.

I was unfortunately one of those entrepreneurs that believed sleep was for whimps and to be a true, genuine successful entrepreneur, I had to work 23 hour days.

Does this ring any bells with you?

I am sure if you are a business owner or entrepreneur, you have done more than your fair share of 23 hour days.

And seriously I HAVE personally worked 23 hour days more times than I can remember.

True Story: One of my main businesses I sell goalkeeper products called the J4K Goalkeeper gloves.

Check out www.j4ksports.com my brand is one of the biggest brands in my niche globally, but I started out a long way behind my competition.

To get a goalkeeper glove from an idea on paper, ready to sell from a website with the gloves stocked in a warehouse takes about six months, and that is going fast!

So when I came out and stated that I was going to bring out a goalkeeper glove ready for the new football season that was approaching, I was met with mockery, especially from my competition because the season was just three months away.

The census told me, nonsense you are dreaming it will never happen!

So what I did was work around the clock starting from 7 am, then working all day AND all night without sleep, then working all the following day before I crashed out in bed at 10 pm.

Seriously, on more than a few occasions I would work a straight shift of 35 to 40 hours, without any sleep.

Now, the beauty about this story was I did pull off my dream to have a goalkeeper glove ready for the new season, actually, in fact, I had eight goalkeeper glove designs ready and my goalkeeper gloves are now one of the biggest worldwide.

And I have to be honest, there was so much satisfaction in proving all my doubters wrong, and the competition that laughed at me, not only was it cool to look at their faces as they thought 'how did I pull this out the bag' I even had the greater satisfaction as my glove brand shot passed theirs in popularity.

So I did get the last laugh on these doubters.

At the time I thought working nearly 40 hours straight was a macho thing to do because I am an entrepreneur, so this is what we do, and sleep is for the weak.

It is only now that I look back with a wiser head on my shoulders and realise just how stupid this was.

At the time when I was on this epic journey to get my goalkeeper gloves live and not getting sleep, my weight ballooned, I got ill, and

I was short-tempered with my wife and children because I was completely stressed out.

But at this time in my life I was brained washed by the so called guru entrepreneurs giving out their poor advice. I just shrugged everything off and thought, I am an entrepreneur sleep is not important.

Which was obviously nonsense.

Looking back in hindsight I would definitely not do this again, and I strongly recommend if you are currently unnecessary burning the midnight oil, stop right now and follow the advice in this chapter.

Because you do not have to potentially kill yourself by overwork and over stress like I nearly did.

You can still achieve your dreams AND have quality of life.

I will not go into detail here but studies prove that having more quality sleep helps with so many things, from feeling less stress, weight loss, to being more mentally alert and just having a better, all round well being.

Having lived my daily routine for several years now, and getting more sleep, I can personally vouch that the studies are true, you achieve so much more with a good night's sleep.

I am less stressed, I have lost weight, I am much happier and confident with myself and I am a lot nicer person to be around.

Living my daily routine has changed my life for the better in so many positive ways and getting a good nights sleep has been one of the most important factors.

So if you are one of these entrepreneurs who thinks that you have to work crazy long hours to strengthen your chances to succeed with little to no sleep, the great news is, you do not have to, in fact it is the opposite.

Studies say you need a good 7 to 8 hours of sleep to be fully productive and at your best.

And the good news is, I am about to show you through my six figure daily routine how to sleep better BUT still be more productive, so you will achieve greater success.

Get A Head Start On The World

Let me tell you about the magic and power of getting up early and more importantly getting a head start on the world.

As you probably know, most people will get up between 8 am and 9 am, and their day does not really get started until approaching 10 am.

If I sleep in to 7 am, which does sometimes happen, I am so annoyed with myself because I feel most of the day has passed me by.

What I love about what I do and my routine is that I have a head start on the world and especially my competition, when I get up at my normal time of 5 am.

By the time most people are even out of bed, I have already done three to four hours worth of work, so I feel like I am getting a head start on other people and once 9 am comes around, the day is then ready for me to purely focus on bringing in new business.

Think about this for one moment, if you (like me) get up earlier than your competition then do an extra two to four hours of work before they even get out of bed, do you think this extra work will eventually give you the edge on your competition?

Well, it certainly did (and does) for me, and also the many entrepreneurs I know who follow this sound plan of getting up early as part of their daily routine.

There is a saying, if your competition is cleverer than you, just simply outwork them!

I do believe in working smart, not hard, but most of my success has just come from simply outworking my competition.

Also going back to what I stated earlier on in this book, the high majority of successful movie stars, business owners, and professional athletes will all be up a few hours before the average person and this what gives them the edge.

But also think about this, what if your competition is getting up three to four hours earlier than you, can this be big trouble for you? The answer is an obvious yes.

The statistics state this is probably not happening as the majority of people do not get up so early to get a head start on their day, but my point is do you want to take the chance?

Another HUGE reason why I love to be up by 5 am, and up before the world wakes up, is I appreciate life a lot more.

Here are a couple of examples: When I lived in one of my houses in the UK and I was within walking distance to a big country park, I would go for a morning bike ride or jog in the hundreds of acreage in the park.

I sometimes missed my AM start, so I exercised a few times in the late afternoon or early evening but it was just not the same as visiting before the world woke up.

When I exercised in the park in the afternoon or evening, it was noisy because there was more people. You had the inconsideration

of other people on the footpaths, dogs were barking with their walkers, kids where crying and all this noise spoilt the experience.

There was that much noise, people and or things going on, I never really stopped to enjoy the scenery and nature.

But when I exercised before most people got out of bed, I would only see one or two people, so would have this 200 acres plus park more or less to myself.

And then a magic thing happens, I would stop and look around and appreciate the good (and free) things in life.

I would look at the sky more and just be inspired by the different sunsets, and I would stop and appreciate nature. Whether that was all the colours of the woodland and the meadows, or the animals that lived in the park.

One of my favourites scenes was watching the morning mist rise from the parkland and many a time I would stop my bike or stop running, just to watch in awe at the amazing sight of nature at its best, and it was all free!

You just do not get these experiences when the rest of the world is awake and spoiling these moments.

Or another example was when I lived in Florida, we had a very large back garden that backed onto some wilderness and a moat that surrounded our estate, but immediately after the wilderness there was a very busy road (freeway) about one hundred yards away.

When I would go outside before the world woke up, I would meditate by the swimming pool with the waterfall on, but as soon as I finished, I would switch off the waterfall so I was in complete silence except for the odd car driving by but again the nature was just on another level.

You can only imagine how tranquil the Florida sunset was, and the nature.... I can only say wow!

I would see parrots flying overhead with such bright colours, plus an array of other beautiful birds, either flying over my garden or actually on my lawn eating the morning bugs, I would see lizards, hear and see woodpeckers, the odd snake, fish jumping out of the moat, massive otters chasing these fish it was totally inspiring.

And by far one of the most special moments in my life waking up before the world was just walking over to the back of my garden to see if I could see any otters or alligators in the moat behind my property, when all of a sudden about thirty feet in front of me, I looked up to see this massive giant eagle hit the water with an explosion to then fly off with a massive fish in its claws, that must have weighed ten pounds.

Up until then, I only had seen things like this on TV but this happened right in front of me.

This was the prize I got for getting a head start on the world and something that I will never forget.

And again this experience was free.

Because I worked from home, I would go out into my back garden throughout the day for a swim, or maybe a BBQ lunch, but it was never the same in terms of seeing nature, because by now the road (or freeway) was now bustling with motor vehicles and was very noisy, so most of the beauty of nature and definitely the tranquility had gone.

I could go on and on and list many other examples but I am sure you get my point. If you want to appreciate the small (and best) things in life, get up before the world and get out in nature, it will be life changing.

Please do not underestimate the power of getting up early and especially getting a head start on the world and or your competition!

It will 100% be a game changer for you.

(Further on into the book, I will explain how you can utilise this time to get work done, to get a head start on your competition each morning, but I just wanted to explain about the huge benefits of getting out in nature as early as you can in the morning.)

Setting Your Affirmation Alarm.

The importance of setting your affirmation alarm.

Throughout the day I will set an alarm on my smartphone that alerts me to take a quick break, but also to remind me to read my goals and affirmations.

If I do not set this alarm I will get into my own world and not take a break and before I know it, I would have probably done four hours straight without taking time out.

Because I now understand the importance of having breaks throughout the day, I set an alarm.

When my alarm goes off, I stop what I am doing and the first thing I do is read my affirmations, because this is reminding me about my dreams and goals and why I am working so hard in the first place.

This literally takes two minutes to do.

By the way, I use an amazing free app on my smartphone called MINE GOALS to set my goals, and I really recommend you check it out.

Again, if you follow any successful entrepreneur, musician, athlete, etc., you will discover that probably 99% of them will also have affirmations that they reread every day.

But by setting your affirmation alarm throughout the day, will not only remind you to reread your goals each day, but will also remind you to take those all important breaks throughout your day.

DISCIPLINE - ROUTINE - CONSISTENCY - ACTION

Let me share four words that have changed my life, and can change yours when implemented on a daily basis.

The four words above, I make sure are a part of my daily life (and routine) and I believe the main reason for my consistent success. I cannot recommend enough for you to drill these four words into your daily life, and routine.

DISCIPLINE:

Discipline is needed to make sure I get up at 4:45 am, and be in bed at 9 pm. Discipline is also needed to empower me to follow my routine each day, and not to get lazy and fall back into bad habits.

I need Discipline when I do fall into bad habits or someone has pulled me away from my routine, to immediately get back into the flow of my daily routine as soon as possible.

ROUTINE:

The routine is obviously the daily time table I set out for myself. The greatest leaders and organisations in history, were only a success because of routine. So, it makes sense that I always have a routine in my life.

CONSISTENCY:

I have to be consistent with my routine, and be disciplined to follow my routine every day, or as many days as possible.

If you think you will be a success by following your routine for just a few days, then stopping for two weeks, before starting again, forget about it.

Even though you may have some ups and downs as you develop your routine, to have any long term success, you need to be consistent with your routine.

ACTION

As obvious as it sounds, I must take action on a daily basis. Without action, I will be doomed to fail. So many people take the time to set up that perfect plan, then do not commit to putting their plan to action. Do not be that person!

Action is the key to your success— even if you feel you are not ready, just go for it.

And as Woody Allen the actor once famously stated, 80% of success is just turning up

So turn up and act!

Your Six Figure Routine Will Be Life- Changing.

Important: I have had to work on my routine and fine-tune it over the years, so if you look at my time table and think, Ray I cannot do this, I cannot go to bed at 9 pm and get up at 5 am. Not a problem, do what I did, fine-tune as I went go along.

From starting off and going to bed at 12 pm to 1 am, I started going to bed at 11 pm, then I got up at 6:30 am, then I started going to bed at 10:30 pm and getting up at 6 am. So, it was gradual until I went to bed at 9 pm and got up at 5 am. So, you can do this in stages, like I did.

Also, you do not have to do exactly the same time table as me for this to work for you, you might be happier with a 10 pm till 6 am routine.

But I would advise you get up as early as you can, because I cannot stress enough the benefits of getting out early into nature before the world wakes up. It is life changing!

I think it is the American actor Mark Wahlberg who goes to bed at 8 pm and gets up at 3 am or maybe 4 am if my memory serves me right. So, the time table can vary to your needs, but the main thing is to get up as early as you can, so you can get a head start on the world!

The key is to find a routine that you are confident that you can sustain, that gives you that sleep you need and where you are also at your most productive. So there will be some testing to do before

you find your happy medium. So no pressure, just try different times.

My six figure daily routine, is I go to bed for 9 pm and be out of bed for 5 am, and I break my day up into time segmentations, so I am getting the most out of my day.

I do this because when I was starting off in my entrepreneurial career, I had no structure to my day and I was reacting and jumping through hoops for other people, instead of focusing on MY businesses, dreams, and goals.

The moment I started having more structure in my daily routine, within just a few short weeks, I felt.

More confident

Had better self-belief in myself

Lost weight

Slept better

Was more patient with my loved ones.

Had a clearer mindset

Was more positive about life

Was less stressful

I appreciated other people's viewpoints more

I hit a lot more of my goals

I had a much better relationship with my wife and children

I had a lot more time

I did not take life too seriously anymore

I enjoyed and appreciated life a lot more, especially nature.

This is just a few of my feelings since having a solid successful daily routine in my life and I will **guarantee** that you too will also experience some, if not all, and maybe more of these feelings when you live by YOUR daily routine.

“A man who dares to waste one hour of
time has not discovered the value of
life.”

Charles Darwin

My Six Figure Income Daily Routine: The Breakdown

(Segment One: 5 am till 8 am:)

Okay, I will now explain my daily routine and how I break my day up into segments, I will also advise what I do in each of these segments.

Please Note: As you read my daily routine segments, you visualise **what you would do** with your activities in these segments, because remember you do not have to do exactly what I do in each segment, as your dreams, goals, activities, and commitments will be obviously different to mine.

4:45 am to 5 am.

4:45 am my alarm rings. I then hit the snooze button which is set for seven and a half minutes. I hit this twice.

I do this because I am not someone who can naturally hear an alarm and jump straight out of bed.

So the alarm will wake me up at 4:45 am, and I gradually wake up over a fifteen-minute period until I get out of bed at 5 am.

Also the minute I wake up at 4:45 AM, and I hit the snooze button, immediately I will say to myself my main affirmation over and over again, so even though I am still half asleep, I am starting my day on a positive.

I have several affirmations that I say to myself throughout the day to help me remember my dreams and goals, but when I wake up in the morning time I have trained my subconscious mind to immediately start my day by stating my main affirmation.

Now the reason why I believe it is good to start your day with a positive affirmation, is because you are getting your mindset ready from the moment you wake up.

Before I started my mornings with a positive affirmation, my mind used to get filled with negative thoughts, like. Come on Ray you worked hard yesterday, turn over and have another hour in bed, or Ray it's still dark outside go back to sleep until it is a little lighter and brighter.

How many times have we all talked ourselves to sleep in longer than we wanted to? Hence, why I fill my head immediately with an affirmation.

I am positive you understand exactly what I mean here, because most people when they wake up in the morning time, especially early on AM want to naturally turn over and stay in bed.

So what helps me as I am waking up, I am stating my main affirmation so I am not giving my mind time to trick me into staying in bed for another hour or so.

Segment One: 5 am till 8 am:

In this segment of my day, I will educate and meditate, go to the gym, do all my affirmations and go through my goals, write my to

do list and get anything else out the way that will help me to achieve my dreams and goals.

WORD OF WARNING: whatever you do at this stage of your routine, do **NOT** check your phone for notifications, text messages, or emails. I promise you, if you look at your phone, it is game over, your day now belongs to other people, and like trying to hold sand in your hand, your day will just slip through your fingers.

Hitting the gym:

The first thing I do with this segment of the day is getting down to the gym. I always make sure that I am in the gym and ready to go before 5:30 AM— and I plan to work out for at least one hour.

To Digress: Even though it is very important to exercise each day and I believe morning times is the best time for me, if I have big projects to finish, sometimes I will use my gym time slot to work on finishing my projects, but this is always only temporary and as soon as I have finished what I need to do, I am back down the gym.

Also Please Note, you do not have to go to the gym if you do not desire, I know many people who also follow My Six Figure Routine prefer not to go to the gym and choose to exercises at home instead or work on their business, if they prefer not to work out. Remember, it is your routine.

Thanks to the Internet there is now no shortage of drills and exercises that you can find online that you can do from home.

Whether it is the gym or at home, I believe the most important thing to do is start your day on a positive, is to exercise. Again, I am not going to go into any detail here but statistics prove that people who exercise on a daily basis, live a much more healthy and productive life.

I can personally vouch for this!

Also, please do not think you have to go crazy with your exercises and drills, as long as you are doing enough to keep yourself moving this is better than doing nothing.

When I am doing my daily exercise, I do not go flat out because I understand that I have a full day ahead of me, so instead, I do enough exercise that helps me maintain my current weight, which is a much healthier and sustainable way how to exercise with your daily routine.

There is a lot of people who I mentor, who choose to use these few hours of their morning time, to get the most important part of their works done, and then hit the gym or exercise in the evening instead.

Remember, this is your daily routine you set it out personal to you.

Educate and Meditate:

I think one of the most important things that we should be doing on a daily basis as human beings, is self-education.

I am still shocked at the number of adults that I speak to who confess that they have not read or listened to any motivational or

self-help materials in all their adult life since leaving school, and then they wonder why they cannot achieve their dreams and goals.

I remember being involved in a the network marketing organisation many years ago, and they would drum into me, 'Ray, where you will be in five years' time, will depend on two things. The books you read and the people you associate with.

I thought this was, and still is sound advice.

I cannot agree more with the statement, because associating with the correct people and reading hundreds of books over the years has helped me to achieve my successes globally.

At one time, I use to read a lot, but now thanks to technology, I tend to get my self-education from listening to successful people on the likes of audible.

What I do now while I'm down the gym, is I put my headphones on and I listen to something that is going to move me and my business forward.

Now I know a lot of people listen to music while working out and obviously there is nothing wrong with this, but I prefer to use this time to become a better version of myself and to get more educated in my chosen business niches.

Also, I am killing two birds with one stone, by working out and getting self educated at the same time.

I am really fussy on my time, and like to squeeze as much as I can into any given day, so by working out and getting educated at the same time, ticks all the boxes for me.

If you still like getting your head stuck into a book, this is obviously still a sensible thing to do, I cannot stress enough the importance of self education.

Word of Warning. Please make sure that any self educated program or book that you listen to or read is in line with the skills you need to master your current business dreams and goals.

For example, if you want to increase your brand on social media, well, you need to listen or read information that teaches you how to build your brand using social media.

Please do not be one of these people who read a book a month, just for the sake of reading a book a month because you were told the importance of reading a book a month.

You **MUST** read and or listen to something that is relatable to your current dreams and goals.

So I educate myself when I am down the gym on a particular skill I need to learn ‘now’ in my life.

Educate and **Meditate:**

When I told a very good friend of mine who is hugely successful in his business and who has made multiple millions of dollars, how I struggle with stress and he said to me meditation is the answer, I immediately started to meditate.

I have always suffered from stress, and I use to be one of these people if I was not stressing out over something, I would find something to be stressed out about.

Do you know people like this?

I think this goes back to my professional footballing days because the job back then was so insecure. It is not like today where professional players will get a four or five year contract worth hundreds of thousands, even millions of dollars.

When I played professionally most contracts that were offered to players were only for one year in length and even though the wage was good, it was not great, it was just a good above average man's wage at the time.

So when my contract came to an end, I was only one or two months away from being out on the street.

I also knew if I did not perform well in training or game situations, the chances are my contract would not be renewed and I would then literally only have a six to eight week period to find myself another professional football club, so my stress levels (like my fellow players) was always through the roof.

Even though I've been out of professional football now for many years, unfortunately, unbeknown to me, subconsciously the insecurity of being a professional football player followed me around for the better part of my entrepreneurial life.

So going back to when my friend advised me about meditation and how it helped him handle his stresses and anxieties, I was hooked straight away because I am a massive lover of listening to and following successful people in life and how I looked at it, if it worked for my multi- millionaire friend, it would work for me.

I think that stress is in the DNA of most entrepreneurs naturally, so with me being a self-confessed entrepreneur plus my experiences with the insecurity of being a professional football player, it was little wonder I felt like I was going to explode each day through stress.

Again, I think most entrepreneurs are brainwashed by the so called gurus that drum into us that it should be part of business life to be full of anxiety and stress, but in reality, it does not have to be this way.

Especially if you are doing something you love, why would you want to be stressed out?

I have found as I have mentally matured over the past few years as a business owner and entrepreneur, this is not entirely true and you can run your own business minus the stresses and anxiety.

It is just about having the correct state of mind to make this happen and also like I stated above, if you are doing something that you love, this really helps to combat the stress.

But if you have not come to a happy balance yet in your business life and you are stressing out all the time, meditation can 1000% help you.

For me, I always think it is better to meditate morning times, while the rest of the world is asleep.

When at home, I will also look to meditate before my family wakes up, because as soon as they do and you get that noise of your family moving around the house, this prevents me from fully relaxing and

going into deep meditation because I hear every little noise, no matter how small.

Now over the past few years, I have moved about a lot while I and my wife have been looking for the next adventure in our life, so where I have lived, I have tried to find a spot in the property I knew I could meditate.

For example, just before I sold my house to emigrate to the USA, I would always meditate in my home office but when my move to the USA was delayed, I ended up over a period of six months staying in two rental properties that I owed.

This first was a small three bedroom townhouse, so this was hard to find anywhere relaxing, but I managed to create some space in the small third bedroom, stroke dumping room.

When I then moved into a larger four bedroomed house, this was not too bad because the extension part of the home, was very bright and faced the back garden, so this was ideal to sit and meditate.

When my move finally arrived to live in the USA, being in Florida and having a property with an outside pool, with a waterfall that backed onto a moat with all its wildlife, this was without doubt, the most wonderful place I have meditated.

I would switch on the waterfall and meditate to the sounds of falling water, and even though it was 6 am, it was so warm because I was living only one hour north of Miami.

We had a five-year visa to live in the US, but after fourteen months, as much as we had an amazing time, we decided the US was not for us and so we returned home.

Currently, while I am writing this book and waiting to buy our next home, we are staying in an apartment that we own and now what I do, is straight after my workout in the local gym, about 6:30 am, I close the cubicle door, put on the shower and meditate in the shower.

Because in our gym there are private shower rooms, it is super private and quiet, so I just close the door, sit down cross legged and meditate while the shower rains over me, and I love it.

The days I do not go to the gym, as space is tight in our apartment, I will go into the living room and sit in front of the glassed patio doors over looking the marina, beach, and ocean, then meditate.

As this is on the fourth floor the views are fantastic, so I will also sit and just think while watching the world pass by.

So the above are a few examples of where I meditate and as you have read, I have done my fair share of travelling the past few years, but no matter where I have been from cramped tiny houses, to having the space of a bigger house and or outdoor space, I have always found a little area that I could utilise to meditate.

I will not go too deep in this book how to meditate because there are experts out there much more knowledgeable than me who teach this stuff. So, if you are unsure what to do you are best seeking some of these gurus out, because they all have their own

way how to meditate, so you need to find out what best suits your personality.

Me personally, I have my own style of mediating that does not take up a lot of my time.

So, this is my meditation style.

What I normally do is breathe in for seven seconds, hold my breath for seven seconds, then exhale for seven seconds,

And I split my meditation into two sections.

First, I will breathe in and out, and my focus is to clear my mind for at least ten breathes in and out.

This might sound easy, but clearing your mind, so you are thinking of absolute nothing, is really hard. Well, it is for me, because I have that many ideas bouncing about.

So what I normally do, is keep going until I have ten breaths in, and out, without having a thought in my mind.

This only takes me a few minutes to do.

The reason why I want to think about nothing, is because this puts my body and mind in a state of calm, and to me, it is like resetting my body and mind each day. So, I am clearing my mind of all my thoughts that are just distracting me, so the thoughts that matter for the actions that I need for that day are at the forefront of my mind.

The second section of my meditation, I will put my fist onto the centre of my chest, and again I will breathe in for seven seconds,

hold my breath for seven seconds, then exhale for seven seconds but I visualise that I am breathing through my centre core, through my fist in the centre of my chest.

I visualise the air coming into my centre core (through my fist) and when I breathe out, I breathe out through my mouth and I imagine this air as actual energy flowing in circular motions.

So through my inner core (fist) and out through my mouth.

As I am doing this, very importantly I am thinking of something that is making me very happy. Whether this is a loved one, a pet, a happy memory, or something that happened in my life that just fills me with joy.

The reason I do this, is because it has something to do with the law of attraction and letting off positive energy into the world.

I do believe that if I am omitting positive energy into the world, that I will get positive energy back from others.

Now before you write this off as hocus-pocus, I urge you to consistently try this. Now you see I have written the word consistently. The reason why I state this, do not think by trying this once or twice it will work for you. It will not.

You have to do this as many times per week as you can, ideally daily, for at least a few weeks before you start to see and feel that when you give out positive energy to the world that you start to get positive energy coming back into your life.

This can be from positive people coming into your life, opportunities, and or just having good luck.

Think about it, we all know negative people who state that they only have back luck in their lives.

These people walk around slumped over, always talking negative, giving off negative vibes, so is it any wonder or coincidence that they attract bad luck into their lives?

Then there are people who we know, who are always smiling, bouncing about, and who are always for the most part super positive, who always seem to have good luck.

Is there any coincidence in this? Yes, of course there is.

Most people act subconsciously with the vibes that they give off to the world, and for the most part, they have no idea that the positive or negative vibes that they give off, will attract the same negative or positive vibe responses.

That is why people who understand the importance of giving off positive energy work so hard to make sure they are giving off the correct positive vibes.

Me for example, I am not a naturally positive person. I am nowhere near as bad as I once was, but I still occasionally worry about a lot of things, especially worrying that something bad is going to happen.

When things are going great for you, how many times have you thought to yourself, 'things are going just too good at present, something is bound to go tits up'

But the problem here is this, if you think bad things will happen to you, they most probably will because you are drawing negative

vibes and potentially negative results into your sub consciousness. So it is so so important to focus on the positive.

When I meditate, I really work hard to make sure I am sending out positive vibes, and I can only speak from personal experience when I state, when I am consistently doing this ,good things happen in my life!

If you think this all a bit of nonsense (like I did to a degree at the start) I urge you to try, the positive results in your life will speak for themselves.

When I meditate like I have just explained above, this does not take me more than ten minutes to do.

The first section takes me about five to six minutes to get my mind blank and meditate, then the second section when I am giving out positive energy only takes me few minutes.

So meditating should not take a big chunk out of your day but the effects CAN BE life changing if you are consistent with your meditation and you do ideally every day,

Daily Gratitude Affirmations

One of the things I recently learned and that really helps me get my day off to a positive flying start is the power of stating what you are grateful for each morning. So after my meditation, I always say out loud five things that I am grateful for.

When one of my mentors first told me about the power of stating out loud what I am grateful for each day, I must admit I was not overly impressed.

I knew meditation would help because too many successful people who I follow meditate and swear by it, but I had not heard of daily gratification affirmations, so I was not too sure.

However, I am a very humble guy and will try anything if I think it will give me the edge, but I nearly disregarded this sound bit of advice.

But out of respect to the person that mentioned this to me and also because I am not too proud to try anything, I was so glad I started because as basic as this sounds, this has had one of the greatest positive impacts on starting my day, and also my life.

As you probably know we are bombarded by bad news every day, from our negative press, to our family, friends, and associates all reminding us just how bad things are, it really is a full time job now just to keep your sanity and to keep positive!

So by starting my day quoting what I am grateful for really supercharges me to focus on what I have got going positive for me, rather than the negative.

Here are some of the things I state I am grateful for.

I was happy to see the nature as I walked to the gym this morning.

I am appreciative that I can walk to the gym and keep myself fit.

I feel so lucky that my wife seen me off with another kiss and cuddle, I feel loved so much.

I feel privileged that I can employ my eldest daughter and see her most days.

I am so appreciative that I have no health issues and I am fit for my age.

I feel so lucky that I am free to develop my own business and lifestyle

I am lucky that my country allows me to move around in freedom without persecution

I am such a lucky man that I get to spend time with my younger daughter every morning before she goes to school.

I am so lucky that I get to pick my younger daughter up from school every day.

I thank my lucky stars that I was born with a chip inside of me that makes we want to be an entrepreneur.

As you can see from just a few of the positive gratifying quotes above, what I am stating I am grateful for is mostly my family, love, my freedom, and nature.

It is true that the most important things in life are family, love, freedom, etc. So by reminding yourself just how lucky you are each day, really does help you get off to a positive start.

If you live in a developed country, where your government is not holding you back or persecuting you, like sadly in other countries, it does not matter how low or depressed you feel, after you finish off stating your daily gratification affirmations, you will realise that actually you are a lot better off than you thought, and a lot better off than most of the population.

This sort of armours you to stop feeling sorry for yourself and makes you realise just how lucky you are and the problems you thought you had, were not as bad as you first thought.

I strongly recommend for you to start your mornings by stating what you are grateful for, I am positive if you have the same experiences as me, it will be life changing for you.

My Business and Personal Life Affirmations

Once I finish my meditation and daily gratification affirmations, which only takes a few minutes, I will stand up because I am still in the shower at this stage and start my affirmations.

Affirmations by the way if you do not know, are statements about your dreams and goals that you state out loud or even silently in your mind to remind yourself each day, throughout the day, about your dreams and goals.

Affirmations to me are so important and I believe are one of the reasons for my successes, even as a child I unintentionally did affirmations every day.

This literally takes me about two minutes to do each morning, because I only repeat out loud my main affirmation at least five times.

The reason why I say only my main affirmation in the shower, is because first, I do not want to be too long in the gym and shower as I need to get back home, and secondly, as all my affirmations are on my smartphone, I leave these for another part of the day. See the chapter Setting My Affirmation Alarm Clock.

Another thing that I do before I jump in the shower is I set my timer on my phone for 15 minutes, and when the alarm goes off, that is my cue to finish up in the shower.

It might not seem like a long time but in those 15 minutes, I do all the above and also get a refreshing shower.

I absolutely love this time of the day, because I have exercised, so feel alive, and I have had some 'me time' in the shower to get ready for the day ahead.

Think about it, how much 'me time' do most of us get to ourselves?

With emails, the constant distraction of notifications on our smartphones, social media, the many people you will encounter who want a piece of you, little wonder more and more people are stressed and burnt out.

I think it is so important we all have some 'me time' throughout the day just for ourselves.

It does not have to be in the shower, you can find a quiet part of your home or office where you go to work on you, it could be going for a jog or bike ride out in the open space, then maybe stopping off somewhere under a tree and again use some time to spend on you.

You will be amazed at the results by having some alone 'me time.' I have learnt to become more relaxed, have a clearer mind, new ideas just pop into my head and for me the most important result I have seen for myself, I am a lot less stressed out!

For my mental wellbeing this is a moment each day I barely miss!

So by 7 am, I have exercised, mediated and educated myself, stated my affirmations and what I am grateful for, and more importantly had some 'me time' for myself.

When I walk out of that gym, I feel charged up and ready to take on the world!

Segment Two: 7 am till 8 am

This time of day I will normally mix it up, for example I will go over my to do list for that day, or if I am writing a book I will write or edit a chapter and if I am developing a new business idea, I will normally take this time to plan what I want to do.

I like doing these tasks this time of the morning because my wife is normally pottering around the house doing her own thing, my daughter will still normally be in bed, so there is little distraction.

One important thing that I make sure I do not do at this stage is to watch or read the news.

As most people agree, the news is just doom and gloom and completely negative, so why do you want to start your day negatively?

What I have found when I do break this golden rule and turn on a news channel, I end up wasting a good proportion of my morning worrying and talking about events that are out of my control and so I have missed out on opportunities to move my, and my family's life forward.

However, when I keep to this rule, I normally find I start my day a lot more productive, stress free and happier, and my day pans out a lot better.

Puttering

I was chuffed to hear recently that Jeff Bezo founder of Amazon, does a lot of puttering of a morning time, and this is what I do, all be it with a bit of structure.

How I look at this, if puttering is good enough for one of the richest men in the world at the time of writing, it is good enough for me.

I think it is so important to do some puttering first thing of a morning and not just grab a coffee and dash out of your house.

Sadly now, most people do not even do this. A lot of people just dash out the house, and stop off at a fast food drive in and grab a coffee to go.

How sad life has now become for most people that they feel they have not got the time to just sit down for a few moments to have a nice relaxing cup of coffee. Instead, they have to bolt out the house with a laptop in hand, hardly stopping to kiss their loved ones, only to queue up for a coffee at a fast food drive through

Do not be that person.

Instead, use your morning times to putter, even if it's just for 20 to 30 minutes. Again, without going into detail, it is proven to help you have a more productive day.

So if Jeff Bezo putters, so do I.

Segment Three: 8 am till 9 am

This time of the morning is family time. Normally by 8 am my daughter is out of bed, dressed and ready for school, so I always make sure I greet her with a big hug and tell her how much she means to me.

Also, if my wife is in the room, I make sure we have a group hug, and I give both my wife and daughter a big hug and kiss.

I know some people might see this as sloppy or not macho, but guys you have to drop this BS macho attitude and show your loved ones just how much you care.

It only takes a moment but this can have such an amazing positive effect on your family.

It actually has an amazing effect on me also, because I also feel so loved, so this inspires me to work soooooooo hard for my loved ones.

Another reason I do this, is I want to make sure my wife and daughter do not doubt in their mind that they are special, they are loved and also they are respected.

This also has a positive effect on my relationship with my wife who I first met when I was six years old and started dating her aged just twelve. So nearly forties years on we must be doing something right.

Like most children, my daughter is not naturally very confident, and having confidence (or no confidence) through life can make or

break a person. So I want to make sure my daughter is super confident in herself and by giving her unconditional love helps with this process.

Once we have had our group hug, I will then have breakfast with my family and will chat about anything from our holidays, days out and what we will be doing for that day. Again, this helps us as a family unit to support each other because we know what each person is doing and at some point throughout the day, I will ask my wife/daughter 'heh how you getting on with x.'

This shows I care, and also more obviously listening and taking an interest in what they are doing.

Once we have had breakfast, we all tend to do our own thing.

My daughter normally leaves for school about 8:30 am, but before she leaves, I make sure I give her another a big hug and kiss, and tell her that she can do amazing things in life.

I will always state to her, 'Kenze (short for Mckenzie) remember sweetheart all you can ask of yourself each day, is try your very best. Win, lose or draw, as long as you can look in the mirror and say to yourself. Kenz I gave it 100% effort that is all you can ask of myself'.

I say this to my daughter because as she grows and experiences new subjects and topics in school, some of these actives she will be naturally good at, and others she will not be so good.

So until she finds her passion and the things she loves doing the most, if I get my daughter to get her work ethic right, when she

does find her mojo she will be in a much better place to benefit from her passion.

I really believe in working harder than the average Joe, so much so I have written a book on this important success trait. You will find the names of other books that I have written at the back of this book.

I believe this period of the day is really important, especially if you have a family because in this crazy day and age where people are sadly deliberately forced to work so hard by the powers that be (governments) only for the average person to just about keep their heads above water because of the ridiculous taxes they have to pay.

I honestly believe it is more important than ever to make sure you put in the effort to have family time, and also 'me time.' And morning time is by far the best time to do this before the rest of the world wakes up and tries to put you on that hamster wheel.

Segment Four: 9 am till 12 pm:

This section of the day, to me, is the most important in terms of moving myself, my business and my finances forward because I want to make sure that no matter what, this slice of the day is all about me and my businesses.

Even though I am a people person, and I will always put myself last to serve others, this part of my day I really try hard to be selfish.

Now this is really really hard for me, because I love helping people, but I understand if I want to best serve my fellow man and woman, there is a portion of me and especially my time that I need to only think about me, me, and me!

This way, I can create more opportunities for the people that are in my businesses and who I deeply care for.

This time of day I normally work on marketing my business, so I will be checking all my advertising that I do on the different platforms, like Facebook, google and you tube for example.

I will also be working on content for my business.

Again, this could be for marketing purposes or if I am developing or editing one of the many websites I own.

I do not like web developers having too much reign over my content on my websites, as they tend to think about how nice the website looks, rather than how well my websites can get a new customer, or keep my current customers happy.

So I will write the content and send the instruction to my web developers.

What I am now doing more and more, is when I send an instruction to either my web developers or virtual assistants, etc. I now video screen what I need doing. (I call these guys my partners by the way)

By videoing what I want doing, one makes it easier for my partners to understand, and two, it is a lot quicker to do.

As you might have gathered from this book, I am all about squeezing every single second out of each day, so if I can find a way to do something faster, I will always opt for this option and recommend you do so also.

You might be thinking hold on a minute Ray, you said you do not communicate between the hours of 9 am till 12 pm, but it certainly looks like you are to me?

Firstly, I do not communicate by phone, it is switched off and so this is normally me sending instruction via Skype to my partners. So, this communication is going one way only.

I also have a Skype name for my family, friends and business associates and also a Skype name for my partners who I need to send my works to.

So this will be the only platform I have on in this section throughout the day.

Now do not get me wrong, there are times when I might have to pop onto a platform like Facebook or switch my phone on to get a

message or an idea I thought about, so I can lift this content off whatever platform, so I can implement into my businesses.

But I lift the content as fast as possible and I am back off. Also sometimes I might actually set a timer for a few minutes just to make sure when the alarm goes off, it reminds me to protect my time and switch everything back off, so I can get back to building my businesses.

There have obviously been many times in the past when I have jumped on a platform to lift some content, seen a communication thread from a family friend or potential customer, then boom two hours later I am still on my social media and I am thinking, where have my two hours just gone!

I know this seems a little over the top setting an alarm but my time is too important to be wasted on social media.

What is always funny, when I do switch everything on in the afternoon, I will get Facebook, twitter and what's app messages pinging through from when I was online earlier in the day.

The messages will say things like,

‘Ray, you there?’

‘Ray?’

“Call me’

‘Ray while you on, can you quickly call me’

People can obviously see I was online, so they were trying to get my attention.

There is nothing wrong with people wanting your attention by the way but this is what happens if you fall into this trap of answering these correspondences.

If you start answering people back, all of a sudden you are now reacting to what people want, and you are now working on their routine, not yours!

By the way, I actually spend most of my time helping other people to achieve their dreams as my businesses are about helping others, but I must do this on my time frame with a very calculated structure.

If I am just reacting to what other people want from me, I am not best serving them because I will end up just chasing my tail and not being as productive for my customers.

So by me staying focused and selfish by keeping the time from 9 am to 12 pm purely for building my products and services, I am actually helping my customers because they get to benefit from these products and services that I put in place for them

I know this might sound a little crazy when you first read what I have just written, but when you think deep, you will realise and understand I am actually doing my customers a disservice by jumping through hoops for them, instead of spending my time to create more products, content and services that they can utilise.

By having a platform like skype where I only have my key workers on, takes so much distraction out of my life, because I can then just directly message them with what I need doing but this stops people direct messaging me.

I also do this with email. Now again it might sound like I am contradicting what I have advised already in this book, but like Skype, I have an email address just for my key workers with again just a handful of contacts who are helping me move my business forward.

Like most businesses, I have the normal info@ [business.com](mailto:info@business.com) email address but here is the problem. If you use this same email to communicate with your key workers and partners, when you log on, you will see so many emails from customers, friends, family salespeople etc., it will distract you from communicating with your key workers.

By having a separate email that only your key workers and partners have, stops this distraction.

There is an online marketer saying, which I believe is true, that goes, money is only made by writing that email (author) not by reading that email (customer)

So be that person who is writing or videoing the content, so other people can follow your instructions, and build your empire!

Your day and activities will obviously be different from mine, but the section of the day you chose to build your empire, should not be distracted by others. Remember you have to work off your routine, not others.

It is also important to note that I do not work solid for these three hours. I make sure I have breaks throughout this section of the day.

I actually set an alarm to remind me to stop what I am doing, so I can grab a drink or light snack, stand up and walk around and stay loose, say my affirmations, visualise, stretch or speak to my wife as we both work from home.

I normally work for about forty-five minutes to one hour and have a ten to fifteen-minute break.

I will not go into detail here, but it is actually proven you will get more out of your day by working in forty five minutes to one hour time blocks, rather than working five hours solid for example without a break.

Yes, I know there are incredibly successful people who work nonstop without a break, but this is the minority.

The reason why I love this section of the day and why I do what I do, is by the time the Average Joe is just warming up into their day, just before lunch, I have done so much 'Focused Work' I am always moving further away from my competition.

I still get surprised and shocked when I communicate with other people after lunch and they tell me that they are just getting into the swing of things.

They will normally say to me, oh what a morning, I had everything planned to do XYZ and I got a message pop up on my phone, and the day went crazy, I have been so busy, but I could not tell you what I have done!

Have you ever said this?

I know I have, many times sadly, but this was when I did not understand the importance of controlling my routine.

Now this very rarely happens to me.

Sadly, most people are now controlled by everyone else, and especially the biggest danger to all our valuable time now is social media.

And the sad, no sorry, worrying thing is, they have absolutely no idea that other people and especially social media are in control of their time and routine.

Do not be like the Average Joe being led by others, and especially the biggest drain on our time, social media.

You need to be so careful not to get distracted!

“It’s not that we have little time, but more that we waste a good deal of it.”

Senec

Segment Four: 12 pm till 1 pm

This section of my day I will normally spend with my wife and my older daughter Ash, who runs my warehouse. (When I work from the warehouse)

We will have a bite to eat, and chat about what we need to do for the up and coming afternoon, and like I do with my younger daughter before she goes off to school, I make sure I kiss and hug my older daughter, just before we restart work and state how much I love her.

I know most entrepreneurs will state they do not need lunch, and as the famous English comedy character Del Boy in Only Fools and Horses would occasionally state, 'lunch is for whimps!'

I have lost count of the times I have worked through lunch, at one time it was actually every day but as I have got older and a little wiser, I have realised the importance of taking an hour out each day, to refuel my body and my mind, so I can go again in the afternoon.

Most entrepreneurs will grab a sandwich on the go, or worse still completely skip lunch. I will not go into detail here but statistics prove you have a greater chance of hitting your targets, if you take time out throughout your day to refuel your mind, and of course your belly and body.

I should have known better really because as a professional goalkeeper, it was drummed into me and the team that rest was just as important as hard work but listening to the so called gurus

when I turned entrepreneur when my professional goalkeeping career came to a halt, I thought this is what an entrepreneur should do.

It is only now I understand this was poor advice. You really need to take time out for lunch to refuel your body and mind, because if you just keep on going, you will eventually burn out, like I did multiple times on my entrepreneurial path.

I am using this time of my routine to refuel.

If I am not in the warehouse and working from home, again I will take time out for lunch with my wife. I also normally call my daughter Ash as she will still be in the warehouse and I will do more or less the same thing what I would do if I was in the warehouse, but only via phone.

Now without completely contradicting everything I have just said, even though I set aside one hour for lunch, it is very rare I will spend the full hour chatting and eating, with my wife and daughter over the events in our business. I normally take about thirty minutes for lunch and the other part of this section, will be to go over my goals, my to do list and also go over my affirmations.

At this time, and as 1 pm approaches, I will also go into delete mode!

The first thing I do, is to delete any email(s) and messages I feel are not relevant to me.

I got this amazing time saving tip from a book I read many years ago, and I know this might sound wrong but doing this one thing each day saves me about three hours of my time... everyday!

What this book advised was that 80% (plus) of people emailing you, their communication is not only trivial to you BUT trivial to them also.

People will obviously email you for many different reasons, but for example, some people email you just for the sake of emailing you, and others will email you their trivial problems and jobs for you to do.

And what this book taught me, was to find the emails relevant to my dreams and goals and delete the rest.

I normally get about 200 emails each day, so just imagine where my time would go if I tried to not only answer everyone back, but then try to do the tasks each person is asking me to do on their behalf.

I would have absolute no time left in the day for me and my dreams!

In the early days I tried to answer everyone back, but I only ended up chasing my tail and getting very little done to move my business forward, because I was focusing on everyone else.

It does take practice to weed out the emails I need to delete, but now it takes me just a couple of minutes to scan over all my emails and believe it or not, by the time I am finished deleting, I am left with about ten important emails to open and take action on.

Just please think about how much time this is saving me, and how much time it would also save you.

I know this might come across as very selfish doing this, but it is not.

For me and my business, the most important people are my clients, so if I delete most of my emails (some of which will be from my clients) and only focus on the emails that will help me grow my business, products and services, this actually benefits my clients.

So when my clients ask me, Ray, what money ideas have you got for me this week, I can say, I have this, this and also this.

My clients then pick which product or service they want, so it helps them make more money or helps make their business easier to run.

So they are very happy and it benefits them.

This is much better than saying to my clients when they ask me the same question, Ray what money ideas have you got for me this week, but this time I now state.

I am so sorry, I have nothing for you because I have been so busy answering other people's emails.

Now even though some of the emails I would have deleted would have been my clients, what answer do you think they would prefer to hear?

Obviously, the answer where I have more opportunities for them.

So even though it seems selfish deleting my emails, hopefully you can see it is actually better for my clients and it is actually the opposite of selfish to what I am doing.

Another quick tip on emptying your email box of trivial emails is the 80/20 email rule. Again I learned this tip from the book I read all those years back and that is, when I delete these emails, 80% of the people will not re email me back to say heh I emailed you, where is my answer, which means this email was not only non-important for me, but also for the sender.

Seriously please try this exercise, you will be gob smacked how many people do not re email you back. So can you imagine how much time you will save each day.

Seriously, this one tip alone, if you utilise will be worth your investment in this book re the time you will get back in your life to control your routine.

For the 20% of people that do get back to me, and say heh Ray, I emailed you last week and I did not hear anything, I will put them into three categories

Cat 1: If it is an email, I am getting from someone that I do not really want to hear from (sales or another so-called guru stating they have found the new secret to life etc.), I will not only delete this email again but will probably ban this person.

This is a really good exercise to do, because you are making sure you are clearing your decks and only getting emails from people you want to hear from, so again saving you time because you are ‘decluttering’ as you go.

Cat 2: If it is someone I want to keep on my email list, I will either delete their email again or drop them a very quick email like this, Hi John, sorry I cannot answer your email just yet but I am stuck on an important project, I will get back to you in a day or two. Thanks, Ray

Sometimes, the person will email me back again, and state but it's important.

What they mean it is important to them, so what I will then do depending who this person is in my life, is either hit delete again, or I will answer.

Because I am human, and I really do enjoy helping my fellow human being, if this is a person in my life who I love and or respect, I will answer at this stage,

And Cat 3: I will answer their email.

By the time I have had my lunch, spoke to my wife/daughter, gone through my to do list, said my affirmations out loud to myself and cleared most of my emails, I am ready to switch on to the world.

I know this might sound a little long winded how I have explained this, but once you have practiced this delete technique a few times, it takes literally minutes to do, but WILL 1000% save you hundreds of hours of your time each year.

This is something I really recommend you do, because it WILL be life changing.

Segment Five: 1 pm till 4 pm:

Even though at this point I am switching myself on to the world, this does not mean I am ready to start jumping through hoops for every phone call or message I get. Far from it!

I am still monitoring who I answer back, who I am working with because it still has to fall in line with my dreams and goals and moving my business forward.

Also please note, that my affirmation alarm is set off to normally chime at least a couple of times during this period, so one, I can take a break for fifteen minutes, and two, so I can read over my affirmations.

One of the first things I will do is communicate with the leaders in my businesses, to see how they are getting on. Normally these leaders (as I call them) can be anyone from my suppliers, franchisees and new potential associates I have just started chatting too for a potential joint venture.

It is important at this stage of the day that you only give your time to your partners, customers and associates etc. **who are putting in the action!**

I cannot stress the importance of giving your time first, to the leaders in life.

Let me tell you a quick story to underline why.

One of my main businesses is a goalkeeper soccer schools called Just4keepers. At the time of writing Just4keepers, also called J4K

is the leading and largest goalkeeper schools in the world, and how I expanded my business was through franchising.

Even though J4K is big with the number of goalkeeper coaches (who are my franchisees) who are involved worldwide, I always believe it should have been bigger.

And it should and could have been only for one thing. Me spending time with the wrong people.

When a goalkeeper coach (franchisee) joined J4K, I use to put this coach in the same category as everyone else that joined my organisation, so I thought it was the right thing to treat everyone as equal.

However, the massive problem here was, I treated every coach as equal in terms of being a businessman/woman and as such, I made the massive mistake of giving each of these coaches an equal amount of my time.

To digress, there is obviously nothing wrong with treating people as equal, it is the decent thing to do as a human being. But in business, this can cause massive problems, which it did for me.

It is like a military convoy in a way. When a convoy is heading into battle, they will put the fastest, strongest and most dangerous vehicles at the front, middle and end of the convoy, so these vehicles can protect the slower weaker vehicles that are strategically placed throughout the convoy.

Even though this is an important tactic in battle to protect the more vulnerable (weaker) vehicles, this slows the convoy down to more or less a crawl.

And this is what I did for years in my business, by making everyone equal, I brought the pace and growth of my business (convoy) to a crawl.

It was only a few years ago I realised the mistake I was making, so now I only work with the leaders, who want to sprint rather than wanting to crawl.

Now when a new coach joins my business, I will say something like this to him/her.

Thank you for joining J4K, we like to move at 100 mph, but obviously you are new to J4K, so I do not know what pace you want to run at. So what I suggest you do is run at your own pace, until you find a speed you are comfortable with, and when you find your speed, whether that is 10mph or 100mph, we will match your speed.

By saying this and monitoring the speed of my new coach/franchisee (their actions) this has now enabled me to understand more which of my coaches will get my time first.

By the way, I do not ignore my slower coaches, they still get my time, and all be it at their slower pace.

However, they are happy with this because if they want to run at 20mph and I am pushing them to go 100MPH, this is always going to cause tensions.

So if they are happy at 20 mph, this is the pace I will mirror them at.

Word of warning: You will get people in your life that will be working at 20mph and pass you their baton, then ask, sorry demand you run 100mph for them.

For probably over a decade in my Just4keepers business, this is the huge mistake I made.

Because I was so keen to help my coaches succeed, a lot of the time, I wanted my coaches to be more successful than what they probably wanted to be for themselves.

So, when they passed me their baton, even though I knew they were running at 30mph, I would take it and sprint off at 100mph for them thinking I was doing the right thing.

But what happened?

As soon as I did my lap around the track at 100mph and handed them back the baton, the pace dropped back to 30mph!

But the problem is you cannot sustain success when you have one person pushing hard and the other taking it easy, normally the only outcome here is failure.

And this is what happened to these coaches, they failed.

But who got the blame?

Correct me. Even though I had put a lot more effort into helping them build THEIR business.

I do not like using the word loser, because it is not a nice word to call someone, but the problem I had, I was sadly trying to help someone who had no interest in winning in life, and sadly for this type of person when they do lose because of their lack of effort, they will blame everyone except themselves.

So be careful of these people who are moving at 20mph in life, but expect you to do all the hard work for them.

In fairness, most people do not realise what they are doing, because they are that use to other people doing things for them, from parents, teachers, their governments, they just think it is the norm.

But then you have the manipulators, the people who do know what they are doing and give them half a chance, they will have you jumping through hoops for them, at your expense.

You have to be so careful who you give your time too, and also who is giving you their baton to run off with.

If it is going to be someone who when you pass back the baton, runs off and matches your speed and makes it a win- win scenario for you both, well this is a person you can work with.

But if it is the opposite, you obviously do not want to waste your time with these people, so that is why I am now very careful who I spend my time with.

I hope my little true story helped because it is so important that throughout your day, you are working with as many people as you

can who are going to respect you and your time, and will match your speed.

If you work with people like this throughout your day, you and your business will grow. And also the people you are working with will grow, so it is win-win, how it should be.

By the way, I am not suggesting for one moment to ignore the slow people in your business life. You must still help and work with these people, just as long as you make sure you do not let them slow you down.

There could be many reasons why people are moving slower than normal. They could have had a personal tragedy in their life or going through a life changing problem, so they have lost focus.

So as a leader, you must recognise these things, because some people in your life, are having to run at 30mph now, but it is only a matter of time before they will be running at 100mph!

I want to stress this again because I do not want you to make the same mistakes as me. But make sure when you start communicating with the world at this time of the day, you only work with the leaders who will respect you and your time.

One of the first things I do when I turn myself on to the world, is I check my emails, phone as I am looking out for answers back from the leaders I am working with at present.

I will respond to a question or task that has been asked of me, and if I have anything I need my leader friend to do, I will send them instruction.

So this is win-win for both me and the person I am communicating with.

Also in this section of my daily routine, I might have a meeting booked, either face to face or via skype, or if I am looking to buy a new house for my buy to let property portfolio, I will tend to view a property in this time frame.

I always go with my wife when viewing as she is my business partner and she loves driving while I hate driving, so while in transit I will make any phone calls or emails while travelling so again I am killing two birds with one stone.

The thing I love about this section of the day, for me anyway, it is always different.

I could be booked out with meetings on a Monday, then Tuesday I could be viewing houses, Wednesday I might be meeting someone for a meal, and Thursday I could be viewing an amazing facility for one of my soccer venues, to Friday it could be quiet so I will go for a walk, jog or kayak in my local canal.

I believe this is what has kept me top of my game over the past twenty years, and the number one business in my niche, I absolutely love what I do, because no two days are the same. So I am not getting bored like I would do if I was stuck in an office every day.

It is also important to note that throughout this section of my day, I will be taking breaks and reading my affirmations like explained in previous chapters.

Around 4 pm, my daughter comes home from school, and I always endeavour to greet her with a big hug and kiss, and ask her how her day went.

But by this time, from starting off at 5 am until 4 pm, I am sure you can already see, having read this far, how and why I get so much out of my day, because I have prioritised to work on my personal dreams, goals and targets **first** in the morning time, and until 12 pm.

Then in the afternoon, I make sure I have spent most if not all of my time working with the leaders in my world, to help each other grow our businesses in a win-win collaboration for everyone who is involved.

And the beauty about what I do, it does not feel like work because I am working on things that I want to work on, and with people I deeply respect.

And The Six Figure Routine **is the main catalyst** to make this happen!

Segment Five: 4 pm till 7 pm

This section of the day is a mixture of me still working on my business but making sure I am there for my daughters and spending time with my wife.

I would not say I am at the age, but more a realisation now that my family must come first, but this was not always the case.

When I lost my football career aged twenty eight, and I started in the real world, I was that scared and insecure, I only focused on work and making money. I think this was because when I ended up broke and in debt after my injury, I was frightened to death that I would end up back on the council estate that I was brought up on.

So because of this fear, I become a workaholic and I cringe when I look back at parts of my life, but I put my work before my family. I was also actually not afraid to state this to my family by telling them I could not go on family days out, or on holiday because I had to make money.

Thankfully I have matured and I now realise what is most important in life!

This time of day, I always make sure I am there for my daughters and wife.

I will be texting or messaging Ash my oldest daughter, asking how her day was and if she is ok and or needs anything. I will also sit down with my wife and just chat.

I also make sure I am there for my youngster daughter Mckenzie when she comes home from school, or I will go and pick her up.

We also have our daughter doing many after school activities, like martial arts, horse riding to name but a few because we want her to experience as much as possible, so hopefully it will help her in adult life, so I use this time to take her as often as I can.

Some nights I take her to these activities, or sometimes my wife does or we might both take her together. We just sort of go with the flow, which is cool as there is no pressure to be anywhere now, only with our daughter.

This was not always the case with my older daughter because I was in panic mode all the time and was always working, so I make sure I cherish these times now and I can be a little more at ease.

However, thanks to technology like smartphones, iPads etc I can still get some work done :) So the workaholic is still there, but to a much lesser degree.

When I drop my daughter off at her after school activity, while I am sitting in the parent's section, I will answer my emails or messages on social media.

Also some of her activities, parents are not allowed to watch, so I will go and sit in my car.

I take this hour or so to answer any messages that I did not have time to answer throughout the day, either because I got caught up with one of my projects, or they were not a priority for me to answer at the time.

This is one of the mistakes most people make and why they struggle with their time, is because they feel like they have to answer every single email or message as soon as it pops up on their notification.

First of all, you should turn ALL your notifications off, you should delete the majority of your emails, and then have a section of your day when you answer the non-priority emails and messages. For me, this is normally this section of my daily routine.

To digress: We all have people in our life that will email or message us say at 8 am, then when we do not answer, they will re message at 10 am saying ‘heh, did you get my email?,” then when you do not answer, they email at 12 pm with just a ‘?’

Then at 1 pm another email, with a sad emoji face.

These people just clutter up your email and or message centre and can waste so much of your time on trivial things. So, you need to stop these people in their tracks!

If you allow them to get away with this, these people will drain your energy, so I will normally hit delete with these guys, but when I eventually answer (if I decide to answer), I will always say for example, heh John, seen your many emails today, just to let you know I do not come onto my emails or messaging until after 4 pm.

They will soon get the hint and will then only email or message you after 4 pm, hence not blocking your email or messaging centre up.

But for me, when I am in the car waiting for my daughter, this is when I will deal with what I call low priority messages.

Also if I have some content to write for my business or my websites, I will keep everything switched off, sit in my car and just focus on the content.

You will be so surprised just how much work you can get done sitting in your car away from your office and all the distractions.

In fact, most of this book, and my other books were written while I waited for my daughter in my car, while she was involved with her after school activities.

Another thing that I will do with this section of the day, depending on what I am doing is I will listen to audible, so I am again killing two birds with one stone and getting educated.

So, sometimes I will sit for the hour listening to a mentor or guru and use this time to develop my self education.

As you may have gathered by now, I try not to waste any time throughout the day, and will always try to squeeze something positive every opportunity I get that will help me personally and also my businesses move forward,

Obviously, I am not perfect and there are times when I will end up wasting my time on something nonsensical, but when this happens, I am immediately aware and will either try to make changes immediately, so I am quickly doing something more positive or I will put measures in place so it does not happen again.

Segment Five: 7 pm till 9 pm

When we get home after my daughter has finished her activities, we will have our evening meal together as a family, and then my daughter will then do her own thing, leaving me and my wife to do what we want.

I am not one for watching the TV, but I will sometimes watch the odd movie but between finishing our meal and going to bed, again I am very flexible.

I might spend all this period with my wife just chatting, do something with my daughter if she needs me or decide to go for a quick jog, bike ride or again write some content.

As this is my winding downtime before bed, I just do what I feel like doing, so again I do a bit of puttering.

Then I am in bed at 9 pm or just after.

It is important to note, my six figure routine I just shared with you, I very rarely hit these time frames on the button.

For example, when I start my 9 am to 12 pm section of the day, I might start at 8.45 or 9:20 am, and finish a little later or earlier depending on what I am doing. Life is life, and so we obviously do not know what is going to get thrown at us each day, so do not be afraid to be a little flexible.

Without contradicting myself, you obviously need to stick to this routine as close as you can, otherwise it is pointless putting your six figure routine together, so what I am saying is do not put too

much pressure on yourself to be bang on the dot, minute for minute.

As long as you are following your six figure routine time table, if you are a few minutes early or a few minutes late, it is not the end of the world.

A Day of Pure Action but While Still Having a Life

This is how I fill my daily routine and what I have been fine tuning for many years now.

I believe hand on heart, the reason why I have had so much success in my business and now personal life, is because of my six figure daily routine, because it has given me focus and also made certain I work with the correct partners, so it is win-win for us all.

I have also not been afraid to change my routine if I did not think my routine was best serving me and my clients, and as I have grown as a person and I have moved from house to house, the best thing I have done is change my routine accordingly.

This way, no matter where I am in life, the daily routine I am following, best serves me, my family and clients.

And also please remember, even though my routine has been hugely successful for me, your routine will be different to mine, because you will have different business and personal goals, and also different things going on in your life.

When you plan out your six figure routine at the back of this book, it is very important you make sure it is personal to your dreams, goals and targets and time table.

It is my wish for you, by reading my book that you now understand the importance of creating you very own six figure daily routine and the even bigger importance that you get people working off

your daily routine, and diary, rather than you working off other peoples.

And please remember, if you are stuck in a job, and stuck on your bosses' daily routine, try not to get too frustrated.

State to yourself '**it is a temporary inconvenience**' and just do what I advised in this book, and I promise you, it will only be a matter of time before you are following your own six figure daily routine and not your bosses.

“If we take care of the moments, the
years will take care of themselves.”

Maria Edgeworth

Just Do It!

As the famous brand, Nike states, “Just do it!”

I know a percentage of people reading this book are probably like me, and wanting everything to be perfect from the start. My wife actually calls me Mr detaileditis, because I want to break everything down so it is perfect.

Thankfully, I am getting better with age, but if you are like me, and want everything to be perfect from the start, stop!

Your six figure daily routine will not be perfect from the start, so in knowing this, just start and **just do it**.

Please do not be one of these people who read a book and think, ok that was a cool book then do nothing with the information that you have learnt, because you are stressing out about the detail and wanting it to be perfect.

Just do something, just start, I promise you, you will thank me one day.

I have done this so many times myself, when I have read a great book, got all excited about the content and what a positive impact the information would have on my life if I implemented, then the next day, I am back chasing my tail and I did not take advantage of my new-found knowledge because I allowed life, and other people, and also my ‘detaileditis’ to get in the way of me benefiting from the experiences of the author.

Please do not be this person, just start, **just do it!**

When you get to the back of this book and you see the action plan to create your six figure daily routine, please start!

Like I keep saying, just start, “**Just do it**”

My 21 Day Challenge to You

Okay, just in case life might get in your way, I want to throw you a challenge!

Will you accept?

If you do accept my challenge, please contact me here <https://raynewland.com/contact/> and simply write in the subject line, **Ray I accept your 21-day challenge!**

I promise, I will **‘personally’** email you my response, and will be your accountability partner.

So, what is the challenge?

Challenge 1: To write your six figure daily routine out within the next few days.

Challenge 2: Is to follow your six-figure routine for just 21 days **without interruption.**

The reason I am doing this over 21 days, rather than the 30 days you probably see other people do, from proven experience with myself and countless other people I have worked with, you will have a much greater chance of success over 21 days, rather than 30 days.

I also do not recommend you start straight away because there needs to be a certain amount of thinking and preparation before you start writing down your routine.

I recommend you start on a Monday if possible because it is the start of the week, and do not ask me why, it is easier for people to gauge their development when they start on a Monday.

So if it is currently Tuesday or Wednesday today for example wait until Monday to start.

Then before you start on Monday, you can think about what your ideal six figure daily routine will look like. You can prioritise what you will be doing and when, you can put things in place if need be, for example, a quiet part of your house for meditating if you are not going to go down the gym like me, and you can also tell your loved ones who it may effect what you are about to embark on, so they can support you.

When I first started my routine, I told my wife and children, exactly what I was doing, why I was doing this and the benefits for me and the family If I was to succeed.

The reason you need to tell you loved ones is because if you all of a sudden start going into your own routine without them knowing your reasons why, they might feel you are ignoring or isolating them, or they might unintentionally prevent you from completing your daily tasks, because they are unaware that you will need your own space at times throughout the day.

What you will most probably find if you tell your loved ones what you are up to and the huge benefits that can follow, they will be on board with you 100% and will support you.

In fact, my wife and daughter are that onboard with what I am doing they have their own daily routines, and what is amazing,

even though we have our own individual time tables, they all seem to slot in, and so we all compliment and help each other.

Once you have told your loved ones, picked what you should and should not be doing within your routine and time table, picked what time you will be going to bed and waking up, **get ready to start** the next coming Monday!

Actually, tell a lie, you are going to start on Sunday, ready for Monday!

So if you decide like me that you want to go to bed at 9 pm, then get up at 5 am, your 21-day challenge will start 9 pm Sunday, so you are prepared to get up for 5 am Monday.

But I cannot stress enough, please prepare for your six figure daily routine, because this will strengthen your chances of success, **do not** dive straight in without a plan.

So, are you ready for 21-day challenge?

If yes, contact me today: <https://raynewland.com/contact/>

And remember **JUST DO IT!**

My Six-Figure Routine (Time Table)

4:45 am	Wake up
5 am	Out of bed
6 am	Gym, meditate and educate
7 am	Gym, meditate and educate
8 am	Family time, Puttering and Misc.
9 am	Priority time for building my dreams. Keep all communication switched off.
10 am	Priority time for building my dreams. Keep all communication switched off.
11 am	Priority time for building my dreams. Keep all communication switched off.
12 pm	Priority time for building my dreams. Keep all communication switched off.
1 pm	Lunch, time with wife and Ash
2 pm	Communicate and liaise with leaders
3 pm	Communicate and liaise with leaders
4 pm	Communicate and liaise with leaders
5 pm	Family time, Misc. and wiring content
6pm	Family time, Misc. and wiring content
7 pm	Family time, Misc. and wiring content
8 pm	Evening meal, relax and misc.
9 pm	Evening meal, relax and misc.

I know the above time table looks incredibly basic, but this is deliberate because like I stated earlier in the book, I need things basic otherwise I will struggle to complete.

Too many people unnecessarily complicate things, sometimes to look clever or because they think success must be complicated, but it does not have to be.

For example, as a goalkeeper coach, I have coached probably over 100,000 goalkeeper students all over the world. In fact, no other goalkeeper coach in history has helped their goalkeeper students achieve success more than me.

Without sounding arrogant, no other goalkeeper coach in history even comes close to my success.

So when I get asked, Ray what is your secret? How have you managed to help so many of your goalkeeper students become a professional goalkeeper?

My answer is: I focus on helping my students get their foundations (basics) solid. Because without a solid foundation, you cannot go to the technical level to be good enough to become a professional goalkeeper.

What the majority of goalkeeper coaches do, is they try to make their training sessions look complicated, because they think it makes 'them' look a better goalkeeper coach. But sadly what this does in their pursuit to stroke their ego, is hinder their student's chances of success.

For example, why teach a goalkeeper student to dive top corner, if they have not yet mastered how to land safely without hurting themselves.

This is what most goalkeeper coaches do wrong, they do things far too complicated because they think the basics, is just the basics and things need to be a lot more complicated if they are to be viewed as a credible goalkeeper coach.

But this is not true. The best goalkeeper coaches I have met, and when I mean the best, I mean by getting proven results for their students, are the goalkeeper coaches who teach the basics and foundations first.

This is why I try to endeavour to keep everything basic even in my business life. Because the more you keep things basic and you focus on having a rock solid simple foundation, the greater your chance of success.

So yes, it is very basic. But my daily routine works.

Also you might have noted in my routine, between the hours of 9am to 12pm, I have written the below action point several times. 'Priority time for building my dreams. Keep all communication switched off.

Just for clarification, I do not write the same thing down multiple times in my daily routine. I have only written this above in my sample time table to give you an example of what my actions points and thoughts will be for each section of the day in my daily routine time table.

So between the hours of 9am and 12pm, my thoughts are about building my dreams and business, so what I would write for example on the Monday is this..

9am: Talk to my suppliers, and get my products ordered and designed ready to be shipped

10am: Make sure my web developer has added the new tools on my website to make the user experience easier.

11am: Contact four potential new partners to add my product onto their platform.

12pm: Etc, etc and etc

Then on the Tuesday, Wednesday, Thursday etc it will be different actions and tasks that I will write down and add to this section of my six figure routine.

Actually, sometimes I might not accomplish a certain task on the Monday for example, so I will simply carry this task over until the next day (s) until the task is completed.

Your six figure routine also helps you monitor the goals and action points you are ticking off (or not ticking off) every day. So your six figure routine gives you an instant visual and what you are doing (or not doing) re moving your business and personal life forward.

So is a fabulous tool!

Carry Your Six Figure Routine With You

What really helped me in the early days, I printed off my six figure routine and I kept it in my laptop bag and throughout the day, I would get it out and reread, just to make sure I was sticking to my routine and time table.

Then one day, Mckenzie my daughter who was just 9 years old at the time, took a photograph of my six figure routine with my phone and said ‘Dad get with the times, put your routine as your screen saver.’

So now every day, several times per day, I will get my phone out and check my routine on my screen saver, and or when my phone rings, and I answer, I always get a quick glimpse of my routine, so this reminds me **constantly** about the importance of following my six figure routine (dreams) and not someone else’s.

Now my routine is embedded so much into my subconscious, I no longer need reminding but this is something I recommend you do in the early days, especially if this is your first time setting your six figure daily routine.

YOUR Six Figure Routine

Okay below you are now going to input your action points into your six figure routine, then email me at <https://raynewland.com/contact/> that you are about to start my 21-day challenge.

Please Note: You can also print out a blank template at www.raynewland.com/daily-routine but I recommend you complete the below so you can use this book, as a work book.

Also a lot of my students just create their own six figure routine on a simple excel spreadsheet, because it is super easy to do.

Write Your Six Figure Routine Below

4:45 am	
5 am	
6 am	
7 am	
8 am	
9 am	
10 am	
11 am	
12 pm	
1 pm	
2 pm	
3 pm	
4 pm	
5 pm	
6 pm	
7 pm	
8 pm	
9 pm	

If you have got to the end of my book and completed your tasks, I want to scream ‘congratulations,’ to you because you are now

embarking on an exciting journey that can change your life, by the power of controlling your daily routine.

You are also in the minority, because most people who read this book will sadly not even read this far, and for the ones that do, a percentage will not bother to complete their daily routine time table that can change their life.

So I want to state once again a massive congratulations, you are in the minority!

Use your six figure routine to take charge of your life, live life on YOUR terms and go and achieve your dreams!

I also sincerely mean this when I state, please email me anytime and I will '*personally*' answer your email.

<https://raynewland.com/contact/>

I cannot wait to hear and share your success story one day!

To your success

Your friend

Ray Newland

If you want to know more about me, and more importantly how I can help you achieve success in your life, check out www.raynewland.com

You will also be able to see other books on my website that I have written, designed to help people achieve their dreams.

“Yesterday is the past, tomorrow is the future, but today is a GIFT. That is why it is called the present.”

Bil Keane