

# **THE FOUR MISTAKES MISERABLE GUYS MAKE**

## THE NEW MANUAL 2.0

By Tripp Lanier

*Men's Coach and Host of The New Man Podcast*

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## WHY SHOULD YOU READ THIS?

Good question.

When it comes down to it, the guy I work with is (in some way) feeling...

- Lost
- Stuck (or Trapped) and...
- Drained

In other words, this guy isn't really sure where his life is headed. He's not even sure what he really wants. He may have felt plugged in before, but lately he's been asking, "now what?" This can be scary as hell.

Even if he does have a bead on what he wants, he may be feeling stuck or trapped. Whether it's a job, relationship, or his own limiting beliefs -- whatever it is, there's something that's holding him back. Otherwise, he would be able to do whatever he's trying to do alone.

And at the very least, he's just not fired up. He wakes up everyday and groans a bit (or a lot). He's drained by his life instead of lit up by it.

## So what?

Life isn't going to be all unicorns and rainbows, right? It's going to be gritty and tough. Agreed.

But for the guy I work with, he doesn't use this as an excuse to settle. He's sick of tolerating and settling. He's tired of giving up what he wants in order to "play it safe."

He doesn't want to be on his deathbed -- staring at the ceiling -- and feel the regret of a wasted life. He wants the satisfaction of knowing he honored himself and went for it -- even if he fell down a few times along the way.

## WHAT DO I DO AS A COACH?

**#1 -- I help this guy get clarity.** Clarity about what lights him up, his sense of purpose, where he wants to be in six months, in six years. I help him figure out what he *really* wants to do vs what his limiting beliefs, dad, wife, or the world thinks he *should* do.

I help him break free of the small thinking that has him ordering chicken tenders everyday off the kiddie menu

when there's so much more available. I help him see the other menu flaps.

And just having this sense of clarity quickly brings a greater sense of *peace* and *relief*.

**#2 -- I help this guy take action.** To get unstuck. To get moving. To do what matters instead of just “being busy.”

I help him figure out *how* he's going to get from where he is now to where he wants to be.

**#3 -- I help this guy beat resistance** and the fears and doubts and excuses that have him feeling trapped. I hold him accountable so he *follows through*.

And by doing all of this he claims his **freedom**. He feels **passionate** about life again. He builds stronger **connections** with those that matter most to him. He feels a sense of **peace** that even though he hasn't scaled a massive mountain, he's on the “right path” *for him*.

For this guy, life feels more like **play** instead of a drain.

## LET'S ZOOM OUT FOR A MINUTE

For years, I've been in the trenches coaching men from all around the world. These are forward thinking men -- guys who don't want to follow the same old script. These guys don't want to settle for a lesser version of themselves. They want the most out of their lives.

These men are not like *most* men.

These coaching experiences inform my interviews on **The New Man Podcast**. I talk to authors and experts from all walks of life about what really matters to guys *now*.

### **But there's a problem.**

There's too much information out there. We're *choking* on information, and yet much of it is *not* for men.

So I focus on the following:

- Get the best experts possible
- Ask the questions that matter most and
- Translate what is said into a “guy's language” to make it as easy as possible to understand.

I want to make it as easy as possible for you, me -- all of us -- to cut the BS and live the life we really want.

## TIME TO GET STARTED

So in this short ebook, I'm going to share the mistakes I see guys making on a daily basis -- mistakes that have them *wasting their lives*. And more importantly, I'm going to share what actually works to help *you* move in the right direction.

**My goal is to give you a simple blueprint to:**

- Find clarity about what you want and where you're going
- Take action so you're no longer stuck
- Feel fired up and energized about life again

These practices are designed for everyone. They won't cost you anything to do. There's no equipment to buy, and you'll only need a small amount of time.

**In other words -- there's no excuse for not doing them.** And if you do these practices, I have no doubt you

will get your ass into gear and going in the direction you want.

Ready? Let's talk about the first mistake where guys are getting tripped up...



## MISTAKE #1: ASLEEP AT THE WHEEL

This first big mistake I see miserable guys making is simple. They're checked out. Asleep at the wheel. **They're not present.**

And if *you're* not present, you're not taking the lead in your life. And if you're not taking the lead in your life, then you're just hoping that somehow-maybe-one day life will figure out what you want and deliver it.

Because life is fair, right? Wrong.

Guys who are "checked out" have basically taken a roll of duct tape and covered up the dashboard in their car. They've hit the mute button on life. They have no idea what they're thinking, feeling, or wanting in a given situation. They're just gliding (or bumping) along.

### **So what?**

If you're gliding along, checked out, numbed out, then it's really hard to recognize and respond to opportunities as they arise.

In other words, what you're *really* wanting in life could jump out of the toilet and bite you on the ass one morning and you wouldn't have a clue. You'd miss that opportunity.

Now here's the really screwed up part. These checked out guys are *unconsciously* passing the burden along to their girlfriends, wives, their job, the world at large to figure out what they want for them. And not only that, they *unconsciously* want the world to then deliver it on a platter.

They *unconsciously* expect that if they just go with the flow, don't rock the boat, and be a "nice guy" that the world will be fair and do the heavy lifting for them. The world will make the effort to figure out what he wants and give it to him.

Good luck with that.

Think about it like this. You're hanging with some friends. Everyone is hungry and then someone asks, "Where should we eat?" Most of the time, we say, "Wherever you want."

We pass the burden. We don't want to take a second -- to check the dashboard -- and actually ask ourselves, "What *do* I want to eat? What kind of experience do *I* want to have?"

Maybe we don't want to screw it up. Maybe we just don't want the responsibility. Either way, we throw the decision to someone else like it's a hot potato. And then secretly sulk if it doesn't make us happy.

(By the way, Dr. Robert Glover wrote a great book about the "Nice Guy Syndrome" called *No More Mr Nice Guy* that I highly recommend. [You can click here to listen to his interview on The New Man Podcast.](#))

Even guys who don't think they're "nice guys" have a bit of this in them. And I'm not immune either. When checked out, I pull this kind of stuff from time to time and it's frustrating.

But if we're present, if we're paying attention, we can see the pattern. "Hey! I'm doing that thing again! It's time to wake up, figure out what I want, and how I want to respond."

Being present takes practice. It requires us to ask ourselves questions we don't normally ask. It takes some effort -- which is why most guys aren't present. It's not the easy road.

In the second part of this ebook, I'm going to share a practice that will help you clarify what you're thinking, feeling, and wanting. It's great for helping you "wake up" and take the lead in your life.

And for more on becoming present, [click here to check out the Presence videos from The New Manual v1.0.](#)

So that's a quick glance at the first mistake I see guys making. Let's take a look at the second.

## MISTAKE #2: NO THANK YOU

Imagine you're at the gym, and you see some guy doing a set of bicep curls with one arm. And seriously -- this bicep is *massive*. Bigger than a toddler's torso. Huge. Big veins all popping out of it, too.

You stop to watch him, and after his set he stands up and takes the weight back to the rack and walks away.

And that's when you notice his *other arm*.

It's flaccid. Puny. It's sad. He's got one massive arm and one under-utilized, sad, forgotten arm.

### **What. The. Hell?**

Most of us have a similar imbalance -- it's just in our minds. This imbalance distorts our view of reality and wrecks our ability to enjoy our lives.

Many of us are *amazing* at pointing out the things that are wrong, bad, and lousy. We're experts at pointing out the one or two things that are missing. This is our massive arm -- and let's call it The Critic.

The other arm? The sad, puny, underused arm? That's the part of us that sees all of the things that go well everyday. It's the part of us that is grateful for what we already have.

## **What's going on here?**

Many of us believe that we're not going to experience satisfaction until *we get what we want*. In other words, something is always missing, and we're not going to feel satisfied until we get it. The chase is on for *what we want*.

But if you're like most guys, as soon as we get the prize, our minds seem to latch on to the next thing that's missing. It's a vicious repeating pattern, and many good men have wasted their lives on this sad hamster wheel.

*"It's never enough."*

We're focusing on what's missing instead of appreciating what we've got and what's going well. And let me tell you something -- there's *always* going to be something missing or wrong. Always.

## So What?

When we go through our days focusing on what's going wrong and what's missing, we begin to tell ourselves a story.

*"I'm not doing enough."*

*"I'm not as good as that guy."*

*"I'm missing out."*

*"I'm a fuck up."*

Repeat this stuff enough and you actually start to believe it. Repeat this stuff enough and no wonder why you're miserable, anxious, depressed, and hopeless.

*"Life's a bitch and then you die."* Especially if you live on a hamster wheel.

## **How could that kind of thinking possibly fire you up?**

To put it simply, focusing *only* on the negative (or what's missing) is a huge mistake. Focusing solely on the negative creates a distorted view of reality which shapes the story we tell ourselves about ourselves. And this story affects our experience of *everything*.

## **Please hear this...**

Pursuing what we want is not inherently wrong. Not at all. But, it's a trap *if we're not grateful for what we already have*.

Without gratitude for what we already have, the pursuit for gratification just makes us miserable. I believe that unless we are grateful for what is already going well, it's impossible to truly appreciate the thing we're pursuing once we have it. Meaning -- if you're not grateful for what you've already got, you'll still be miserable when what you want lands in your lap.

## **The challenge? Hold both perspectives.**

Recognize and be grateful for all that is going well -- no matter how small -- *and then* pursue the things you want.

(For a very powerful story about how one very “successful” CEO hit the wall, [click here to check out this interview with Chip Conley on The New Man Podcast](#). And then review the [Optimism video on The New Manual v1.0 here](#).)

Now, let's check out the third mistake...



## MISTAKE #3: WAITING TO LIVE

The third mistake I see miserable guys making is this:

They're waiting to do the things that feed them. They believe that their happiness is a product of "success" (all of the work they have to do first).

Let me explain. These guys are focused entirely on what they *should* be doing vs what they *want* to be doing. Life has lost its sense of play. It's now a string of obligations and duties -- some of which are noble and true and good.

But here's the problem. This guy is trying to create his optimal life while holding his breath.

### **Meet The Drowning Man**

He gets up in the morning and goes straight into work/duty mode. No time for breathing yet. That'll have to wait.

He gets to work and after lunch time it starts to hit him pretty good. He needs that breath. Maybe he gets a little hit of the O<sub>2</sub> on the internet somehow. But then it's back to the grind.

Still holding his breath. Tolerating this. Tolerating that.

He wraps up the workday, but he has a crummy commute or another set of obligations. Still holding his breath. The pressure is mounting. There's a vein showing on his forehead.

And let's say this guy has a stressful home life, too. Not uncommon, right? Still holding his breath, he's a grumpy sonofabitch. So he says something stupid and now there's drama. More drain. More deprivation.

Finally! He gets a break and he's gasping. He's exhausted. He's depleted. What does he do? He finds his "oxygen" through bad food, staying up too late, porn or even worse -- reality television. He may even tell himself that this stuff is great. But this "great" stuff that brings temporary relief just depletes him even more.

He's like a man who's been held underwater for 60 seconds and takes that first breath -- that first, amazing, sweet, "holy shit this is unbelievable!" breath. But it's only a *good* breath because he was drowning himself a few seconds before.

Bottom line is that he's too worn out from holding his breath all day to actually do something else that would strengthen him or "fill him up." So he wakes up the next day and repeats this "drowning man" pattern all over again.

## **So what's the cost?**

By depriving himself of the things that rejuvenate and energize him, he's bringing a weaker, lesser version of himself to his work, his family, and the world.

But if you talk to this guy, he'll tell you that all of that rejuvenating stuff -- the stuff that lights him up -- has to wait. Why? Because there's *more important* things to do.

He's got a belief in there that says, "I need to have X first, and then I'll be able to do what feeds me." That X may be money, security, safety, love, status, whatever -- but it's some form of "success."

But we've just seen that his striving for success and depriving himself of the things that feed him actually works *against* his success. How can he be more successful when he's bringing his "oxygen-depleted C-game?"

The mistake here? Believing that happiness is a product of success. The reality? True success is a product of our happiness. Or to put it another way, our success is a product of doing what feeds us and strengthens us and lights us up.

## Let's break it down

Many of us are living in some sad version of a [Rube Goldberg machine](#). Instead of going directly for what we really want on a daily basis, we've unknowingly created an impossibly complex and difficult route to get there.

Instead of integrating what we want into our daily lives, our success is a finish line *at the end*. A mountain summit *at the end*. What we're really wanting is always *out there* in the future, out of reach.

And what is this "success"? What is it that we most want? What is the **purpose** of all of this?

I believe that at the end of the day -- no matter *what* or *how* we've chosen to live -- what we really want is to *experience* a combination of:

- **Peace** -- relief, secure, “things are as they should be”
- **Passion** -- fired up, engaged, “I’m alive!”
- **Connection (Love)** -- loved, cared for, appreciated
- **Freedom** -- able to express ourselves and pursue what we value

These experiences are indicators that we’re being true to ourselves. These experiences let us know that we’re fully honoring the [“commitment to the spirit inhering within me,” as Steven Pressfield says.](#)

Dishonor that spirit and you feel like crap.

## **Let’s play a little game of extremes**

You’ve got 6 million bucks in the bank. How do you feel?

You’ve walked up to that beautiful girl and gotten a date with her. How do you feel?

You learned everything in every book. How do you feel?

You’ve won a Grammy, the Masters, the Tour de France, the Nuclear Arms race. How do you feel?

You've cured cancer and saved millions of lives. How do you feel?

You reached enlightenment and touched the face of God. How do you feel?

You have a beautiful loving family surrounding you as you die after a full, amazing, and rewarding life. How do you feel?

Bottom line -- those experiences are some combination of Peace, Passion, Connection (Love), and Freedom.

**That's it. That's the true end game.**

It's not a thing -- a mountain summit or a finish line or a trophy. It's the *experience we have when we truly honor ourselves and what we value.*

But our egoic minds don't see it that way.

*"It can't be that simple!"*

*"I've got to prove myself to the world with things and titles and accomplishments!"*

*“I can’t go for what I want -- it’s not safe!”*

*“I can’t be a loser!”*

In other words, we place obstacles in between ourselves and the experiences we truly want. We create a loooooong route to get to where we truly want to be. Instead of orienting our life around these experiences and having them regularly, we place them out of reach.

We tell ourselves that our happiness and the things that truly fuel us have to wait. Why? Because we have to do all of this other work first so we can then do the things that truly fuel us at some point *later*. Hopefully. If life is fair. Which it’s not.

(Read that last paragraph a few more times, please.)

## **So what?**

This is how we end up in crappy jobs and careers. This is how we end up in draining marriages and relationships. This is how we build a life that works *against* us instead of feeling like the wind is at our back.

## **But what about Meaning?**

Yeah, what about meaning? What about “your special purpose?” What about the satisfaction that comes from sacrifice? Isn’t “being happy” just selfish and shallow?

In my experience, the most rewarding experiences in life come from doing what we love *while also having a positive impact on others.*

What brings our life meaning is knowing that our individual actions are affecting others or something larger than ourselves in a good way.

And here’s what I’m proposing -- let’s not make this an either/or proposition. Let’s design our lives so that by doing what has us feel more passionate, free, peaceful, and loved we are *also* making life better for others.

## **So how do we break out of this pattern?**

We build on the lesson we learned previously. We get present. We stop hoping that someone else is going to figure it out for us. We stop hoping that someone else will do the work.



We clarify what we're *truly* wanting and we orient our lives around the things that bring us peace, passion, connection (love), and freedom.

We stop waiting to do what we love.

Later on, I'm going to share with you a practice for putting this into action.

(If you'd like more on this topic, you can [watch the videos on Purpose from The New Manual v1.0 here.](#))

Now, let's turn to the fourth mistake I see miserable guys making.

## MISTAKE #4: CHOOSING DRAMA

There's a political pundit on a 24 hour "news" channel bitching about (fill in the blank). His focus is on the other political party.

Your buddy complains (for the 38th time this month) about his wife and how she won't have sex with him. His focus is on his wife.

It's raining and your flight is delayed. A fellow passenger yells at the attendant. His focus is on the attendant and the weather.

All three of these examples have one, disempowering common mistake. By focusing on the *problem* in their lives, they are giving up their *power* to do something about it.

Most of our lives can be described in a simple dynamic. It's called the Drama Triangle and it was developed by Stephan Karpman.

Let's check it out...

## **You've got three players in a Drama Triangle:**

1. The Victim ("Poor me")
2. The Villain (The bad guy, the "problem")
3. The Hero (The one who saves the day)

And most of us are in some version of this triangle -- especially if we're checked out. We're *blaming* this on that. We're hoping that this *saves* us from that. It's up to us to make sure Person X doesn't get hurt by Person Y.

For instance, if my boss is an asshole and he's the problem (the Villain), then I'm screwed (the Victim) until *he* changes who he is. Or until I'm rescued by the lottery (the Hero). Then I can quit my job and mail him a box of dog poo. At this point, he becomes the Victim and now I'm the Villain in *his* world. See how this lovely wheel keeps turning?

## **What's the problem with problems?**

Most of the energy in a Drama Triangle is focused on finger pointing. Who's to blame? Who or what is the problem? Who's job is it to fix this?

And admittedly, this doesn't sound so bad, right? If we know the problem, then we can fix it.

But instead, most of us -- especially miserable guys -- are making the mistake of simply focusing on the problem, and then giving up our *power* to do anything about it ourselves.

David Emerald (author of *The Power of TED\**) calls this the Victim Orientation. The victim, in this case, is solely focused on the problems and by doing so is powerless to do anything about it himself.

Those problems may be his wife, his income situation, the weather, the President, the media, the 1%, the 99% -- even himself! Bottom line, as a victim, he needs *them* to change.

He's forfeited his ability to choose his response. He's disempowered. And he's just handed over his balls.

*"Here you go!"*

## Out of the Drama Triangle

So the challenge is now to shift into an empowered mentality. What Emerald calls The Creator.

Instead of waiting (or hoping or praying) for the world (or whomever) to change, what choice do I have right now?

In other words, given that this is how things are or that this is how this person is -- How do *I* want to respond? What do *I* want?

No waiting for them to change. No waiting for a different this or that. Just simply, “What choices do I have in this moment and how do I want to respond?”

Granted. That list of choices may be very, very short. But let’s take a look at the alternative to empowerment.

- Anxiety
- Hopelessness
- Fear
- Depression

Say bye-bye to what you truly want in this life -- peace, passion, connection, and freedom.

## **So why should you bother making the change?**

By confronting this limitation within ourselves and taking action, *we will experience passion*. Why? Because we feel alive when there's something at risk. We feel alive when a little part of us may die.

And that's good news. It means that if life is flat and lifeless for you, then you're simply one empowering action away from feeling more alive. You're one "baby step" away from feeling more passion.

I mentioned David Emerald's book *The Power of TED* before. Do yourself a favor and pick it up.

And in the meantime, you can [listen to his interview on The New Man Podcast right here.](#)

## Going forward

So that's the mistake -- focusing on the problem. And that's the idea about how to correct it -- clarifying what outcome and choice we want to make. But how do we go about doing this? The short answer builds upon what we've discussed so far:

- Getting present
- Focusing on what is going well
- Orienting our lives around what we truly want

Because when you do this, the victims, villains and rescuers fall away. They *need* other drama queens to play in the triangle with them. When you empower yourself, you leave that crap behind.

### **Now let's take action.**

The actions I'm going to share with you in the second part of this ebook are designed to help you:

- Clarify your direction -- so you don't feel lost
- Get you moving -- so you're no longer stuck
- Put gas in the tank -- so you're no longer drained

# WHERE THE RUBBER MEETS THE ROAD

## PART 2: TAKING ACTION

Holy crap. You're still here. Excellent. Most guys have tucked tail searching for the quick fix by now. Take a deep breath. That's rarefied air, buddy. Enjoy it.

### **Let's resume**

*"Talk is cheap."*

*"The road to hell is paved with good intentions."*

These are cliches because they're true.

Even though every man is invited, the path of The New Man is not for every man. There are no quick fixes, and just "knowing" this information doesn't create the transformation. Knowledge does not create change. Making different choices does.



If you want to correct the mistakes we've talked about, it will take effort and commitment. The sooner you can accept this the better.

If you can accept this, then I have 100% confidence that by doing these practices, your life will change for the better. I have no doubt.

The question is whether or not you will do this stuff. Sometimes we need help -- a coach or a buddy to hold us accountable. I'll tell you about how coaching can make your success inevitable in a bit.

**To review, we're here to talk about:**

- Clarify your direction -- so you don't feel lost
- Get you moving -- so you're no longer stuck
- Put gas in the tank -- so you're no longer drained

But if our brains are focused on all the "wrong" things, it's impossible to receive the fruits of our labor. This leads us to the first practice...

## ACTION #1: GRATITUDE

### **What's in it for you?**

A daily gratitude practice is probably the most repeated advice given by guests on The New Man. And it's one of the first practices I give to a coaching client. Why?

Because it's fast and it works.

It's the easiest way to change our experience of our lives *without having to change a damn thing in our lives.*

### **Here's what do do**

Super easy. Super simple. Takes a few minutes -- less time than you spend on the toilet.

Once a day -- set an alarm on your phone -- grab a piece of paper and jot down the answers to the following:

1. What *People* am I grateful to have in my life today?
2. What *Opportunities* am I grateful to have in my life today?
3. What *Experiences* am I grateful to have in my life today?

#### 4. What *Things* am I grateful to have in my life today?

I like this version because it's easier to remember the acronym POET which stands for People, Opportunities, Experiences, and Things. (Tim Sanders shares this particular POET Gratitude practice in his book *Today We Are Rich: Harnessing the Power of Total Confidence.* )

I challenge you to commit to doing this practice -- just a few minutes per day -- for two weeks. In that time, your flabby gratitude arm will start to get some tone, and your jacked up critic-arm will become a constructive contributor.

The end result? You'll start to realize just how good you've already got it, and you'll be able to appreciate all of the things you're going to create going forward. Do it.

#### **What's next?**

You're getting your head on straight with the POET Gratitude practice. Now it's time to put some gas in the tank.

## ACTION #2: THE FUNDAMENTALS

### **So, What's in this for you?**

Earlier we talked about the trap of *waiting* to do what feeds and strengthens us and lights us up.

End result? We're drained. We're left gasping for air. We're bringing our C game to everything we do.

This is driven by the false belief that our happiness is a product of our success (or safety or love or whatever that means to you).

So it's time to flip the script and walk the talk. Here goes -- repeat after me -- Success is a product of our happiness. Or to put it another way...

*Our success is a product of doing what fuels us.*

It means finding ways to do what fuels us and strengthens us and invigorates us regularly -- if not daily.

## The Duty Trap

*“But wait! I’ve got a job! I’ve got kids! I’ve got a mortgage!”*

For some reason, when I discuss the fundamentals with guys their fear button gets hit and they immediately imagine doing what fuels them -- as homeless, lonely failures. In their fearful mind, doing their fundamentals will come at the cost of everything they care about.

Listen -- It’s not either/or. It’s both/and.

It’s being responsible with an emphasis, awareness, and *commitment* to regularly doing what brings us greater peace, passion, connection, and freedom. Because this is in *service* of everything you truly care about.

For many guys -- especially husbands and fathers -- there is guilt about doing the fundamentals. There’s a sense of duty to put “family first.” And as a family man I certainly appreciate this.

But what usually happens is that this guy puts family first, but he's drained. He's grumpy. He's distracted. He's holding his breath.

He doesn't realize that by doing the fundamentals he's going to be a better husband and father. He'll be more present with his family. He'll be genuinely engaged. He'll be enthusiastic.

So let me ask you, "Which father would you rather have?"

In my experience, most of the excuses coaching clients had for not doing their fundamentals were just that -- excuses. Fears and obligations were just monsters under the bed. Whenever we shined the flashlight of reality on them, they just weren't there.

The biggest obstacle we usually face is *giving ourselves permission* to do the things we love.

## **A common trait among badasses**

Over the years I've had the great fortune of meeting some amazing men and women. Not only are they exceptional

human beings, but they've also done exceptional things with their lives.

Even though *what* they chose to do may have been different, I noticed that many of them were committed to consistently doing the activities and practices that strengthened them. Not every once in a while. Not when it was convenient. They made these activities a priority.

For some it's meditation. For others it's a daily run. For another it might be writing first thing in the morning.

## **The four most common fundamentals?**

1. Gratitude practice
2. Eating right
3. Staying active (and having fun while doing this)
4. Meditation (or some sort of journaling/self reflection)

They had a simple set of activities and behaviors that were the foundation for being their best in the world. These activities and behaviors were *fundamental* to their success. And it was no accident that they lived this specific way.

(My buddy Brian Johnson calls them the fundamentals and champions them in his Optimal Living courses. You can [listen to us discuss our own fundamentals more in this interview.](#))

## **So where's the biggest bang for the buck?**

After gratitude practice, it's the body. Period. Even if you're all about creating XYZ in the world, dialing in your body fundamentals is still the best place to start.

Why? Because the body is the vessel for everything you create.

Want to have great sex? Can't be sick or tired.

Want to play and have fun outdoors? Can't be sick or tired.

Want to spend more time with the ones you love? Can't be sick or tired.

Want to create a killer business that supports your lifestyle? You guessed it -- can't be sick or tired.



Nothing you can do out in the world is really going to have as much impact on your energy and outlook as bringing your body up to speed. That means giving it the best fuel possible and moving regularly is priority number one.

[\(Click here to watch the Body videos from The New Manual v1.0. \)](#)

### **Example: My Fundamentals**

Throughout the years, I've experimented with my eating. And as of the time of this writing (I just turned 40), I'm feeling the best I've ever felt by focusing on mostly plants (veggies/fruits) and avoiding processed food.

This isn't to follow some predetermined philosophy. I've arrived at this through experimentation and following what has me feeling best. I naturally stay lean and my energy is high.

I like to have fun so I don't go to a gym. I choose to live in a warm area next to the water so I can paddleboard and surf regularly. In other words, I do what lights me up and the consequence is that I stay in shape. This is by design.

I also meditate daily -- 20-30 minutes in the morning. I've been meditating for over 10 years now, and it impacts every area of my life. At the most basic level it's strength training for the brain -- that organ that we use for *everything* we do.

I have no doubt that daily meditation impacts my overall sense of well being. Sometimes I ask myself, "Shouldn't I be mad or upset about XYZ?" Meditation trains me to be present, stay focused, and bounce back quicker after getting triggered.

(You can [click here and learn more about meditation by listening to this interview on The New Man Podcast.](#))

I've learned through much experimentation that helping others is vital to my sense of well-being. It gives my life meaning. And I've designed my life around the ways that I enjoy helping others the most -- sharing interviews via the podcast and coaching.

I'm extremely fortunate that I can support my family and lifestyle doing this as well. But even if I could not support us financially, I know that I would still do something to help others because it empowers me so much, too.

On top of the basics, I know that creating, surfing, laughing with my family and friends, playing music, and getting good time with my wife (you know what I mean) all bring out the best in me. Take these out of the equation and everything I do suffers. Again, the fun stuff feeds the “success” stuff.

## **Here’s what to do**

I suggest choosing one simple activity that you can start doing today. One change in your normal routine. That’s it. I’m not a fan of “change it all at once.” It just doesn’t stick.

Pick a shift in your eating -- eat one meal a day that is better for you, then add another meal to it the following week.

Or pick a shift in your movement -- find an exercise program or routine to do this week and add to it later.

Bottom line -- choose consistency vs intensity. Lower the bar and raise it as you go. Make it easy to follow through. Make it hard to fail.

Commit to trying an activity for a while -- let's say 30 days -- and then call a meeting with yourself.

*“Am I feeling better/stronger/more lit up from doing this?”*

Remember -- your *experience* is your guide. Be willing to throw out someone else's “good idea” if you don't feel better as a result.

There's no one-size-fits-all here. Keep what works, discard what doesn't, and stay curious.

## **Keep your eye on the prize**

For some, the idea of *adding* stuff to do in their day is a burden. The fundamentals are about adding fuel to your tank.

The point is to do what helps us feel more peace, passion, connection, and freedom -- the stuff that lights us up. These experiences give us more space to deal with the challenges and obligations of life. Stay focused on building those core experiences and you'll be fine.

## **What's next?**

Now that you're putting gas in the tank regularly, it's time to take the lead in your life.

## ACTION #3: THE PERSONAL STRATEGY MEETING

### **What's in it for you?**

If you're determined to get present and take the lead in your life, then the Personal Strategy Meeting (PSM) is a simple way to build those muscles. It's a daily check in designed to help you figure out where you are, where you want to be, and what to do next.

If you don't have time, energy, or money to waste then the PSM keeps you from recklessly "spinning your wheels" on junk that doesn't matter most to you. It keeps your efforts in alignment with those core purpose values and experiences -- peace, passion, connection (love), and freedom.

The PSM is so simple that it seems silly that we would even need to implement it. That said, my clients who do the PSM practice regularly, quickly cut the crap and stay on track.

And the good news is that you don't need to buy anything. In fact, I've created a worksheet that you can print out and use daily.

## How does the PSM work?

Most of us are *reacting* to our lives. Very few of us are taking the lead and *navigating* our lives based on where we want to go and what we value most.

We're pinballing around -- running towards this, running away from that. Sure, in the back of our mind we want to be doing more of X and less of Y, but unconsciously we're just hoping that somehow what we want will magically fall into place.

We're not taking the time to get present and clarify:

- What we want
- The actions necessary to get there and
- When they'll be done

Without this there's no clarity. There's no accountability. And as a result there's no positive change.

Remember, *The road to hell is paved with good intentions.*

So let's imagine your life is run by 3 guys living in your head. It's okay. I think we're all a little schizophrenic.

(Check out Michael Gerber's book, *The E-Myth Revisited* for how this model relates to business. I've found that it's very effective when applied to our personal lives as well.)

## **The Visionary**

The first guy is the visionary. He's the man with the plan. He's present to what he's thinking and feeling and wanting. And he's not inhibited by doubts or small thinking.

When we talk to the visionary he simply describes what he values and what he's wanting. Many of us don't exercise this part of ourselves because we are more concerned with the *how* instead of the *what*.

Let me explain. For the small thinker, the answer to "What do I want?" is only as large as his ability to see *how* he can achieve it. If there's no plan for *how* to get there, then he doesn't allow himself to want it. He dismisses his deepest values and desires.



No wonder why he's miserable.

But our *true* visionary stretches this. He puts the limitations of *how* to the side for now. The visionary is given free reign to express what he's truly thinking, feeling, and wanting. It's not his job to figure out *how*. He's simply focused on the *what* he wants and values.

And this can be a bit scary for some. We may find that we want things that don't align with our current, "comfortable" life.

But for now, I simply want to encourage you to give this part of you a blank page to write whatever he wants. Remember, you don't *have* to do anything with what you reveal.

My advice? Push yourself. Be willing to scare yourself with the truth. Have fun with it. Get curious. Give yourself freedom of expression. Only you can do this.

## The Manager

The manager is the next guy in line. He answers to the visionary. His job is to take what the visionary lays out and figure out *how* to make it a reality.

The good news is that he doesn't have to do this alone. The good manager will ask for help from friends, hire a coach, or find what's needed out in the world. The good manager doesn't get in the way of the vision. He does not have to be "the expert."

A bad manager doesn't have a realistic handle on resources. The bad manager over-promises and under-delivers. The bad manager doesn't learn from mistakes. The bad manager is governed by fear and scarcity.

The manager takes into account what resources are needed -- time, money, expertise, energy -- and works accordingly. Baby steps are preferable to hamstring-pulling giant leaps. Baby steps are preferable to no steps at all.

## **And this is really important**

One of the most critical roles of the manager is to clearly define what needs to be done and by when.

Why?

Most of the time our resistance to something isn't really the fear of change. It's just that we don't know what to do. It's a lack of clear direction.

Resistance is fueled by uncertainty -- uncertainty about what exactly to do and when exactly to have it completed. Clarify those two bits and things run much smoother.

Which bring us to...

## **The Soldier**

The soldier is the guy (within us) that simply gets shit done. He doesn't figure out where we're going and why we're going there. He doesn't figure out what needs to happen next. His duty is simple -- take the orders from the manager and knock it out on time. Period.

## **But very few of us run our lives this way**

Many of us have managers in the visionary role. When the manager creates a vision based on productivity and to-do lists instead of what's rewarding -- What's the end result? Dissatisfaction even though we're "getting things done."

Many of us are strong visionaries and lousy managers. When the visionary lays out the direction but gives the soldier vague orders -- What's the end result? Dissatisfaction stuck at the starting line.

And some of us are most comfortable being told what to do. When our visionary and manager don't know how to answer the big questions or manage resources -- What's the end result? Dissatisfaction following someone else's lead instead of our own.

## **Back to the PSM**

So the PSM is designed to have you get present and *consciously* check in with each of these parts of yourself -- regularly. Not just once in a while.

The PSM enforces your ability to stay in the leadership role of your life. It enforces your ability to stay out of the victim orientation by keeping you focused on what you want and what choice you'll be making next.

And if the wheels have come off, the PSM also helps us see where the breakdown is occurring. Is it a misdirected vision? Unrealistic management of resources? Poor accountability? With the PSM you'll be able to quickly diagnose and course correct.

(For more on the Personal Strategy Meeting [listen to this interview with Brian Johnson on The New Man Podcast.](#) )

## **Here's what to do**

Print out the PSM Worksheet -- it's the last two pages of this ebook. And everyday for the next two weeks, take a few minutes to answer the questions in a journal or notebook.

It may feel clunky at first. That's natural. They're challenging questions. It just means that you're sorting things out. You're using new muscles. Stick with it.

Resist the urge to simply regurgitate the answers you gave the day before. Make the effort to check in and answer truthfully. This is how you build awareness and presence. This is how you learn to read the gauges on your dashboard.

## FOLLOWING THROUGH

I've laid out some very simple practices that I know -- through experience -- will make a difference if you do them. So what could go wrong?

### **Meet Resistance**

Maybe you're excited right now. You're feeling hopeful. Good.

You pick a practice or two and get started. Excellent.

You'll do fine for a few days or maybe even a week, but then -- THURFFFFT -- you slide off course.

Maybe it isn't no fun or sexy or exciting anymore. Maybe you just want to go back to the comfy place you knew before -- the same comfy place that had you looking for these practices to begin with.

### **Expect this to happen!**

It's called RESISTANCE. It's going to show up. And the good news is this -- resistance doesn't mean you're doing

something wrong. It just means you're bumping up against your edge -- the edge of your comfort zone.

## **Resistance means you're growing.**

As a coach, I prepare my clients for this moment, because it will happen. It's the dip. And anything worth doing has a dip.

*It's sexy! It's exciting! Okay now it's not as sexy. Okay now it's kinda boring. Okay now I don't know if I want to do this anymore.*

Yeah -- that's the dip. It's normal.

And guess what? *Everybody* deals with resistance. Nobody gets a free ride.

That guy you think is so awesome? Guess what? He deals with resistance. And you know the biggest difference between him and some other guy? It's between the ears. It's his ability to work through his unique form of resistance. That's it.



So as part of the coaching process, we know resistance is coming so we prepare for it. We *plan* for it. And we line things up to make success inevitable.

## CAN YOU REALLY DO THIS ALONE?

A good coach is a professional that's not going to let you get away with bullshitting yourself.

A good coach will:

- Help you clarify what you truly want
- Support you through the process and
- Hold your ass accountable

As part of my work with clients, I welcome resistance into the process. Why? Because resistance is *always* going to be in our lives.

I help clients get to know their unique form of resistance so it is less likely to hijack them in the future. I also challenge them when they've been seduced by resistance. I help them see the blind spots they're missing.

All of this helps the client to effectively deal with -- and bounce back from -- resistance in the future.

[\(To learn more about resistance click here to listen to Steven Pressfield's interview on The New Man Podcast.\)](#)

**Bottom line -- If you could have done it alone, you would have done it already.**

If you're serious about following through, get help.

We watch and expect professional athletes to have the best help they can get. We expect them to have someone in their corner to support them in doing their best.

How can we expect ourselves to do our best without someone in our own corner?

If you're interested in talking to me directly about how coaching can benefit you, then [click here to fill out a questionnaire.](#)

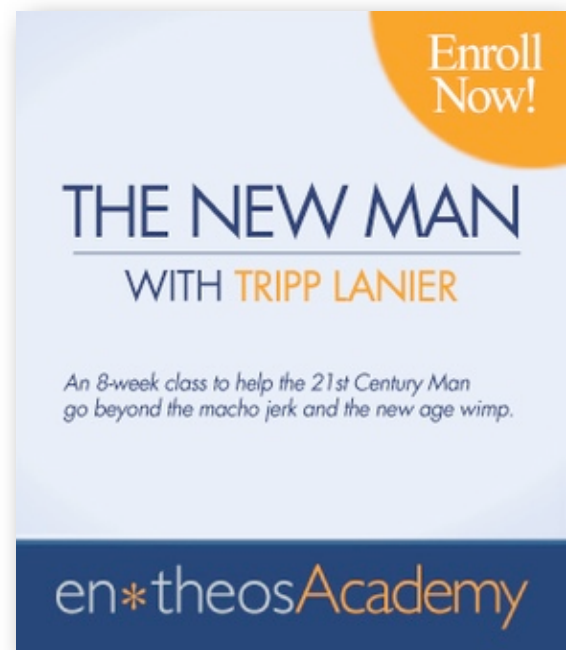
I'll respond via email to discuss the next steps.

## THE NEW MAN LIFE ONLINE COURSE

In addition to [one on one coaching](#), I created an online course called The New Man Life.

It's a series of recorded calls I did with live participants where we cover:

- Clarifying your life's direction
- Avoiding the traps
- Getting out of ruts
- Stepping up in relationships
- Your work in the world
- Live Q&A and more.



It's a powerful, easy, and entertaining way to learn privately and at your own pace.

[Click here to learn more about The New Man Life.](#)

## THANK YOU

Thank you for taking the time to read *The New Manual*. Hopefully you've found this ebook along with the linked videos and interviews helpful. I really hope that you take action and experiment with the practices described.



Please feel free to email me at [tripp \(at\) tripplanier \(dot\) com](mailto:tripp@tripplanier.com) with any comments or suggestions you may have.

Thanks again and I wish you the best.

A handwritten signature in black ink, appearing to read 'Tripp Lanier'.

Tripp Lanier

*Men's Coach and Host of The New Man Podcast*

Photo credit: [Rob Adamo](#)

# THE PERSONAL STRATEGY MEETING WORKSHEET

*Print out this page and the following page, and use a journal to answer each question daily*

## **Part 1 -- Get Present**

What ideas, stories or assumptions are floating around in my head today?

What's my overall mood right now? (happy, sad, mad, anxious, peaceful, etc.)

What kind of experience do I want to have today?

What actions or choices would bring more peace today?

What actions or choices would bring more passion today?

Greater love and connection?

Greater freedom?

What's one thing I could do that would make today rewarding and satisfying?

## **Part 2 Visionary/Manager/Technician**

What is my current focus or project?

Can I see how this ultimately creates greater peace/passion/love/freedom in my life? If not, why am I doing this? Is this an obligation I can refuse?

What is the very next step in moving forward? (Make this action clear and measurable)

When will I have this completed?

Who will hold me accountable?

What can I do to ensure that I follow through?

What is the consequence of not following through?

What will I do to reward myself for following through?