

AWAKEN THE WINNER IN YOU

**5 STEPS TO
WIN YOUR DAY**



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A GUIDE TO AWAKEN THE WINNER IN YOU

Successful people - winners - as I like to call them, all have one thing in common. They all practice and commit to certain daily rituals. Whether it's waking up at a certain time, engaging in a series of physical, emotional, or mental practices, or writing in a journal - it's all about shaping yourself into the best possible version that you can be. It is not easy - it takes time and dedication, as well as discipline to set these rituals as part of your lifestyle.

In order to maximize effectiveness in my life as well as create a satisfying and productive day, I use the following 5 daily rituals:

1. Win your mornings
2. Surround yourself by winning visions
3. Create a winning game-plan
4. Develop winning habits
5. End the day like a winner

Get into the habit of performing these 5 rituals until they become part of your winning lifestyle, and you will definitely see yourself becoming an "A-player" with laser focus and a master of self-discipline. You will find helpful worksheets at the end that you can use to write in daily.

1. WIN YOUR MORNINGS



" The starting point of all achievement is desire. "
~ *Napoleon Hill*

Your First Morning Thought

What is your first thought in the morning as soon as you wake up? Is it something positive or negative? Do you wake up and instantly feel grateful for the fact that you woke up, or do you think “Oh crap, what time is it? Am I late?” What is your first impulse when you realize you are awake? Is it to instinctively grab your phone and get immediately pulled into the “matrix” of email, messages and social media news feeds? Or is it to spend those first few moments thinking about your goals, dreams and objectives?

I highly recommend to not start off your day by giving your attention and energy to your phone or any other electronic device. The first 10-15 minutes, and better yet, your first hour should be spent on *You*. Instead of mindlessly swiping through photos of random people’s posts, why don’t you spend those first precious moments serving your goals?

When I wake up, and even before I open my eyes, in those first magical moments of being in between sleep and emerging into my waking hours, my process of visualization begins. That is my first ritual of the day. I think about my most current goal and what I want to achieve, and visualize it as vividly as possible. I see myself successfully attaining that goal. I spend anywhere between five and ten minutes with my eyes closed, still in bed, while my mind is fully awake but my body is still relaxed to attract and pull those waking dreams into my subconscious mind. It is a powerful yet simple exercise to imagine how I want my day to pan out. If I’m worried or stressed out about an impending event, I run it through in my mind a few times to imagine it going smoothly.

Engage Your Mind – Visualize Your Reality

When we visualize something over and over again, that idea becomes real for the brain and it responds accordingly. Knowing this powerful fact, why would you think about anything other than what you want to happen, as if it has already happened? Start getting into the habit of picturing your goals as often as possible, throughout the day, especially in the mornings.

Thinking positive thoughts and envisioning your success starts your day off on the right frequency. As you fully wake up and get busy with the day and your usual routine, your subconscious mind shuts down, giving way to your conscious mind to take over to help you focus on daily tasks. Take advantage of those first few moments of

wakefulness, as your mind is still fresh from a night of sleep, allowing more thoughts to manifest into your reality. This practice hasn't failed to provide me numerous benefits, and to create the life I've always dreamed of living.

Work on discovering your life's purpose, because there's nothing better than waking up knowing exactly why you are getting up and having a drive that fuels you for the rest of the day.

Ask Three Questions for a Winning Day

Another beneficial ritual you can engage in every morning in order to make the most of your day and start with a winning attitude is to ask yourself the following three questions:

1. How can I grow?
2. What can I give?
3. What can I celebrate?

The first question will prompt you to think creatively about what you can do in order to improve or make progress in your life. Remember, constant and never ending improvement and growth is so essential for us. Think, or better yet, write down some ideas for how you can use today to grow, develop, learn, and progress.

The second question will allow you to think about how you can be outward-facing by being generous or providing something of value to someone else. Generosity, as discussed extensively throughout the book, is a big part of a winning lifestyle. Don't forget to give daily.

The third question reflects on gratitude and rewarding yourself. What can you celebrate today as an achievement, accomplishment, or simply something that you are happy about in your life? Remind yourself what you have to be thankful for and what can you do today to celebrate it.

Use the *Three Questions for a Winning Day* worksheet daily to get into a habit of making this part of your morning ritual.

Design Your Own “Empower Hour”

I advise all of my clients and students to create their own “Empower Hour” to begin their day fresh and strong. What is an “Empower Hour”? It is a series of rituals that you perform in order to put yourself in the right mind-frame and to start your day energized and ready to tackle any challenges.

Your First Morning Activities

Once you’ve finished your 10-15 minutes of visualization and/or meditation, the next part of “Empower Hour” involves some physically energizing activities and rituals that are good for the body. I usually start by drinking a tall glass of water or two, to rehydrate myself after sleep. This is followed by 20-30 minutes of stretching, deep breathing and light exercise. On days where time is not on my side, I take 10 minutes to go through the process. If you say you don’t have that time to spare in the morning, then you might consider waking up an extra hour earlier. That ultimately means going to bed a bit earlier.

What else can you do for yourself in your “Empower Hour?” You can read a book or article that expands your mind and allows you to learn something new for 15-20 minutes. You can do a yoga session or a light workout. There are no excuses for not taking 15 minutes to do some exercise. There are plenty of videos on YouTube that demonstrate easy-to-do at-home sessions. I even use a seven-minute high-impact exercise a few times a week. Don’t say that you don’t even have seven minutes to spare! You can also take the time to prepare a healthy breakfast, so you are not rushing while stuffing a sugary snack into your mouth as you run off to work. Eat your breakfast mindfully and consciously, savoring each bite, and not in between phone calls, texting and posting.

Here’s an example of my morning “Empower Hour”:

6:30 – 7:00 Meditation or visualization

7:15 – 7:30 Glass of water and light yoga/stretching

7:30 – 8:00 Reading a book or reviewing my success journal

8:00 – 8:30 Seven-minute cardio session and shower

8:30 – 8:45 Breakfast with Maya and sending her off to school

Once you've completed your morning rituals, it's a good time to open your emails, read through messages and get to work. You will have set the right pace and tone for the rest of the day, and having done a lot of productive activities, you will be ready to keep making progress.

2. SURROUND YOURSELF BY WINNING VISIONS



"We become what we think about most of the time,
and that's the strangest secret."

~ Earl Nightingale

The more you think about your goal, the more likely you are to achieve it. That's why I believe in surrounding your home with reminders of what you are striving for. Vision boards, drawings of your ideal life, post-it notes with current goals, photos of places you want to visit, bucket lists, and anything else that will keep the vision strong in your mind.

Write it, Draw it, Post it

When you know exactly what you want, it's the right time to put reminders of that goal all around you, in as many places as possible. Writing down your objectives is the most important aspect of goal-setting. When you put your thoughts on paper, in your own handwriting or in your own style of drawing, it is the most effective way of stating your intentions. Throughout my life journey I have created deliberate goal-setting. I have a vision board in my living room, the drawing of my perfect life in the kitchen, post-it notes with three or four current goals posted on the bathroom mirror, and a notebook full of life goals and bucket lists next to my bed. My phone's background is a photo of Dean and Maya – my perfect family, and I feel gratitude every time I see it. I am surrounded by my winning visions, daily. It is a fail-proof way to achieve my goals. Start working on your visions, and place them all over your home and watch your dreams come true. Of course, you still need to do the work – there's no magical elevator to success.

How to visualize more effectively

To help your visualization practice, I've developed a system and an acronym for easy recollection. If you want to be a master of visualization, do your **BEST!**

- B**– Be Present
- E**– Use Emotions
- S**– Use all of your Senses
- T**– Time it right

Use these four principles whenever you perform your visualization sessions, whether first thing in the morning, during the day or in the evening.

Be Present

When you picture your goal or dream becoming a reality, do it in the “now” – the present moment, as though it has already happened. I talked about the concept of time in Part II, Chapter 7 – *Awareness*, and explained how we incorrectly believe that there’s anything other than the present moment. When we visualize what we want to happen as real, the mind associates it as such. And remember, what you believe is what you receive. Meditate on your vision, focus on your breathing and imagine your new beautiful reality in all its glory in your surroundings.

Use Emotions

The more emotions you can feel when picturing your ideal circumstance or goal, the more likely it will manifest and come faster into your life. Emotions have stronger resonance than thoughts alone, so when you attach feelings like joy, pride, exhilaration, or gratitude, the message is loud and clear. Close your eyes, vividly imagine yourself succeeding at your desired goal, and feel the emotions associated with that achievement. The clearer you can imagine the feelings, the better your connection to the universal force will be.

Use all of your Senses

Besides emotions, you can also clearly use your senses in your visualization. The more senses you engage and the stronger you can feel them, the more effective the practice. Train your mind to imagine how your dream smells, tastes, sounds, looks, and feels to the touch. For instance, if your dream is to own a Ferrari Portofino model, how would you use your senses in this case? You can imagine the new car smell, the sound of the engine revving up, your favorite song playing through the stereo system as you take it for its first ride, the look of the shiny paint glistening in the sun, and how gripping the steering wheel with your hands feels. Engage all of your senses when you are imagining yourself in the moment of attaining your goal.

Time it right

This one is easy – the more you use visualization, the faster you will see the results. I believe that 10-15 minutes in the morning is a good amount of time to spend on this practice. But don’t forget to remind yourself to think about your goals and imagine them happening all throughout the day. Even having quick images flashing in your mind as you go through the motions and performing daily tasks counts towards your visualization quota.

Try my "**BEST**" visualization method now. Put down the book, close your eyes, take a deep breath to center yourself and enjoy the movie that your mind is going to create for you.

3. CREATE A WINNING GAME PLAN



"A goal without a plan is just a wish."
~ *Antoine de Saint-Exupery*

The first two steps in my 5 Daily Winning Rituals are about wishing. But this step is about planning, which is a big part of successful goal-setting. If you don't have a plan, there is no roadmap for you to follow to achieve the desired result. Create a blueprint for your desired objective, just like you would before building a house.

How do you *Set* your Goals?

I teach my students and clients how to make **SMART** goal-setting, which is a concept that was first published in November 1981 issue of *Management Review* by George T. Doran (coincidentally my birth month and year.) Since then, the methods have been taught in project management, employee performance management and personal development courses and trainings all over the world. There are slight variations to this acronym, but the majority of people use it as follows:

- S** – Specific
- M**– Measurable
- A**– Attainable
- R**– Relevant
- T**– Time-bound

This type of goal-setting method works well because it creates a sense of urgency and a reason for the need to achieve an objective. I have been using it myself, in my personal life, as well as in business, and it proves to be helpful every time.

Specific refers to the goal being narrowed-down and targeted at specific area of improvement or accomplishment. The more specific the better. Saying “I want to lose weight,” “I want to find love” or “I want to be rich” is not a specific enough way to state your objective. How much weight do you want to lose? What kind of person do you want to attract as your partner? How much money do you need to earn to feel comfortable? Identify the goal and start making a list of the qualities of your goal, to bring clarity to your mind.

Measurable usually refers to an easily quantifiable measure of progress towards your goal. This is the part where I recommend making a detailed plan of action. Identify the steps or categories of improvement in order to achieve this goal and break down each step into performable tasks. This is exactly what I did when preparing for any of the pageants I was competing in – I wrote out a game plan of tasks I needed to

do to shape myself into the best form I could be. I didn't leave any aspect of my preparation unattended – everything was written down in my journal with laser precision. Winning Miss Universe, I believe, was not a stroke of luck or chance. I made it happen with my constant visualization, and painstaking planning and organization. If you want to lose weight, and you've identified the specific number of pounds or kilograms you need to drop, the next step is to ask "how am I going to achieve this, or by what means?" Write down the steps you need to take and be specific. For example:

- Control portion sizes/calorie intake
- Cut out sugary drinks and junk food
- Eat more protein and fewer carbs
- Hire a nutrition consultant
- Stop eating after dinner
- Exercise for 30 minutes each day

Create a daily action plan that you can refer to and check off each task as you complete it.

Attainable goals are those you believe are realistic enough for you to achieve. If the goal is too big or unbelievable, you are not likely to achieve it. When you set SMART goals, make sure your objectives are doable and reasonable. If they are not, consider breaking them down into smaller sub-goals to make them attainable. For every big goal, there are several smaller ones you can start with. Instead of stating "I want to earn a billion dollars next year," state something more rational and believable, like "I would like to increase my income by 20% next year". Keep building up towards your ultimate success in small increments.

Relevant refers to the reason you want to achieve the goal. Remember your "why" and keep it in mind as you make your intention to achieve something. The stronger your reason and the "why", the likelier your success. You may set a goal but if it doesn't fall in line with your big picture in life, you won't have enough drive and motivation to keep working for it. Make all of your goals relevant to you and your definition of success. If your ultimate dream is not to be an actor, don't resolve to land a role in a movie because that won't fall in line with your objectives. Instead, think of everything you need to achieve in order to have the life you envision for yourself and your family – and make that a priority.

Lastly, ***Time-bound*** refers to a deadline or time-frame you want to give to yourself to complete the tasks and see the end result. Setting short-term goals is more effective than long-term goals because it gives you more focus and less time to waste. I prefer to set 6-month time-frames for myself, the maximum being a year. Your long-term goals can be included in your vision board, drawings or bucket-list. More immediate goals need to have a shorter time limit. Having an end-date in mind is important for accountability and a sense of urgency, which will motivate you to get up and work on each task daily.

Now that you know what SMART means, try to practice on one of your most current goals. The *Setting SMART Goals* worksheet will help guide you towards making the most of this exercise.

Obsess = Success

I truly believe that if you obsessively work on your goals, there's very little chance that you won't succeed. I am surrounded by people who work hard, think about what they want to achieve, and then reap the fruits of their labor. It fills me with hope and inspiration, to know that dedication and perseverance do pay off in the end. Think about the last time you obsessed over something and spent every waking moment engrossed in the activity. Did you feel you were making progress and have some success with that endeavor? I am certain that you did. Apply the same principle to your current goals and your obsession will take you towards victory!

4. DEVELOP WINNING HABITS



"Motivation is what gets you started. Habit is what keeps you going."

~ Jim Ryun

All successful people have special winning habits that make them masters of their craft. Habits are paramount to develop and maintain because as you train yourself to perform a certain task consciously and consistently, it becomes part of your routine.

How long does it take to solidify a new habit?

In Jack Canfield's book *Power of Focus*, he wrote about how to form habits for productivity and top performance. It takes approximately 21 – 30 days of regular daily action to solidify it into a habit. An example from my personal life would be of how I trained myself to floss every night. 15 years ago, I used to hate flossing my teeth each night after brushing – I was lazy. After hearing my dentist's recommendation to floss daily for healthier teeth and gums for the thousandth time, I finally decided to commit to this process. For three weeks straight, without missing a single day, I would dedicate a few minutes to flossing. As much as it annoyed me, I pushed on to see if this habit-setting method really worked. It certainly did, and it has been over 15 years now that I haven't missed a day of flossing. In fact, I find that I won't be able to fall asleep if I haven't properly brushed and flossed my teeth each night. That's the power of habits – once you get into the routine it becomes second nature to you. When the habit is set, it becomes easier to do the action than not to do it at all!

Which habits would you like to break? Which habits do you want to start?

Think about your bad habits, or a lack of certain good habits for that matter. Which activities would you like to implement into your daily routine that you know will make you ultimately more successful? My worksheet *Setting Good Habits* is a good starting point for you to identify areas of improvement. Take a few minutes to think about which bad habits you'd like to turn into good ones. And which good habits you would like to start practicing, that you currently don't. Once you identify the activities you must start or stop doing, write a simple plan of action.

Identify the habits that hold you back from achieving your full potential, and develop a plan to tackle those routines (or lack thereof). Do you want to stop mindlessly spending money on things you don't need? Or is it nutrition you need to get on the right track? Spending too much time chatting to friends and socializing through apps?

Perhaps your lack of organization at home is bothering you – making the bed every day, or putting dishes away after eating? Would you like to get into a habit of reading more books instead of reading social media posts? Or do you want to create an exercise routine so you can increase your physical fitness and health? Start drinking more water or going to bed early are other good habits to consider.

Decide what you want to improve and stick to it for three to four weeks to create an unbreakable pattern of action that you look forward to doing daily.

5. END THE DAY LIKE A WINNER



"Self-conquest is the greatest of victories."

~ Plato

End your day like a champion! There's no better feeling in the world than to know you have been productive, took some steps towards your goals and made progress. Here are some tips on how to finish the day strong.

Review & re-evaluate

Look over the events of the day with a fresh perspective and consider what you have done right and where you could've done better. There's no need to feel guilty or be hard on yourself if you've made mistakes – everyone makes them. Perhaps a failure has shaken your confidence or self-belief, but remember that failure only makes you stronger. When you FAIL you simply make your *First Attempt In Learning*, you discover what doesn't work, and you can consider yourself one step closer to your goals. As long as you took some action and made even a bit of progress, that is reason enough to celebrate and feel good about yourself. Think about where you were one year ago, and if you believe that you've improved and grown in some ways, that's a great indication of progress. Review the *Three Questions For a Winning Day* worksheet to see if you have attended to each point: How have I grown? What have I given? What have I celebrated?

Give gratitude

The end of the day is a perfect time to give gratitude for everything, whether good or bad. Each mistake has brought you more knowledge and experience, and each victory is a reason to rejoice and gain more confidence. Taking a few minutes to visualize things, people and experiences that you are grateful for, is a good meditative practice to wrap up the day. Use the **BEST** visualization method I shared with you in the previous chapter to imagine your favorite situations and experiences that brought you joy and pleasure. You can take the time to write in a gratitude journal, or put a few entries into your "gratitude jar". I have one on my bookshelf and it's a visual reminder to always be grateful for my fulfilling life.

Unwind

Take the time to calm down and get ready for restful sleep by unwinding your senses. Do whatever makes you happy and relaxes you – read something non-stimulating,

watch a favorite show, take a bath, meditate, write in a journal. Resist the urge to check your phone and email messages, it will only stimulate your mind more. One hour before sleep should be spent doing slow-paced and even somewhat dull activities to help induce slumber. I'm still working on creating my "Power Down Hour" and I promise you that I will follow through with this resolution. If you find it hard to wind down due to a heavy workload, try spending some time to plan out your next day by writing down a to-do list or schedule. This can help you sleep better knowing that you have a plan for tomorrow and not worrying about forgetting anything.

Spend time with those who matter most

Treasure your time with loved ones if you are lucky enough to have them close to you. We give so much of ourselves to work and responsibilities throughout the day, but sometimes forget to make time for those people who matter most. Sit down to talk to your family and spend quality time with them. Take your dog for a walk or cuddle up with your cat. Ask your kids or partner about how their day was, and tell them about yours. Turn your phone off or leave it in another room, so you are giving your full attention and presence to your loved ones.

Having peace of mind and love in your heart will make for peaceful sleep so you can wake up and continue being the winner that you are!

FINAL THOUGHTS

All winners, no matter where they come from, which career path they choose, or how much they earn, have common qualities that I've described throughout my book *"I Am Winning - A Guide to Personal Empowerment"*. They know exactly who they are. They have a solid vision and a strong "why" that drives them. Winners have a sense of purpose that serves others. They are all "visionaries" of their lives – and know exactly what they want and how they are going to achieve it. They love their lives and are grateful for everything they have. They take risks and challenge themselves to level up, constantly striving for growth and self-improvement. They rise up after a failure and keep going despite roadblocks and obstacles. And they make it a priority to enjoy the small things in life and the people who matter most to them.

Sometimes it's difficult to have faith in yourself that you will be able to achieve what you most long for. But what if you just believe? What do you have to lose by simply dreaming that anything is possible? Keep practicing your confidence with affirmations. Train your habits with self-discipline. Continue your visualization and goal-setting practice daily. With time and committed consistency, you will see the incredible power of all of these rituals.

The journey of this transformation starts with your work and devotion. Good things rarely happen by pure luck. Keep pushing for progress, inching your way closer and closer to completing each goal. Don't get discouraged when failure and rejection happen – that's just part of the package that comes with being successful. Allow those moments of disappointment to shape your character and help to define what you truly desire and aspire to be. And don't ever be afraid to try, again and again. Resolve to get up as many times as it takes, because you never know what greatness lies just behind the next turn.

“THREE QUESTIONS FOR WINNING A DAY” WORKSHEET

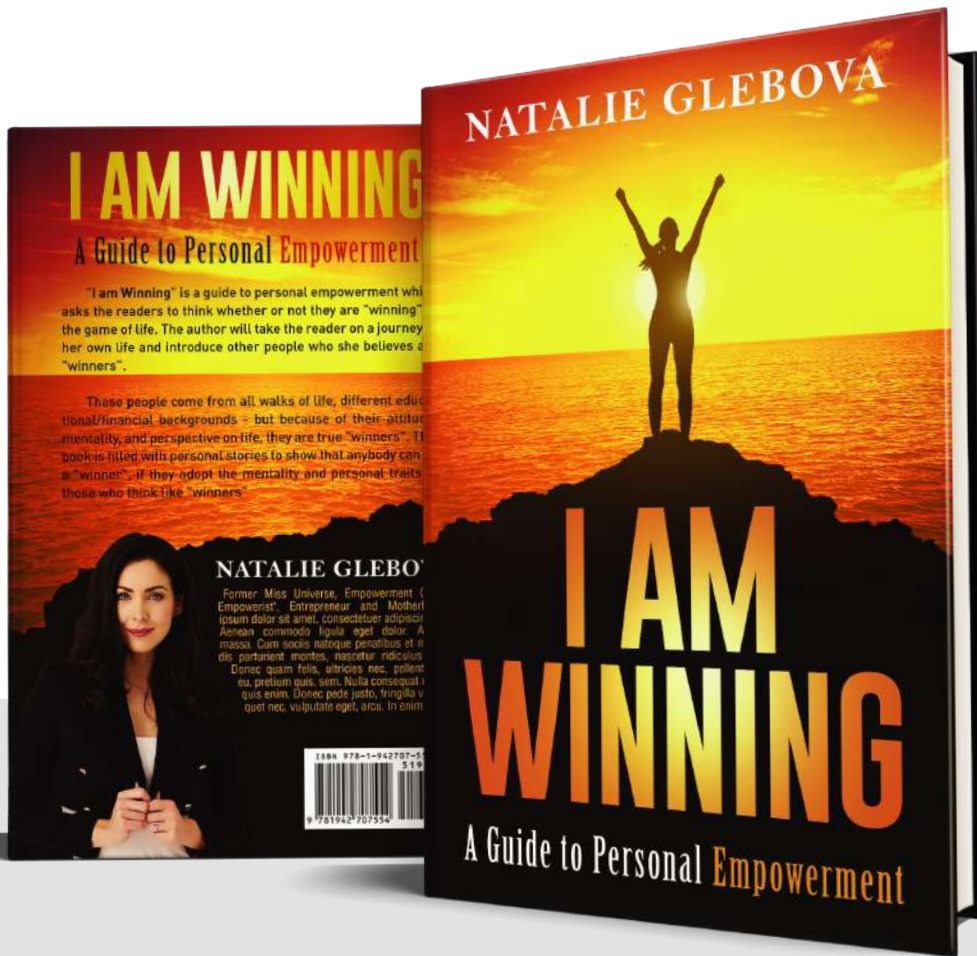
1. HOW CAN I GROW?	
2. WHAT CAN I GIVE?	
3. WHAT CAN I CELEBRATE?	

“SETTING SMART GOALS” WORKSHEET

S	Is my goal Specific? How can I make it more specific?	
M	Is my goal Measurable? What is my plan of action for attaining that goal?	
A	Is my goal Attainable? Do I believe it can be achieved?	
R	Is my goal Relevant to my big picture? Do I know my “Why” that drives me to achieve it?	
T	What is my Time frame? Do I have a deadline for this goal?	

“SETTING GOOD HABITS” WORKSHEET

Bad Habit	Winner’s Habit	Action Plan
Example: Not drinking enough water	Drink 8 cups of water per day and keep track of each glass	-2 cups upon waking up -1 cup after yoga/gym -1 cup before lunch and 1 cup after lunch -1 cup at 4pm with snack -1 cup before dinner -1 cup an hour before bed



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WIN THE CROWN
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3 SESSIONS



WIN THE CROWN
PERSONAL COACHING

5 SESSIONS



WIN THE CROWN
PERSONAL COACHING



MODULE ONE
STARTING YOUR JOURNEY
TO THE CROWN



MODULE TWO
USING ENERGY TO
BE OUTSTANDING



MODULE THREE
ACHIEVE YOUR DREAM
PAGEANT BODY



MODULE FOUR
NAIL YOUR INTERVIEW
& FINAL ANSWER



MODULE FIVE
CREATE A WINNING
ONLINE BRAND

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WIN THE YEAR MASTERCLASS

A promotional graphic for the 'Win the Year' masterclass. It features a blue sky background with a silhouette of a person jumping with colorful balloons on the left. On the right, there is a portrait of Natalie Glebova in a white blazer with her arms crossed. The text 'NEW MASTERCLASS' and 'Natalie Glebova' is at the top, 'WIN THE YEAR' is in large white letters in the center, and 'SLAY 2021 AND BECOME A WINNER!' is at the bottom.

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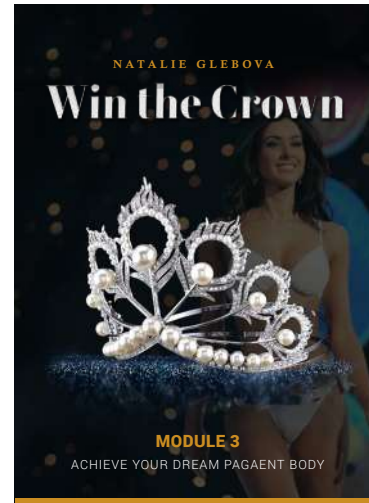
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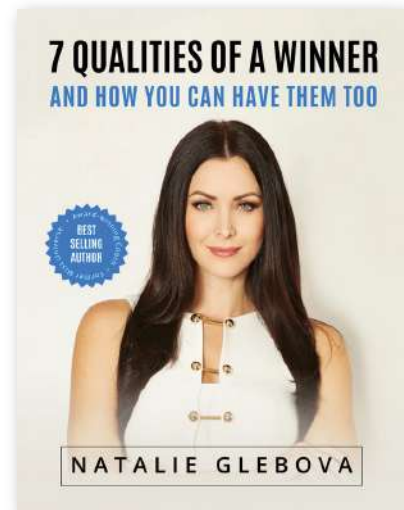
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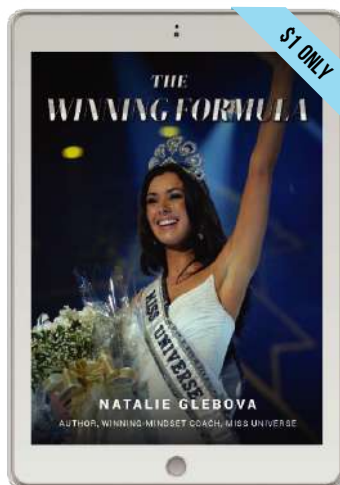
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