

21 Habits High-Performers Kicked to Achieve Success



Debra
Kasowski

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ABOUT ME

DEBRA KASOWSKI, BScN CEC is an award-winning best-selling author, keynote speaker, trainer, and Certified Executive Coach. She has a heart of a teacher and is certified in Appreciative Inquiry and Emotional Intelligence. Debra is the podcast host of The Millionaire Woman Show which has wildly successful since its launch July 2016.

For over 20 years, Debra Kasowski worked in the areas of healthcare, leadership, and coaching helping people live healthy and rich lives through principles of self-care, leadership, and human potential. Additionally, working in management and business for over 11 years. She is known in networking groups as the “facilitator of thought”. The co-author of ***GPS Your Best Life: Charting Your Destination and Getting There in Style*** with Charmaine Hammond and ***The Entrepreneurial Mom’s Guide to Growing a Business, Raising a Family, and Creating a Life You Live*** are published by Bettie Youngs Books. Her writing has been published in a variety of print and online magazines. She rebranded her company in 2014 to Debra Kasowski International. Debra Kasowski International helps executives, entrepreneurs, and organizations boost their productivity, performance, and profits. She lives in Edmonton, Alberta, Canada with her husband and three children. Connect with Debra Kasowski: Website: debrakasowski.com

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Top Benefits of Kicking Habits that Do Not Serve

More Time to Do What You Want
Accelerate Your Success
More in control of your money flow
Happier Person
Focused and Productive
Energized and Excited
Learning Tips, Tricks, and Strategies, & Great Content
Calm and Prepared
Increased Confidence
Handle Objections with Ease
Look & Feel Great
More Balanced Lifestyle
Get Stuff Done
Develop Stronger Relationships
Peace of Mind
Personal Accountability
Save Money and Resources

HOW TO USE THIS E-BOOK

There are many habits that you can choose to change. If you were to change everything all at once it would be overwhelming

Select 1-3 habits to change over the next 21-30 days.

Experts say it takes 21 days to change a habit, I say 30 to make it stick.

For example, choose one habit. Brainstorm ideas of how you are going to overcome this habit. Break down your actions into smaller steps. Ask for help or find an accountability partner to do work on the habit with you.

You may even choose to hire a coach like me to help you.



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Making Excuses for Results

1

If want to get results, you need to STOP making excuses. What this means is... you need to **take 100% responsibility** for the your results and outcomes. You receive feedback whether you are on track or off track from the world around you on a regular basis.

Are you doing what you love?

Are you working in a position or role where you are making a difference?

Do you have the skillset and experience to advance to the next level in your business or career?

Are you taking the actions you know you need to take?

Are you making the money you want?

Are you avoiding making a phone call because iyou asume the person is at lunch?

Do you avoind following up with people you met at a networking event because you think they won't be interested in what you have to say?

Do you invest time in your relationships on a regular basis?

Complaining

2

High-performers have learned that complaining about people, places, and circumstances is a waste of time and energy. When you complain, you give away any power you had.

Complainers often like to gather an audience. The more people that can share in their misery the better. Their negativity draws people in and creates conflict with and with others. They like to draw attention to their difficulties.

Whatever you are use to complaining about you must have a vision of how things can be better. Unless of course, you complain for the sake of complaining.

Complaining is a repetition of a negative story - one that gets relived every time it is told and it does NOT change anything.

Why not change the story?

Start sharing solutions of what you believe is a better way to do things. Stop complaining! There are somethings in life we have no control over. You cannot control the weather yet you can choose where you live.

If you feel you need to vent, put a time limit on it and move on by being part of a solution.

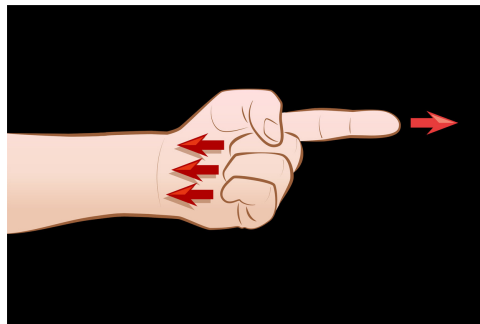
Playing the Blame Game

3

Finger-pointing and blaming of others for achieving poor outcomes takes the responsibility away from the person blaming to someone or something externally.

The shift of attention takes our eyes off of looking for a solution to an issue or concern.

Notice that when you point one finger at someone else that three fingers are pointing back at you.



Put up a mirror and reflect on how you have contributed to the outcomes. Take this opportunity to learn, adjust, and grow from the experience.

Most importantly, offer the same forgiveness and understanding to others that you would like for yourself.

What could you do if a similar situation presented itself in the future?



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Watching Too Much TV

4

One study in which TIME magazine posted online stated that the average television viewing of children born after 2005 was equivalent to that of a full-time worker. Another study suggested that the average American watches 34 hours of live television a week.

Does that mean we have too much time on our hands?

I found one article that suggested that for every hour of television watched you could be decreasing your life expectancy by 22 minutes. Crazy, isn't it?

Why decrease your life span when you have so much more to accomplish in this lifetime?

34 hours is a big deal!!!

What could you be doing with it?

- Getting in Shape
- Spending Time with Family and Friends
- Learning how to cook
- Organizing your home
- Volunteering
- Engaging in a hobby
- Starting Your Own Business
- Learning how to invest
- Becoming an expert in your industry
- Writing a book
- Exploring the World

Making Unhealthy Choices

5

A number of unhealthy choices stem from negative self-talk. We have between 50,000 to 70,000 thoughts in a day.

80% of them being negative.

You only are conscious of the thoughts you grab onto.

98 % of those thoughts you thought yesterday.

When you have negative thoughts, you often have feelings that reflect those negative thoughts.

Anger, sadness, frustration, criticism, and low-self-esteem.

You make choices and take actions based on how you feel.

Some of those unhealthy choices are:

Overeating.

Eating greasy fried foods.

Consuming too much sugar or alcohol.

Choosing to smoke or use drugs as a form of coping.

Texting while driving.

Having unprotected sex.

Speeding.

Spending more money than you make.

High-performers know that if they want to succeed they need to have some self-compassion and positive self-talk.

They need to make healthy choices that align with their goals.

Surfing the Internet for Hours

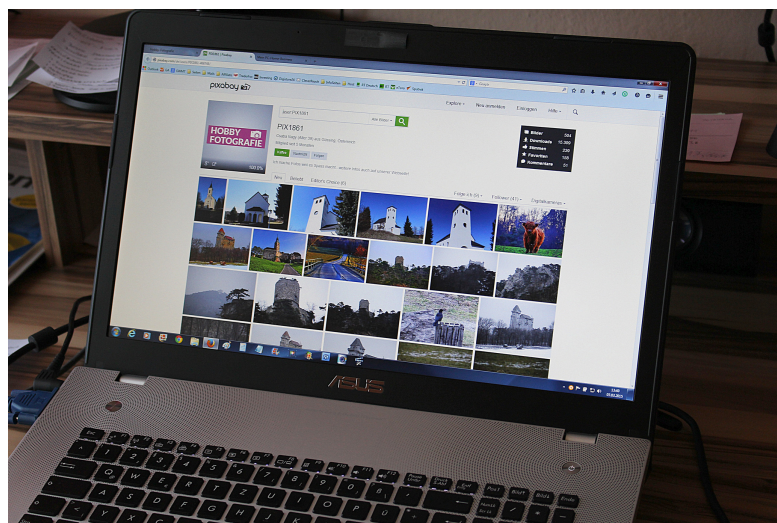
6

We use the internet for education, entertainment, and for inspiration. One catchy headline or picture can suck you into the internet vortex clicking blue links that take you to the next amusing story.

High-performers know that their time is precious. They use their internet time purposefully. They set aside time for fun perusing. Block off specific time for going on the internet or set an online timer to go off to remind you to get off the internet to focus on the other things you need to do.

Use a time log to see where your time goes and what activities you are doing and how long they take. You may surprise yourself.

High-performers use the internet to discover some of the answers and solutions they have been looking for. They educate themselves with free or low cost education through programs like Udemy or Cousera.



Living a Sedentary Lifestyle

7

Despite all the research and studies that have been completed, people continue to live a sedentary lifestyle. Our bodies were meant to be active.

Some of the world's top CEO s have made physical activity as part of the daily success regime.

It can be as little as 20 minutes to 2 hours.

It comes down to making a commitment to yourself about looking after yourself.

You cannot serve anyone when you cannot take care of your own health.

Ideally, you should be getting at least 30 minutes to 60 minutes of activity daily.

By exercise at least 3 days a week, you are reducing your risk of heart attack, stroke, and Type 2 Diabetes.

You might tell yourself, "I am young, I have lots of time to look after myself." You need to start now, otherwise, your time can be shortened by health problems.

High-performers know that when they are physically active that dopamine is released. Dopamine is a chemical released from your brain that improves your mood. When you feel great, you will take actions that are necessary to reach your goals.

8

Getting in a Social Media Trance

As humans, we are social creatures by nature. We like to connect with others. We like to learn and see what other people are up to. We can connect with family and friends near and far. We like to engage in conversations and feel a part of the action. Some people like to even leave a little bit of social media envy.

Regardless of the reason you are using the internet, keep your eye on the time. Just like surfing the internet, social media can consume a great deal of time.

Sometimes, I will get on my social media platforms and see what people are up to and sharing. The next thing you know I am watching a delicious recipe being prepared and I am heading out the door to the grocery store for ingredients.

OR

Someone is sharing that they were at the gym and I start telling myself I better get to the gym and take picture to share that I am committed to looking after myself too.

You are inspired by a variety of things. **You want to eliminate distractions so you get the maximum use of your time. BLOCK OFF social media time.**



Missing Deadlines &/or Being Late

9

Bad habits develop over time. Missing deadlines or being late are habits that can be costing your success.

You are not performing at your best and your productivity is probably low.

Think of the impression you leave on others.

First impressions can be long lasting but patterns of missing deadlines and being late can leave the impression that what is being asked of you is not important or that you do not care about the results or what is going on.

Reflect on these questions:

Are you considered to be reliable?

Are you worthy of promotion?

Are your hitting your sales targets?

What impression do you want to make?

How do you want others to view you?



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Stopped Reading and Learning

10

Some people believe that when they walked across the stage and received their high school or college diploma or university degree that they would never have to crack a book again. Your formal education may be over but there is a world world out there and experiences to be had.

Boy, were they wrong!

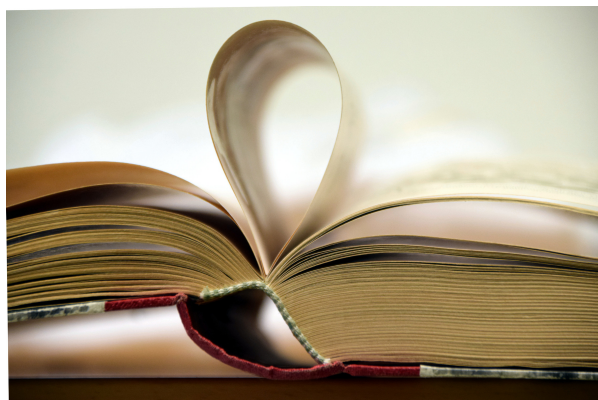
Imagine if you dedicated 1 hour a day (since you are cutting out your TV viewing - Wink! Wink!) to an area you would like to be considered an expert at. There are more and more people self-taught in a variety of skill sets that ever before. How much more you could offer others, if you knew more?

How much more confident would you be?

You could be a really change maker.

High-performers know that it is essential to commit to life-long learning through experiences, books, articles, newspapers, and videos. The more you learn, the more you earn is a phrase you may have heard before. You never know when what you have learned will come in handy.

Adopt the mindset of a life-long learner to achieve your success.



Being Disorganized

11

High-performers know that their time and energy needs to be guarded. Being surrounded by clutter and disorganization can be down right draining. They need to know where things are at a moments notice and often do not have the luxury of looking for the keys or piece of paper with a certain piece of information on it.

How much time are you wasting looking for things?

Does everything have a place?

If asked for something, would you be able to find it 9 times out of 10?

How has your disorganization impacted projects or delivering products and services to your customers?

Take 15 minutes at the beginning of your day to make a plan and spend 15 minutes clearing up your work area or desk so you can get a fresh start in the morning What do you need to have ready to go?



Hiding Behind Technology

12

Today, more people than ever before are hiding behind technology thinking that if I text or email I am communicating. There is too much risk in someone misunderstanding tone and context through these forms of communications. Don't be afraid to pick up the phone.

People hide behind technology due to shyness or they are afraid to go to networking events for the fear looking like a impostor or feel awkward sharing their elevator pitch.

Guess What?

Chances are other people in the room feel the same way.

Connections and conversations are more important than ever.

People crave face to face contact.

Experts say it takes 5-12 contacts with someone in order to build rapport and the "know, like, trust" factor.

The more I know about you, the more I will like you, and therefore trust you.

These contacts can through a phone call, a social media post, a letter, a meeting, reading an article you have written, or connecting at a networking event.

Quit being the world's best kept secret! Someone is waiting to learn from or have a conversation with you. Why deny people of the solutions or advice you offer?

Making Assumptions

13

You make assumptions based on your previous experiences. You can annoy yourself before even have contact with someone if you assume how they interaction will go. You have already made a judgement before even knowing the truth. Your imagination can come up with many reasons and scenarios as to why things as they way they are.

If you can change something for the better, do so!

Don't make assumptions about "What if this happens or what if that happens?"

Can you predict the future?

Have you ever made an assumption and later found out you were totally wrong?

High-performers know that assumptions can lead to hurt feelings, misunderstandings, and failing to take actions.

Why put yourself through the grief?

Why not choose to have what I refer to as the "beginner or learner" mindset.

Let's be curious!

When you are curious, you see the world from a different lens. It is like having a fresh start with every interaction. You ask more questions about your observations and what is going on around you.

You are an information seeker or fact finder.

Procrastinating

14

Everyone has procrastinated at one time or another. Some people believe they work better under pressure when they have a looming deadline. Others procrastinate because they are trying to make everything just perfect.

Perfection can lead to inaction.

Signs you may be procrastinating by what you say:

"I don't feel like it right now."

"I do not know how do to _____."

"It's too hard."

"I have too many other things to take care of."

"It is boring."

You may never feel like it.

You will never learn how to do something if you do not put in the effort to do some research or figure it out.

Break down the hard stuff into small manageable pieces.

Everyone has things to take care of.

High-achievers know how to block off time for what needs to get done.

If it is boring, turn it into a game.

Give yourself some incentive for getting it done.

Follow the Nike philosophy, "*JUST DO IT!*"

Gossiping About Others

15

People who gossip about others are often trying to make themselves feel or look better. What they share is often negative!

They are **NOT** to be trusted.

If they are talking about others, think about what they may be saying about you when you are not in their presence.

Why do they do this?

They are jealous.

They are bored.

They want people to take interest in what they have to say.

They want to feel part of a group.

They are insecure.

It is important to speak impeccably about yourself and others.

What you say says a lot about the person you are!

Are you spreading good news or inspiring others?

Spread GOOD gossip! Share how great someone is today with others. Better yet - tell the person you are speaking about so they can bask in your appreciation of who they are and what they do.

Always find a way to leave a positive note with every interaction.

People will remember that every time they speak with you, you make them feel good.

Being a Know-It-All

16

When you come across, you turn people off from interacting with you. As they get into conversation with you, they begin to notice that maybe you **DO NOT** know it all and that you do not even listen to what they have to say.

Total turn off!

Two way dialogue is how we interact and learn from each other. Again, this is where the "know, like, and trust" factor comes in.

Sometimes people can pretend to know lots on a subject and they do not. Now if you implement any advice that the "know it all" has given, you could get yourself into trouble.

You would definitely not refer them to others.

You want to be able to come from a place of curiosity and learn about others and what they offer.

If you do know something, ask for permission to share it.

It may or may not work for the other person as it did for you.

Know-it-alls are not interested in what others have to say and are often insecure so if they position themselves as knowing all they feel people with things they have what it takes to be successful. Some know-it-alls genuinely believe they are better than everyone else around them.

Take a genuine interest in others. Ask questions. Learn and share some of your greatness while you discover theirs.

Thinking Appearance Doesn't Matter

17

I have heard men and women comment on how they do not like to fuss about how they look. They feel they do not need to follow any rules to dressing or claim they have their style. Oh yes..and it is comfort that matters.

Yes comfort does matter but with everything there is an appropriate time or activity.

Whether you like it or not, people make their first impressions based on what you are wearing and your body language before you even say a word.

What you wear and how you wear it can help people develop an opinion of your character. People who are dressed well display more confidence and often can perform better at their roles.

Think about the way you dress as an investment.

People who dress well pay attention to the details of others. Now I am not saying to break the bank and invest in all brand name clothes. Not at all, wear clothes that fit you well.

The clothing you wear should not be too loose or too tight. Wear shoes that are not scuffed up or well worn. Shoes are one of the first things people pay attention to an interview. There are tons of tips on the internet to help you dress better.

Do you pay attention to detail?

It is bad enough that you may have people in your life that may talk you out of going after some of your goals - you better not.

The little voice between your ears is very powerful.

You may have heard it or it has echo messages you may have heard:

I am not good enough...

Who says?

I could never do that...

Who says? Have you tried?

I do not deserve it.

Who says?

There is enough criticism in the world. Why treat yourself that way?

When you feel good about yourself and who you are you taking actions that support you in obtaining your goals.

Start telling yourself...

I am good enough...smart enough, talented enough, strong enough...

**I can do it! I will do it!
And most of all, I deserve it!**

Impulsive behaviours can be detrimental to achieving your goals and the lifestyle you want to maintain.

A choice a person makes in the moment can be one they regret later on if they do not **STOP** and think about the impact it may cause.

Some examples of impulsive behaviour include:

Throwing something at someone when you are angry.

Drinking alcohol and then driving.

Buying clothing or toys on credit without having the money to pay for it.

Say things without thinking.

Going to a movie with a friend instead of working on a proposal.

Eating a plate of nachos instead of choosing a salad.

Before making an impulse decision, ask yourself:

Do I want or need this?

What is the impact of my decision?

Who else will it impact?

What am I choosing to ignore?

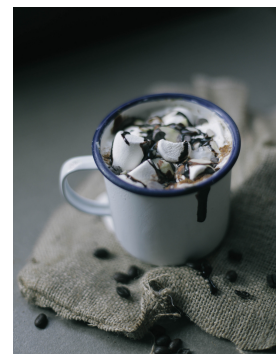
What outcome do I want to happen?

What are my priorities right now?

Is the choice I plan to make going to get me closer to or farther away from my goals?

Watch the Marshmallow Test
on YouTube

https://youtu.be/QX_oy9614HQ



Reacting versus Responding

20

When people are stressed or feel threatened in some way, a part of brain moves into the "fight or flight" response causing an "amygdala hijack". The brain is unable to think rationally.

You may have encountered people who fly off the handle easily or yell at others thinking that whatever they are saying is going to sink in better.



High-performer knows that if they feel triggered or feel like they are going to lose their temper that they need to take a a deep breath and a step back and do some self-reflection.

They take 100% responsibility for their actions by asking themselves,

"How did I contribute to this situation?"

"How do I feel?"

"What would I like to see happen now or in the future?"

How can I CHOOSE to RESPOND?

Spending More than You Make

21

There are many habits that have some overlap with this bad habit such as being impulsive. Many people are living in debt due to this habits. Some people call it keeping up with the Joneses, other people will say they are attempting to fill needs that are not fulfilled in other areas in their lives like happiness, love, or being wanted.

Money is the major cause of most arguments in marriages.

Spending more than you make can happen so easily. You need to pay attention to the amount of money that is coming in and the amount of money that is going out. Spending may provide short term happiness or gratification but it is not the solution.

Plan out what your wants and needs are.

Start saving for them by putting aside money every month.

High-performers know that money is often required to reach their goals. You cannot reach your goals if you do not have the money when you need it.

Take a look at where you are spending most of your money. Most people can cut back on their grocery bills, gas bills, lattes, and eating out.

Where can you cut back?

What do you need to do to live within your means to you can get what you want?

Give your money a job!

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