

Ep #234: The Power of Routine



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With Your Host

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Welcome to *More Than Mindset*, the only podcast that bridges the gap between spirituality and success. Go beyond the mind with clarity and confidence coach, Kim Guillory, and learn how to integrate your passion to serve with your skills and experience to create a business you love. Let's get started.

Hey there and welcome back. I am currently packing up because I am heading out to Miami tomorrow, so I'm recording this at eight o'clock at night. I almost forgot. I had it planned all day long, and then I got busy with other things and got preoccupied, which is leading me to today's topic. It is all about prioritizing.

I am doing this 90-day project, which is about creating and committing to a personalized routine schedule for myself. Now listen, I've got lots of great habits for years. I've always put fitness like. First thing in the morning. I've gotten it out of the way. I've been super committed, but there is something that has been happening the last four or five years where I go in and out of this addiction with my phone.

I don't know about you guys, but it's amazing how fast time goes. Like how much time? We can eat up looking at social media, and I noticed that I am leaning on it like I am using it for the distraction. So, it's almost like I'm experiencing this sort of avoidance or like I'm not sure what to do with the time, or I'm trying to kill time and.

It's crazy how like my body is pulled to this staying phone. So, for the last few years I have been doing a social media fasting. So, a certain time at night until a certain time in the morning, and I want you to know I fail 90% of the time. It's so hard. So, I have taken on this project, this commitment to myself of how I'm going to create a routine.

I'm going to personalize it according to my goals. And I have hired help. So, I do have support. I have a team of support to help me 'cause I really want to figure this out. And then I decided a couple of days ago that I would offer it to the public. I really prefer leading than being the student, so I'm sure that has part to do with it.

But so, what I have done is offered this 90-day priority project for 90 people. So, my goal is to take 90 people through it with me. I tried doing a

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hundred, and then the dates didn't work out, so I backed it up. I have done several hundred-day challenges. And the changes were dramatic, like what I experienced through those challenges.

Personally, professionally, spiritually in my relationships, it's been undeniably transformational. So, I'm noticing my clients are struggling with the same thing. So, we had conversations about this and. I am seeing where the excuses are winning and I'm like, listen, let's just control this right now. So, I have this idea that structure and strategy with implementation and discipline is the recipe for success.

And if you don't plan it, then random crap happens. You can call this ology. I heard that term and I thought it was so funny. It's when random shit happens in your world because you didn't plan, you didn't prepare, and you weren't disciplined, and you didn't have a routine and you weren't consistent. And that is where I am finding myself, but no more.

I've already started, I've written out the plan for the project. I started putting up posts on social media. I'm actually doing a call about it in a couple of days. So, by the time you hear this, you will still have the opportunity, so you have more than one chance. But I'm going to say, if you're even thinking it sounds interesting, jump on the first round.

So, it's almost a. No lose situation. We're going to do it together. Daily motivation, inspiration from others who are also doing it. So, it's myself, my team, and then you'll have peers. And I'm going to be doing weekly coaching on any excuses that come up. So, we're going to bust through the excuses and the obstacles that get in the way that are preventing you from sticking to your personalized routine.

There is going to be strategy and implementation. We're going to do assessments, daily check-ins. So, it's not about holding your hand, it's about celebrating the small steps. So, I'm going to tell you a little bit about what I'm thinking, what's what I'm noticing I need. So, the first thing is I need to wake up at the same exact time every day.

Most of my life I have done that. Like when I owned the two gyms, I was up at four 30. I was opening the gym at five and we had classes at five 30 and that was for 20 years. So, it's not new to me, but something has happened

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lately. I am dreaming really deep. I. I'm falling back to sleep and then I'm really groggy and then I don't want to work out.

So, that's what I've been battling and when I'm feeling groggy and I don't want to work out, like I don't feel like it, I pick up my phone and before I know it, it's 7 30, 8 o'clock, eight 15 team call, and I didn't get it done. And I'm noticing that muscle. Is getting stronger than the disciplined muscle.

So that's why I'm making this big change. So, getting up at the same time. And then I have these five things that I do every single morning, and then I have my workout, and then I get on a call with my team and then I get ready for work. And there is still place for random stuff and for spontaneity, but for the most part there's a structure.

There's a system, and the way that my mind works, and I think most of you, is we need that. We crave that, we function better, and then we have clarity, and then we have confidence in ourselves and in what we say we're going to do. We show up, we do it. And when we have our personalized routine, when we have our self-taken care of, Everything else flows better.

It directly affects your health, your money, your business, your relationships, and your connection with life, your spirituality. So, I got a good enough taste of what it's like to be out of routine. That I'm very convinced that I am better with a routine, so I invite you to join me, but I'm going to, I want to plant a seed for you, and that seed is the word willingness.

Are you willing to commit and stick to what you committed to no matter what? Now, listen, I'm not talking about emergencies that are not going to happen, okay? We already know that things can get shaken up. Accidents can happen, the unexpected occurs. That's not what I'm talking about. Here's the thing. If you have this mapped out on your calendar and you're doing it most days, you are going to reap the results.

But if you are leaving it to chance, or randomness, chances are you will not get the results and that's, it's not because there's anything wrong with you or even the way that you're doing it, it's because you are doing less. Of what gets you the results and you're doing more of the random stuff. So, I really don't think we have to be a hundred percent.

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I don't even think we have to be 90 10, I think 80 20 or 70 30. The higher number being, most of the time that you do it, we still get the results. And guys, you know this, but our mind tries to trick us and tell us that we doing it all the time, every day. Like I remember when I had the gym and people would tell me, oh my God, I remember when I used to go to your place.

I'd go every morning. And I remember specifically, they did not even complete a week, but in their mind, maybe they paid for it every month, but they did not come like it's so tricky 'cause we lie to ourselves. I don't think we do it on purpose. Of course, we're not idiots. We just don't want to be accountable.

And so that's what this challenge is all about. So, I am curious if you are interested. And if you want to be a part of it, you can hop into the more, the mindset Facebook group, or you can send me an email to kil@kori.com. By the time this goes out, we may even have a link that's going to tell you more about it.

There is a cost. It is 2 97, 297 for 90 days. So that is \$99 a month. And here's the cool part for the \$99. You get access to everything in the membership. So, you get group calls, accountability calls, you get the challenges, and you get the priority project. So that's my pitch. I feel like I'm, this today show might always, might be about selling, but not really.

I want to get to the part about willingness. Are you willing to stick to something for 90 days? What does that feel like when you think, I'm going to do this for 90 days? Is it scary or is it exciting? Do you instantly come up with like, I'm going to be busy, I'm going out of town, or any of those excuses? Because I just want to tell you, I'm going out of town and I'm still going to do this.

When I did a hundred days of Peloton recently, every day. I was not, if I was out of town, I would use the Peloton app and I would use the gym equipment or I'd go for a walk, but I would still record it on the app. So, it is possible, you just have to decide and stick to it. You have got to take the action. So, I've been talking a lot about mindset, and yes, you want to get your mind straight first.

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You want to get your attitude in alignment. That is true. But mindset alone doesn't change anything. You can keep thinking, I make a million dollars. I am married to an amazing man. I lost 50 pounds. And you can just keep thinking it. But if you don't commit and take discipline action, it's not going to change it because you're thinking it.

So when I would wake up every morning and think about going to the gym and then listen to my mind, say, I don't feel like it right now, or Let's wait until daylight, and then I would get caught up on my cell phone, on social media, and then before I knew it, it wouldn't happen. That is me not taking discipline action.

And I could use the excuse like I was up at three 30 or four 30 in the morning and it was too early, and I didn't want to walk over to the shop in the dark. That is all true, but I still wasn't disciplined for the arrangement I had made for myself, the routine that I had selected for myself. So, the excuse, it's valid and invalid.

Does that make sense? How many excuses can you come up with for why you are not sticking to a routine? Do you wake up at the same time? Do you have the same personal hygiene? Do you have a workout plan? Do you do any type of mindfulness or meditation practice? Do you move your body? Do you prepare?

Healthy foods so that when you're hungry, it's going to be there, and you'll make better decisions than if you wait until you're hungry. Do you plan? Do you predict your outcome or are you a random ologist and you just see how it flows? I'll see what time I wake up. I'll decide. According to how I feel in that moment because that creates a lot of mess and a lot of chaos, and then overwhelms.

There is something about humans that needs the structure and the discipline and the commitment, and I think we grow personally because we trust ourselves when we do what we say we're going to do. And that is my number one reason for doing this and for offering it. I work with these coaches and holistic practitioners that really want to help people change their lives and if they.

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Are not committed and disciplined in their own life, they're going to have a hard time doing it for someone else. So, it's important for all of us, and I'm going to tell you what I fight with the most. I have this running theme in my head that says, it doesn't matter. Like I'll do it tomorrow. It doesn't matter.

It doesn't really matter. And what I'm saying when I say it doesn't matter. Is I don't matter. So, I'm wondering what do you tell yourself? And maybe you're one of these people who is just at the 90 or a hundred percent and you don't struggle with this and that's great. I used to be that a few months ago.

I was like that a few weeks ago. I was that, but I had this Change. As I talked about a few weeks ago, I had this change come up and I suddenly found myself with like all this extra time and not wanting to be rushed or pressured. You ever hear that? Like, I don't want to be busy all the time, and I started changing what worked and just allowing.

Random stuff to be what my day looked like, like whatever showed up. And it started after just one or two days. And then before I knew it, it was bleeding into the weekdays. And I started really craving working more because I knew if I had calls on my schedule or if I had some sort of challenge, I needed to show up for a workshop that I was doing, or if I was presenting somewhere that I.

I feel so much better when I'm serving, when I'm in action, when I'm disciplined, and for God's sakes when I have a routine. So, do you resist routine? Do you love routines? Let me know. Let me know what actually works for you. If you figured out something, maybe someone else can learn from what you have figured out.

So, I'm not going to get into exactly what I'm going to do here, but I'm going to tell you one more part of the puzzle that I added that has been so fun. One of the things that we're going to do in the. Priority project is we're going to make a list of the things that we have been thinking about and saying we're going to do and not doing.

So, one of those is I had an extra set of the smart tools that come with the tonal equipment, the exercise equipment, and it's almost a year. I'm, well, I was probably eight months I think it's been here, and I have sent several

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emails. I've gotten on the phone with them, but they still haven't sent me the shipping thing to, to send it back.

So that's one. I look at these boxes every day. I walk into my business and they're still sitting there. And so, what we're going to do is we're going to make a list of those little things and every day you're going to do one. Can you imagine that you're going to knock out at least 90 things? We are going to feel amazing.

I have been practicing this already for about 10 days. And it's really cool watching the things that's happened. So, another example is you walk by a piece of furniture and you're like, Ooh, it's dusty. I should dust that. And then you don't. Then the next day you do the same thing and then the same thing.

Well, there were spiderwebs underneath the treadmill and the Peloton bike, and I would see them when I was doing yoga, so I would notice them underneath there. And I thought, oh, I'm going to call Avery my granddaughter. She likes extra money to come and clean. So, I said, I'm just going to pay her to sweep and do it.

And I was like, no, you're not. You're going to do that right now. It took less than five minutes. It felt so good. It's crazy how spoiled and entitled we get when we want to pond our problems off to someone else or put that responsibility somewhere else. Now I get it. Like having help, that's not what I'm talking about.

I got to the point where I was wanting or depending on someone for pretty much everything. And a big part of that is since my husband retired and he grocery shops and he cooks and he washes dishes, and he does clothes and like he keeps up with everything inside and out. And I'm like kind of atrophying for some of these daily tasks.

I don't like the way it feels. It's like the, you know, the way our brain works, like it's mechanism, and this is just like for every human. Our brain is there to help us survive, and it wants things to be easy. That's why we don't look forward to something that's complicated, or that's going to be hard, or that's going to take long, and it wants to be satisfying, like pleasurable, like it needs to be fun.

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I need to get that dopamine hit. And the other thing is it needs to be familiar. I need to know what the outcome is going to be. And so, when we have these things, I say going against us because if we don't override them, it will overpower us, which is what I feel like's been happening to me. So, when you can see the patterns and then you can train or bring things back into submission, like, yeah, I know it's not comfortable.

Yep, I get that. It's going to take some energy because the brain really wants to conserve energy. It needs to be the least amount of effort, the most amount of pleasure, the quickest. When you can find those three things, that's why advertising and marketing is so important. If you can promise those three things, people will likely buy, and that is because the, that's the buying habit of humans.

That's what the brain wants to see and hear. Like it's going to be really quick, it's going to be very pleasurable. It's not going to take much energy and effort and we're like, I'm all in. That sounds great. It's, and it's how we move through life, through the world. But the problem is it is good for us to build and grow muscle and endurance and resiliency and emotional regulation and stability.

We need to be taxed and challenged. So, you can see where those two parts are. Working against each other. And so, we have to come up with that discipline. We've got to make that decision like I am going to build muscle. I'm going to improve my cardiovascular activity. I'm going to get up at the same time every day.

I'm going to create a routine. I'm going to do my jamming. This is what we talk about in the membership. It's journaling. Affirmation for the day, meditation and movement, and those four things. And guys, you can have that done in 20 to 30 minutes, but you do it every single day, preferably at the same time. Now, I'm not going to tell you what time I need to talk to Caitlyn about that.

So, she's the Ayurvedic practitioner and it really is, according to you, for me, I need to be out, up and out five 30 at the latest, and then I have way more energy during the day. And if I go to bed too early or if I sleep too late, then I'm really heavy and sluggish. And so, part of my routine is

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having my commitment to, I'm going to be up by 4 45, 5 30 at the latest, but when my eyes open, if it is after four 30, I have to get up.

So, my consistency, if I have slept enough, it might sway 30 to 45 minutes. I just know that it has to happen by five 30, but I'm not going to punish myself if I wake up at four 30 and make myself go back to sleep because then I'm groggy and heavy. And that is exactly what had been happening. My sleep was all over the place, and I was going to bed earlier or later.

I was waking up at two 30. I've been having dreams, like really deep dreams and so boom, my eyes are open. It's three o'clock, like, so all of this stuff has been happening and changing, and I know a part of it is because I travel a lot, so I don't sleep in the same bed every night, and I was trying to like bring that consistency back.

But when I would wake up at two 30 or three 30, I had this thought, what am I going to do with all this time? That's literally what I would think. I was like, I just assumed sleep. Like no one else is up. What else am I going to do? And that's when I would either play on social media or go back to sleep. So just so you know.

Those days are over, and if you want to know the exact routine or figure out a routine for you, then I suggest you do the priority project with us. Come on guys. It's \$297 for 90 days, \$99 a month, and you get the entire membership. The coach calls the portal, the meditation library, daily accountability, and.

Think of all the things that you're going to get done because you're going to be doing it as part of the group. It's going to be fun; it's going to be exciting. It's everything that your brain wants. So that's what I got. I got to get home and finish packing so that I can hit the road tomorrow. But I am wishing you an amazing week.

Want you to consider joining the priority project. If you are getting this later, then you can still find out the details of how you can do this for yourself. Come into the community and ask, and I'll be happy to tell you. And if you're hearing this August, September, October, then you still have chance to join.

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So, you can just send an email to kim@kinguillory.com and ask for details. Stay cool. That's the last bit of advice I have for you. It is so stinking hot, so I think it's for all of us. A part of that heaviness is coming from this heat, so sweat it out. Then do a cold plunge or a cold shower, and then move through your day with more energy, more abundance, more joy and pleasure.

And as always, please share with your family and friends. Help us get the word out and get the podcast into more ears.

Thanks for listening to this episode of *More Than Mindset*.