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Jamie: Welcome to Eventual Millionaire! I am Jamie Masters, and we have my dear, dear friend Hal Elrod back on the show. He wrote the infamous book called “The Miracle Morning” that has sold millions of copies. Plus, he’s coming out with a brand-new book. You can go check it out at [themiracleequation.com](http://themiracleequation.com). And there’s all sorts of bonuses and craziness that comes along with it.

Thank you so much for coming on the show today.

Hal: Jamie, thank you for having me. And I just love you. So, we down to dinner, right, a couple weeks ago. I just love hanging out with you. So, this is just me hanging out and, hopefully, giving a bunch of value for people watching us hang out with you.

Jamie: Yay! And when I say, “dear friend,” we actually hang out.

Hal: Yeah, it’s legit.

**[Crosstalk]**

Jamie: He’s actually a dear friend not a fake one – online friend. No, we live really close.

Tell me more about “The Miracle Equation” because I heard about “The Miracle Morning.” You tried to get me to do it. I did it. I liked it. It was annoying at first.

But “The Miracle Equation” is sort of a separate subsection. Actually, I wanna read what the thing is. “Two decisions to move your biggest goals from possible to probable to inevitable.” So good. So, what are the two decisions? I really wanna know what they are.

Hal: So, I’ll preface it with this. So, “The Miracle Morning” is a daily practice for personal development. And it’s based on, really, a Jim Rohn philosophy, which is that our level of success will always kinda parallel our level of personal development, right? If you want Level 10 success, you gotta develop yourself into a Level 10 person in terms of your mindset, your beliefs, your skills, your habits, your knowledge, right?

And as you grow yourself, your ability to create extraordinary results, right, parallels right along with you. So, that was the foundation. And “The Miracle Morning,” as you mentioned, there’s over a million people a day practice it around the world.

Well, I kind of realized that we've all – not all, but many of us, myself included – are guilty of what I call being a “personal development junkie.”

And I'm gonna say something that will offend some people. In fact, I've had some people that are “Miracle Morning” fans get defensive and angry when I say this. But personal development deludes us into thinking that we're making progress when that's not always the case.

Jamie: What!

Hal: And the reason is this, right. You can be the most personally developed person on the planet, and you can read books, and go to How to Change Your Life lectures, and do online courses, right, and on, and on, and on, but all that knowledge – it tricks us into thinking, “Oh, yeah. I'm getting smarter. I'm getting better. I'm getting” – but that doesn't mean that you're gonna actually translate that knowledge into action that's gonna move you closer to your goals and dreams.

And I think so many of us get guilty of thinking – we read book, after book, after book, but when we're done reading a book, we don't actually do anything with what's in it except for be like “Oh, this is great! This is gonna change my life! But, wait, I got another book on my shelf. I gotta start this one.”

All we do after we finish a book is read another book, right? So, basically, here's the way to frame it is “The Miracle Morning” is your daily practice for personal development. “The Miracle Equation” is the process for goal achievement.

That's how you go from “I'm getting better in here, and here, and here, and here, and here” to “I wanna see the bank account balance actually grow. Oh, that's ‘The Miracle Equation.’ Okay.” “I wanna see my weight – actually get thinner. I wanna see results not just learn a bunch of shit and not do anything with it.”

And so that's where I saw the need to move it from just personal development to “You've gotta have a process for actually making the things you're focusing on in the morning real, tangible results in your life.”

So, that's the premise. And then I can jump into the two decisions if you want?

Jamie: No, I just so appreciate you saying this because knowledge and wisdom, you all have heard that sort of quote “two different things.” Seeing the results is what people are doing. And we’re spending so much time not actually on the implementation side of anything. But we’re really smart, and that’s what we think works, unfortunately, in this day and age of too much information, right?

So, tell me how you can actually make it tangible for people. What are those two decisions?

Hal: So, yeah. So, the two decisions – they are deceptively simple in explanation but really rare in execution, right? If were to tell you the two decisions, and then we were to be like “Great! See you later.” You would be like “I got no value. I don’t know what to do. That does nothing for me,” right?

Jamie: Like “That was cliché.” Yeah, yeah.

Hal: Yeah, exactly. So, the first decision is you have to develop unwavering faith. The second decision is you have to maintain extraordinary effort. And you have to make these two decisions over, and over, and over, and over again over an extended period of time. And that is where you literally take the most grand vision you have for your life – your business, your goals, your dreams – and then you move them along the spectrum day, by day, by day from possible, which –

Anything is possible! Who cares what’s possible! We don’t pursue what’s possible. We pursue what’s probable. We need a likelihood. How often do we pursue a goal that you’re like “Meh, probably no chance that’ll happen, but I’m gonna go for it”? But the world’s most successful people – they actually do that.

They actually go “You know what.” Elon Musk is like “Well, electric cars – that’s not a real thing. But I’m gonna step out on faith that I believe that it could be a real thing. I’m gonna maintain that faith and keep moving in the direction of it being a real thing. I’ll put forth extraordinary effort,” which we’re gonna make it ordinary here in a second because the more ordinary it feels, the better, right?

And then you put forth the extraordinary effort. And then there’s an operative word here – “until.” Circle “until.” Underline it three times, right? And most of us give up – we’re going “Ah, I’m gonna

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do it!” And then we try. And then it doesn’t go as planned. And then we’re like “Eh, never mind. I’m gonna go back to the way things were because if I show up to my job everyday and get a check, I know it’ll pay the bills and that’s enough for me because I’m scared of more.”

So, yeah. So, extraordinary effort – no. I’ll pause, and if you have thoughts...?

Jamie: Oh, no, no. I absolutely adore this. I found in all the millionaire interviews that I’ve done, it’s the commitment to the result that matters more than the how of anything. And so what you’re saying is “until” – you just keep doing the two decisions until you reach it because you definitely will. That’s where the “probable to” –

[Crosstalk]

Hal: “Inevitable.” Yeah. Here’s an example. Let’s say you wanna be a millionaire. Sound familiar? Does that resonate here? Let’s say you wanna be a millionaire. And I forget who I was talking to, but we were talking about this. And I said – oh, I was in Brazil doing a media thing, and I have a new **[inaudible] [00:06:04]** – anyway.

So, she was asking me some questions about this. I said, “Listen to how simple this is.” And that’s the thing about success, right? What do they say, “It’s simple, but not easy”? It is simple but not easy.

So, I said, “Let’s say you wanna be a millionaire.” I go “Let me give you two steps that will guarantee you will eventually become a millionaire,” right? I was plugging your podcast all over the place. I said, “Step One: Learn from people that have become wealthy that are teaching you, whether in their book or whatever, how to do it,” right? Not by staring at a vision board but tactically how to do it.

And that was something that was so important for me in this book because I’m like “This will not be woo-woo at all.” The title’s kind of “woo-woo.” The subtitle’s a little “woo-woo.” Right? But it’s like “How do we make this so practical, tangible, and actionable that people don’t walk away feeling good and being like ‘I’m gonna make a vision board. Oh, I’m gonna do this, and this’” – it’s step by step.

So, anyway. But Step One is learn from people that have generated

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wealth, right, that've created wealth. And step two is schedule an hour a day to do the things you're learning in the book, and each day do one thing to move it in the direction, and then don't stop. That's it! That's it!

And, guess what. You eventually become a millionaire. You can't fail. You might wanna do it in a year, and it takes you four, or it takes you ten, but when you finally get to the place that you've been working so hard for so long, you never wish it would've happened any sooner. You're like "Oh, it was supposed to take ten years. I had to go through all of that. I had through that bankruptcy. I had to go" – right?

You see the perfection in the journey.

Jamie: And it's so hard to see when you're in it versus later when you look back, right?

Hal: It is. It is. And that's part of what I talk about in the book with unwavering faith is I go "Look." I said, "If you think of the world's greatest athletes" – growing up, did you have a favorite athlete? Anybody...?

Jamie: I watched wrestling and UFC. Anyway, go ahead.

Hal: All right. Nice. All right. So, I'll throw out Michael Jordan. From when I was a kid – and I mean for everyone in my generation, every young man – Michael Jordan was the epitome of a champion, right – most famous athlete in the world.

And if you study the world's most successful people in any walk of life, right, CEOs, millionaires, athletes – whatever – and we're using an athlete as an example with Jordan, you find that these are the two fundamental decisions that are responsible for their success.

So, with that first decision, unwavering faith, you take a Michael Jordan. He made a decision – and it may have been an unconscious decision – at some point in his life, in his basketball career, that he would make every shot that he ever took.

Now, let me ask you, Jamie, does any player – no one's ever made every shot, right? No. The best players in the world make about 50%. That means you miss just as many as you make, right? But here's the deal. Even though the possibility of making every shot

that Michael Jordan took was not real, it wasn't possible, it was impossible, it didn't change that he had unwavering faith every time the ball hit his hands that he was gonna make the shot that he took.

And if he missed that shot, most people – and that's why these decisions are so counter to our nature. When you miss a shot – and when I say, “miss a shot,” that's a metaphor for missing any expectation that you're working toward. When you miss a shot, then you start to doubt.

And you go “Oh, maybe I'm not as capable as I thought I was.” Now, if you miss two shots in a row, you go “Uh oh. Uh oh,” right? And the average basketball player goes “Oh, man. It's an off night.” And they won't shoot anymore. They'll just pass the ball.

But the LeBron Jameses, the Michael Jordans, the Kobe Bryants, they could miss 17 shots – 25 shots for the first three quarters – their faith is unwavering, and they want the ball every single time because their mental conversation, which is what I'm teaching in the book, is “Give me the ball. I will make this shot. I will reach this goal.”

“Wait. But you just missed the last shot. You just failed at the last goal.” “Yeah, but I have unwavering faith that I will make the next one.” And here's what this does. It moves your biggest goals from possible to probable to inevitable because, just like Jordan couldn't make every shot he took, you can't make every goal you set.

You're not going to. But when you apply the Miracle Equation, when you approach every goal with unwavering faith, and you commit to putting forth extraordinary effort, you now put yourself in a position to achieve greater things than you ever imagined possible.

Jamie: I love this. And I love this even more because you're unwavering faith since I've known you is incredible – unlike any other. I mean, you've had cancer. You've had so many things that came up in your life that, when I see you, you have unwavering faith. How the heck do we do this? Teach me, please, your wisdom.

Hal: So, when I came up with “The Miracle Equation” – I mean, the irony in this – our friend Jordan Harbinger, we were talking today, and he was like “So, you're really” – Jordan's doesn't pull any pushes. He's like “You're really milking this miracle thing, right?”

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This miracle brand.”

And I go “It’s funny, Jordan. I knew from the outside looking in, they’d go ‘Oh, yeah. Miracle Morning was successful, so now you did Miracle Equation. Cool. It makes sense.’”

Jamie: Like “that doesn’t work for our work week, for you our body.”  
Sorry, go ahead. It totally works! You should totally do that.

Hal: But here is the irony. “The Miracle Equation” existed six years before “The Miracle Morning” was even an idea. It wasn’t a book idea. It was something that I created to try to break a sales record. And to put it in context, this means that – it was a 14-day sales contest. And I was trying to do something that no one in the 50-year history of our company had ever done, right?

So, that’s pretty scary. Not only had I never done it, no human being on the planet had ever done, right? So, you had to step out on faith, right? There was no evidence, only faith. So, essentially, I was like “This would be a miracle. If I pulled this off, it would be a miracle.”

And so I go into the sales manager’s office the day before. And I even spent three weeks going “Okay. I’m gonna sell \$20 thousand of kitchen knives,” right? “I’m 20 years old. \$20 thousand in 14 days. Oh, it’s gonna be so hard, but I’m gonna do it.” And then our manager drops this bomb, and he goes “Hey, everybody. I don’t know if you know, but the conference got moved back four days. We only have 10 days for the sales contest.”

And I raise my hand. I’m like “No, no, no, no, no. But tell me this doesn’t count for the record I’m trying to break, right? I’m getting a pass because this isn’t a full 14 days?” He’s like “Hal, unfortunately, it still counts.” I’m like “Ah!”

So, I go home that night, and I’m wrestling with “What do I do?” Do I stick to the goal? It was almost impossible at 14 days, at 10, there’s no way. Two grand a day in that industry at that time, it wasn’t doable. And then I remembered something that one of my mentors taught me. And he said that – and I think this is a Jim Rohnism – he said, “The real purpose of a goal isn’t to hit the goal, it’s who you become along the way,” right?

And specifically who you become by giving it everything you have until the last moment. And the value of who you become extends

far beyond whether you not you reach any individual goal, right? And so I went “Wait a minute. What if I just went for it?” I actually tried to pull this miracle off in 10 days, and I knew that if I didn’t hit it, it’s okay. But as long as I legitimately gave it everything I have. What would that do for me and who I became?

And so I went for it. And I asked myself, “What decisions do I have to make today” – the night before I started “to do this?” And I thought, “Okay. Well, what are the problems that could derail me?”

And for everybody listening, these are the problems that derail you from your goals and dreams. I don’t care who you are. 1.) Is fear and self-doubt. I guarantee I’ve been in sales long enough to go “I’m sure I’m gonna have bad days. Maybe I get halfway through the 10 days, and I’m nowhere near on track.” And I’m going “God, there’s no way I’m gonna do it.”

So, I thought, “I’ve gotta override my fear and self-doubt with faith. I have to do that by telling” – and here’s the thing, Jamie. This isn’t rocket science, right? What we focus on expands. What we focus on becomes our reality. So, if you have a fear or a self-doubt because you miss a shot, whether literally or figuratively, then the self-doubt creeps in. And then you start to question yourself, and then you question your goal, and you question your ability, and you question your commitment.

And you’re consumed by fear and self-doubt. Now, does that move you closer to where you wanna go? And most people live that way, right? That’s how they live. And so I thought, “I’ve gotta override that with faith.” I did it. It was very practical. I wrote on a note in my pocket that I kept the entire time, “I am committed to giving it everything I have to sell \$20 thousand in 10 days no matter what. There’s no other option.” That’s it.

It’s not rocket science. And that became an affirmation – a mantra – where, whenever I had no-sell, and I’m like “Oh, god. I’m not” – I would pull it out, and I would literally scream it. I’d roll down the windows. I would scream it out of my car. I would be like “I am committed to give it everything I have until the last moment regardless of the results no matter what. There is no other option.”

I said that hundreds, and hundreds, and hundreds, and hundreds of times. And if you’re watching this, how often, every day, are you reciting thoughts and words and directing your focus on a level of

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unwavering commitment to achieve the result that's the most meaningful in your life? I would bet for most people, it's not at all. If you started doing that, how might that shift what you think about, what you feel, what you focus on, and then what you do as a result?

So, that's how you maintain unwavering faith. Extraordinary effort – I said I would make this ordinary. This isn't Gary Vaynerchuk-ing it 80-hour-a-day work days.

Jamie: Thank you.

Hal: Yeah.

Jamie: Thank you.

Hal: No.

Jamie: I gotta go pick up the kids after this. Yeah, I gotta do what I gotta do.

Hal: This is what makes extraordinary effort extraordinary. If I had to sum it up in one word, it's "consistency." That's it. It's not 80 hours a day. It's one hour a day. It's one hour a day doing something meaningful that will move you in the direction of your biggest goals and dreams so that you can't not get there. It just is a matter of time now, right?

And that's the thing. Most people, we chase squirrels. We get distracted. We get demotivated. We lose the steam that was initially there when we were excited. And so the effort, either whether our faith goes out the window first or the effort, one of them goes. And when one goes, the other one goes, right? When one goes, the other one goes.

So, these are the two decisions that you don't make them once and then sit back and wait, right? You don't set it and forget it. You make them every day, consciously, actively, and you live in alignment with them. And you can't fail.

And that's what the book is like – breaking this down and making it actionable.

Jamie: You embody this, anyway, just as a side note. So, how does somebody that's a layman go through and go "Okay. Now, I want

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those two things, and I wanna remember to do it every day,” right? So, you’ve had consistency of doing it over, and over, and over again. How do I get myself to do it?

Hal: Sure. So, in the book, same as “The Miracle Morning,” it ends with a 30-day challenge, right? And it’s kind of –

**[Crosstalk]**

Jamie: What a surprise!

Hal: Yeah. And the reason is because, like I said, usually we get to the end of the book, and we’re like “Great! Next book!” And this book’s like “Hey. Whoa, whoa, whoa, whoa! You’re not allowed to not do this. You have to actually implement what you’ve just learned,” right?

And so after 30 days – and there’s a lot of science on it takes 60 days, or 30 days, or 21 days to make a habit. Well, whatever. You do something for 30 days, now it’s a part of your world, right – a part of your life.

So, a few kind of simple steps. 1.) The book talks about how – and it’s very much in alignment with the book “The ONE Thing,” our friend Geoff Woods, right?

Jamie: Yes!

Hal: Is that we often set mini goals. And goals are fun and cute. You set them. You don’t hit them. You set new ones next year. You call them New Year’s Resolutions – whatever, right?

And so the idea is that you set all your goals, right? “Okay. I’ve got eight goals. I’ve got ten goals. I have goals in each area” – whatever. And then you get really clear on “Which of these is my mission?” And language is really important because the language that we use affects our emotional response to the words that we say, right?

And goals are cute and fun, but missions carry a different weight. Humanitarian organizations carry out “missions,” right? The military carries out life or death “missions.” “It’s a goal that we go into the country and don’t die.” No. “Hope we hit that goal. If we don’t, then we’ll set a new one.” No, no, if you don’t, you die, right?

So, the idea is 1.) you identify your mission. So, set all your goals, and then go “Which of these goals is the most meaningful?” And for you, you have to measure that. For me, it would be “Which one of these will improve the quality of my life more than any other?” And another caveat to that is “Which of these goals, by pursuing it with this Miracle Equation with everything I have, would enable me to become the person that I would need to be to achieve everything else I want in my life?”

For me, I was told I would never walk again. And then I decided to run a 52-mile ultra-marathon. And the funny part is, not because I was a runner. I’ve never run more than a mile in PE class in high school. I mean, this is the reason I went “Who would I have to become to run 52 miles in one day?” I don’t know that guy. Never met him. I’d love to not only meet him, but I could become him.

That’d be fricking crazy because if I became that guy, shit, I could do anything. I don’t even know. So, that’s an example of a mission where you go “By committing to that, it will force me to grow so much that even whether I hit the goal or not, that doesn’t matter. Who I will be at the end of that journey is – man, I will be a different me,” right?

So, that’s the thing is set your mission, and then write the Miracle Equation down in writing, right? And it’s “I am committed to maintain unwavering faith that I will give it everything I have to BLANK” – whatever your mission is, right – “and I’ll put forth extraordinary effort no matter what. Regardless of my result.” That’s an important category. I like to put that in. “Regardless of my results.”

Because if the results aren’t going the way you want – the book talks about, yes, you have to stop. You have to assess. You don’t just keep going in the wrong direction, right? But you assess, and then you go “Okay.” You have to keep moving forward.

And so – anyway. So, that’s the simple way to execute this. And it goes back to what I said with if you wanna be a millionaire, learn what millionaires do. Do it every day a little bit. Keep doing it until you get there. Now, you’re an eventual millionaire.

Jamie:

I love how you do break it down so it is simple. It’s like a slap in the face to be like “You already know this stuff, just actually do it instead.” Because we do have this distrust of ourselves in goal-

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setting because we're like "Oh, I set this thing. Oh, wait, well...you know..." and whatever excuses come up from that. "Oh, wait. I set this thing." And then that takes the whole point of goals out, at least to me.

So, I love the idea of "mission." How do you pick just one?

Hal: So, okay. Glad you asked that. The first year I did this whole "mission" idea – oh, okay. Sorry, a call came in. I should have stopped that.

Jamie: That's awesome.

Hal: All right. So, the first time I did this whole idea of "mission," I was trying to double my sales from – it was actually the last year I was with that company – with Cutco. And I was trying to double my sales from – and I had been one of their top reps for five years. So, to put it in context, every year I always the top five out of 50 thousand.

And then I'm like "Wait a minute. I wanna double my sales. I wanna double the best year I've ever done since I only have one more year with the company. I wanna go out with a bang." **[To the phone]** stop it!

Sorry.

Jamie: That's okay.

Hal: "I want to go out with a bang." And I thought, "What would that look like?" And the ultimate reason for me to do that – for me to double my sales – wasn't the income, the money, the recognition, it went back to "Who would I have to become to produce twice as much as the best I've ever done for an entire year? I don't know that guy. That's crazy."

And so what I did is I got really clear. That year, I had a goal to get in the best shape of my life physically. I wanted to meet my wife. That was kind of a goal that's hard to control, but I'm like "I'm gonna put that attention out there." I wanted to rock-climb three days a week. I wanted to write my first book. I wanted to launch my speaking career. And I wanted to start my first-ever business coaching business, right – my coaching business.

Jamie: You're not an over-achiever at all, Hal.

Hal: No. And that was the first year I really became an over-over-over-over-achiever. But here's the deal. This is what might surprise you. I decided, "Okay. I want to achieve all these goals, but I can't give equal weight to all of them, or I'll probably achieve none of them." And I thought, "Which one is my mission."

And I went "Well, this is the last year that I have to sell Cutco. It's the last year I'm with this company. I don't get a second chance on this. And if I were to do this, a.) it would double my income, so I would have a lot more cash to start this new business, and to promote my new book, and all of these things, right? And I think it's the hardest goal where I have a reference of going – I literally be producing twice what I had ever done.

So, I decided that's my mission. And here's how this lines up beautifully. So, in the book, I talk about your mission, and then I go "Whoa. Don't forget about all your other goals." And so you have all the goals, the mission rises up to the top. And in a very logistical, practical way, I was not allowed to spend any time on any of my other goals on any day until I had done the process – which in the book I teach you "Define your process" – until I had executed the process that would move me toward my mission.

So, in the morning, I would make my 20 calls for the day. And once I did that, I earned the right to work on my book for an hour, to work on coaching clients, to go to the gym. That year, I got in the best shape of my life. I was down to 5.7% body fat. I don't know if that's even healthy. And I put on 20 pounds of muscle. I met the woman of dreams, who now I have two kids with.

I wrote my first book and published it, "Taking Life Head-On." I launched my speaking career and gave my first paid speaking engagement. And I got my first six coaching clients before the year was over. And I hit my goal and doubled my sales and doubled my income.

Jamie: You did double? Darn it! You totally did them all! Okay.

Hal: Yeah. But I look back, and I go "If I had not have clarified my mission, every day would have been on a debate on 'What should I spend time on now?'" And at the end of the year, I could almost guarantee, I would have failed at every single one.

Jamie: Wow. I really appreciate this. In doubling your sales in that

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specific instance, though, why wouldn't you go "Hey. Well, let me make 50 calls. Let me spend" – not however many hours or whatever it is – "Why don't I double what that is"? And then you wouldn't actually have as much time to do all the rest of this stuff. Why not try and go all-in for some of those things? How did you know that 20 was enough?

Hal:

So, a great example. And it ended up being 40 a day. Here's how this worked. So, in the book, I talk about the power of the process. Every result that we wanna achieve in our life is preceded by a process. And the process is what's not only required to produce the result, but if you define the process accordingly, effectively, it's not just required, but it makes the result inevitable, right?

For example, if you wanna lose weight, if that's the result you're after, if you limit your caloric intake and then you increase your cardio exercise every day to burn more calories than you're taking in, unless you have a genetic defect or something, you're result is inevitable. You eventually will lose the weight, right?

So, you can apply this to anything with the process. So, here's what I did. I went "Okay." I looked back at my schedule from the year that I had sold \$100 thousand of Cutco knives, and I was trying to sell \$200 thousand that year. I went back – because I would tally my calls every day. And so I was able to go back and literally go "How many calls did it take me to sell \$100 thousand?" And I went "Oh." And it was 21.2 calls a day or something, right? It was right at 20.

And I go "So, wait." Doubling a result is scary, but when you break it down to the process, I went "Wait a minute. I've made 40 calls in a day before. I've never sold \$200 thousand a year, but I've made 40 calls in a day." So, I could commit to the process knowing that, if I do it every day, the law of averages is gonna play out. It's almost inevitable that I will double my income.

And I was still scared of the result, but I was not scared of making 40 calls in a day. So, I made 20 calls in the morning and then 20 calls in the evening, right? Hitting people that were home during the day, and then hitting people that were home in the evening. And that's it. And it's like "Oh."

And I sold \$205 thousand. It doubled. It's really not rocket science. That's what I say in the book. I'm like "Miracles aren't this crazy thing." And here's how I define a "miracle." All it is, is "any result

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outside the realm of what you believe is probable for you.” Therefore, when you hit it, it feels like a miracle. When I doubled my income in sales that year, I literally remember, I got my mail the week after the year ended, and it was my final commission statement. And you never know if he orders are all gonna go through. Sometimes, they don’t go through – credit cards declined, right?

And I was close. And so I was standing at the foot of my bed, and I open my commission statement, and it says, “\$205 thousand.” And I remember, I literally – you can insert classical music here – I opened my arms with my commission statement in hand like I was falling on a bed of clouds. I’m just like “Oh, my god. I did it!”

And that’s the experience I want people to have with this book. You are capable of so much more. And this unlocks that for you, and I want you to have that experience of standing at the foot of your bed, and whatever your miracle is, six months from now, a year from now, whatever, you fall back, and you’re like “I can’t believe I did it.”

“I cannot believe I did it. Fricking crazy.” And then you move on to your next miracle.

Jamie: You gave me goosebumps. I love this. Okay. Everybody make sure they pick up the book. I know we have to start wrapping up, but I wanna talk about this next time. Many months after this is a huge, international bestseller, then we’ll chat again because I’ll have more of your time because I know you’re running from podcast to podcast. Literally, you should listen to him on a bazillion of the best podcasts because he’s going on an amazing tour right now. That’s why you’re with Jordan.

But I’m gonna ask you the last question. What is one action listeners can take this week to help move them forward towards their goal of a million?

Hal: Yes, I’ve actually gonna revisit an action that I gave earlier, right? Repetition is key. So, here’s the deal. 1.) Is define your mission. So, look at all of your goals, and if you don’t have your goals set, google an article on how to set goals, right? **[Inaudible]** **[00:28:35]** most of you probably are.

But look at all your goals, and revisit them, and ask yourself “Which of these is the most meaningful, most significant,” and

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maybe most important, “by, if giving it everything I have, it would enable me to become a version of myself that I’ve never met but that could accomplish anything that version ever put their mind to.” And then that is your mission.

And then I’ve given the second step which is that Miracle Equation. Put that in writing and phrase your mission “I am committed to give it everything I have to reach this BLANK” – whatever your mission is, right – “no matter what. There is no other option.” And read that every day, and then live in alignment with it, and now your success becomes inevitable.

If you have a mission, and you’re doing something every day that moves you in the direction of that mission, it’s inevitable you will eventually get there.

Jamie: Everybody, go to themiracleequation.com so you can pick it up with all the bonuses. And one thing that I feel like you do really, really well is build a community around this. Are you gonna have a Miracle Equation community, also, that I can join and be part of the challenge?

Hal: Yeah, I’m trying to figure that – I mean, we have 200 thousand people in the Miracle Morning Facebook group, and 500, 600 thousand in the email community. And so I don’t think that I should divert – I think it’s gonna be –

**[Crosstalk]**

Jamie: No, don’t just start a new one. Yeah.

Hal: It’s gonna be the Miracle Morning community, yeah. It’s the Miracle Morning community.

Jamie: So, if –

**[Crosstalk]**

Hal: And the beauty of it is everybody – oh, go ahead. Sorry?

Jamie: Oh, no. Go ahead.

Hal: Oh. Everybody – I’ve never – when Miracle Morning came out, I was not an author. I was unknown. So, it’s so wild to launch this book and have hundreds of people post – because we have 300

people on the advanced reader team that're all "Miracle Morning" fans. And there's just hundreds of selfies online. And people are like "This book's as good as 'The Miracle Morning,' it's just different," and yada yada yada.

And so – yeah. I'm not sure what the community is. It's the Miracle Morning community. We might just rename it "The Miracle" community. I'm not sure. We'll figure that out.

Jamie: So, that's what I wanted to highlight. I want everybody to go check that out because the amount of community that you have – so you're not alone to do this because I know we're the weirdos listens to podcasts by ourselves, and our families might not know what we're doing, and we're kinda crazy.

And your community is just so fantastic of people really helping each other and putting each other up and helping boost the neededness of personal development in wisdom and actually doing it. So, I so, so appreciate it. Everybody should do check out the Miracle Morning community – whatever you call it.

I don't actually care – but as long as everybody's in it and working together on the goals and doing this challenge. Thank you so much, Hal, for coming on, again, as always.

Hal: Thank you, Jamie. **[Audio cuts off] [00:31:08]**

**[End of Audio]**

**Duration: 31 minutes**