

THE DAILY TOOLKIT

Stop Spinning Your Wheels
Find Clarity and
Get Stuff Done

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THE NEW MAN

STOP SETTLING FOR SUCK

We're going to move quickly. We're going to keep this down and dirty. (If you want to go deeper then read my book, *This Book Will Make You Dangerous* coming out in March 2020.)

So...

Perhaps you're feeling a pinch in your relationship or your work or your overall life.

Maybe you're tired of feeling **trapped** by your situation — damned if you do, damned if you don't.

Maybe you're tired of feeling **drained** because it seems like your current situation is sucking the life out of you.

Maybe you're tired of feeling **bored** because it feels like you're just drifting along, wondering what the hell you "should" be doing.

Or maybe you're just tired of feeling **overwhelmed** because it feels like no matter what you do, you just can't get ahead.

The ideas and practices we're about to discuss are aimed at addressing all of these scenarios at the root.

These ideas and practices are where I start when I'm working with a new coaching client. It doesn't matter who they are — a startup executive, a Navy SEAL, or that guy down the street from you — we always begin by building on these simple, fundamental practices. We start with these practices because they are essential to our ability to bring our best to what matters.

In other words — without doing this stuff, we can basically guarantee ourselves a cramped seat on the train to Suck-ville.

To hell with that.

If you're willing to take action, I'm going to help you move from a place of pressure and urgency into spaciousness and confidence.

If you're willing to take action, I'm going to help you move from feeling trapped and drained into freedom and aliveness.

And if you're willing to take action, I'm going to help you move from bored or overwhelmed into power and peace of mind.

Let's dive in.

BRAIN AND BODY COME FIRST

It doesn't matter how great things may be in your life — if your brain chemistry and body are in the gutter, then you'll never enjoy your good fortune.

That said, most of us are punishing our brains and bodies when we don't get enough sleep, eat like crap, overstimulate ourselves, and sit on our ass all day.

If we're doing these things then why would we *expect* to feel good?

All of these poor habits impact our brain chemistry which impacts our mood, and our mood impacts how we view and experience the world.

So if we don't like the experience we're having, then let's first take a look under the hood and make sure we're giving the machine what it needs.

The good news is that we don't need a lot of effort to experience a significant change. Let's start small and build on these basic choices...

Train Your Brain

This is a big one. I've been meditating regularly for about 17 years now. It's like strength training and yoga for that squishy organ between your ears.

Here's why: one of the many benefits of practicing *mindfulness* meditation is that it trains us to recognize when we've been hijacked by our fears and distractions. It trains us to come back to the present moment — over and over and over and over again. And this helps us keep our head out of our ass.

Five minutes a day is a great place to start. Use one of those apps or just [click here to listen to me and Optimize.me creator, Brian Johnson discuss meditation more thoroughly.](#)

Get to Sleep

No brainer, right? So then do it. Massive upside for very little downside.

Turn off the screen and get to sleep sooner. If it's difficult to fall asleep then read a book. It may take some time to retrain your brain to deal with the lack of stimulation. That's fine. Stick with it. It's way better for you than whatever Netflix show you may be bingeing.

Move Frequently

You don't have to become a beef-cake gym rat to gain the benefits from movement. Just find ways to walk more everyday. I love walking. It's one of my favorite activities because I can take a phone call or brainstorm about ideas. Chances are you can find ways to still "get things done" while also going for a 30 minute walk everyday.

Challenge Your Excuses

“But, Tripp. You’re being an asshole. I don’t have enough time!”

Fair enough. There may be a ton of demands on your time. But do me a favor — pull out your phone right now and take a look at your daily screen time analytics.

Hmmm.

Maybe you do have the time. Or maybe you just feel powerless to do anything about it.

This brings us to our next topic.

STOP PLAYING THE VICTIM (OR VILLAIN OR RESCUER)

Drama. Let's talk about it.

This conversation we're entering has changed the lives of so many of my clients because drama is a cancer eroding the intelligence, creativity, and power of most of the people on this planet.

If we want to be more powerful in our professions, if we want our relationships to thrive, if we want to experience greater confidence and spaciousness then we need to learn how to identify it and stay out of it.

Here we go...

According to Dr. Stephen Karpman, drama occurs when we enter a dynamic with others (or within ourselves) to play one of three roles...

The Victim

This is the part of us that fixates on our excuses. It feels powerless to speak up, make a request, or take positive action. The victim always has something (or someone) to blame for their lack of progress or action. They refuse to take responsibility and believe the solution to their problem is outside of themselves — it's up to their partner, or job, or the government, or _____ to be the one to fix the situation. We're playing the victim when we hear ourselves say, “I *have to* do XYZ.”

Not strong. Next...

The Persecutor

This is the part of us that is fixated on pointing fingers, attacking, or finding ways to tear down someone (or something) that is the problem. Just

watch a cable news panel or hang out with your family during the holidays to see this in action.

Again, a waste of time. And then third...

The Rescuer

This is the part of us that believes we're completely responsible for others and their well-being. If someone is having a problem, then it's up to the rescuer in us to put on a cape and save the day.

Here's Why It's a Trap

None of these roles are strong because we can't play just one. In other words, they swap constantly — a person doesn't want to be the villain, so they become the rescuer. But eventually they feel resentful and under-appreciated because they “have to” save the day and — boom — they're now playing the victim.

In their frustration, they say something hurtful and — bang — they're now the villain.

There's no way to win. It's a never-ending cycle of suck.

On top of that, this dynamic keeps us focused on the problems instead of finding solutions. As long as we're throwing a pity party, pointing fingers, or flying around saving the world, we never take a minute to ask one simple, powerful question...

What Do You Want?

Yes. What do you want?

It's a simple question and it kills drama. Fast.

Why?

Because it challenges us to focus on creating solutions instead of wallowing in the problem.

Because it challenges us to figure out what we want for ourselves instead of expecting the world to read our minds.

Because it challenges us to take responsibility for our happiness, set firm boundaries, and take empowering action.

This is why it's essential that we (a) learn to identify drama and (b) learn some practical skills to stay out of it. Fortunately, I've created some resources that will allow you to do just that. [Click here to watch my video on Stephen Karpman's Drama Triangle as well as how we can stay out of it.](#)

Now that we're beginning to get our head on straight, let's talk about a quick way to create a clear sense of direction and get stuff done.

BE ON YOUR OWN TEAM

Here are a just few reasons why many folks hire a coach...

They're tired of feeling rudderless.

They may be busy, but they're going in circles. They don't have a clear, strong sense of direction.

They're tired of feeling overwhelmed.

No matter what their situation is, they just can't seem to find the time and space to get the important stuff done.

They're tired of feeling stagnant.

They're not making progress in their business or some area of their life that is really important.

So why is this happening and what can we do about it?

In Michael Gerber's business book, *The E-Myth*, he basically stated that in order for an entrepreneur to avoid turning his business into a trap, he needs to effectively have access to, what I would call, an internal team of allies.

I believe that in order to create the lives and relationships we ultimately want, then we need to have access to these internal allies as well.

Let's talk about what they are.

The Visionary

The visionary in us has an eye on the big picture. He's the one that avoids drama by asking the question, "What do I want?"

This is surprisingly difficult for most of us because we've spent most of our lives *reacting*. We tend to find direction by having our wives or bosses or

parents or fears tell us what to do. This means we've lost touch with what I call our *inner authority*, the part of us that actually takes the lead in our lives.

And it makes sense that without a solid visionary, we're going to lack direction. We'll be a ship without a captain. A boat without a rudder.

The Manager

The next internal ally is the manager. He's the one that says, "Okay. The visionary wants ABC. So given that I value my health and family and we only have X amount of time and Y amount of money, how are we going to get this done? Who can help us? How can we make this easier?"

Many of us that struggle with overwhelm are suffering because we're constantly trying to carry six gallons in a five gallon bucket. Without a manager to delegate what to do and when, we tend to push too

hard or waste our time and resources on stuff that doesn't align with the vision. We need a strong manager to clarify a plan of action and say 'no' to what isn't essential. Why? Because doing *less* is often more effective than trying to do *more*.

Which brings us to...

The Technician/Craftsman/Soldier

We can call this guy our technician or craftsman or soldier, but the role is essentially the same. This is the internal ally that gets stuff done.

We may have an inspiring vision and brilliant plan of action, but without someone in the trenches to roll up their sleeves and execute, our vision will never become a reality.

Keep in mind that our technician is great at being busy, which is why he needs a solid vision and

management to be *effective*. Otherwise, he can drive himself into the ground or distract himself by constantly fighting fires that don't serve the bigger vision.

So how can we put these internal allies to work?

Your Personal Strategy Meeting

Most of us start our day by reacting. We jump into email or immediately pump grease into the squeakiest wheel.

But if we want to move the needle on what matters, then let's slow down and have a very quick, very simple meeting with our internal allies.

Here's what I mean...

Take two minutes (*two freakin' minutes!*) each morning to check in with each team member and answer these questions.

Visionary: What's the big vision? What's the most important thing that I'm addressing? What matters the most? What will give me the greatest satisfaction?

Manager: Given my current reality with family or work or _____, what specific tasks or actions will have the greatest benefit today? What do I need to say 'no' to?

Technician: What specific actions am I going to do and when will I have them completed? What can I do to ensure that this gets accomplished? Who could help me? How could I make this easier, more fun, or more enjoyable?

This simple practice may take some getting used to, but it's at the core of what I do to help guys stay on

track and create what they ultimately want in their businesses, relationships, and personal lives.

Slowing down enough to answer these questions consistently provides us with a clear sense of direction, what to do, and how to go about doing it — all without having to beat ourselves like a mule with urgency, pressure, and scarcity.

And by doing this process consistently we may find that we experience the deep satisfaction that comes from doing the one or two things that move the needle instead of the twenty “busy” things that don’t.

Over time, this builds our sense of confidence and spaciousness. It empowers us to experience greater freedom, aliveness, love, and peace of mind.

TAKE THE NEXT STEPS

I hope you'll try some of the ideas in this quick toolkit. Just keep in mind that information isn't the same as implementation.



Start slow. Experiment with these ideas, and keep whatever works for you — throw out what does not.

Let go of the idea that you need to be perfect. Remember that shit happens, but that doesn't mean we have to throw in the towel.

I know that when I begin to feel trapped or drained or stressed, it's usually because I've started to slide into poor personal habits, drama, or reactivity.

Creating a structure that encourages me to be consistent is one of the main reasons why I continue to hire coaches and consultants to this day. My clients and I understand that we're at our best when we don't try to go it alone.

If you'd like to discuss how coaching can help you level up and create more alignment with your values then [click here to fill out a short questionnaire.](#)

I look forward to hearing from you.

A handwritten signature in black ink, consisting of a stylized 'T' followed by a large, loopy 'L'.

Tripp Lanier
Professional Coach
Host of The New Man Podcast

“I went from **0 to \$350K-\$400K for this year**, and I could do this working a few days a week. I have way more time available now.

I like the **no bullshit approach**. Every time we get off the call I’m like, ‘That is valuable. That’s well worth the money spent.’ **I can see that I’m producing a return on the investment.** Even my wife, when I talk to her about renewing my coaching agreement she said, ‘Why are you talking to me about it? Just renew it! It’s a no brainer across the board.’ ”



Eric Davis — Navy SEAL Sniper Instructor, Author *Raising Men*

“Tripp’s fee scared me. His commitment challenged every fiber of my being. I’m proud to share **I made the best investment of my life by hiring him as a coach.**

The result? In 12 short, dynamic months, I went from a \$150/hr bored therapist in a small town to **an executive coach in Manhattan making great income coaching (and surfing!) with high impact clients. It’s a whole new world.**”



Geoff Hanzlik — Executive Performance Coach, NYC

At the time of this writing, Craig is transitioning his years working as a full time therapist into a professional coaching practice. After spending just nine months in the program, **he has had his fourth consecutive month making over \$20,000 per month.** He's paid off his debts and has developed a reliable way to connect with potential clients that light him up.



Craig Revord — Transformational
Performance Coach, Denver



ABOUT TRIPP LANIER

Tripp Lanier is the host of The New Man Podcast: Beyond the Macho Jerk and the New Age Wimp which — for over a decade — has been downloaded millions of times.

Since 2005, he has spent thousands of hours coaching people all around the world to get out of the rat race, become an authority in their field, and make a great living doing the work they were put on this earth to do.

Over the years he's designed several businesses to support a simple lifestyle focused on freedom, ease, meaning, and fun. As a podcast host, he's interviewed experts and authors from all walks of life including:

Tim Ferriss (*The 4 Hour Workweek*, *The 4 Hour Body*, *The 4 Hour Chef*)

Laird Hamilton (Big wave surfing legend)

Ryan Holiday (*The Obstacle is the Way, The Ego is the Enemy, The Daily Stoic*)

Phil Stutz and Barry Michels (*The Tools, Coming Alive*)

Dan Millman (*Way of the Peaceful Warrior*)

Steven Pressfield (*The War of Art, Turning Pro*)

Robert Greene (*48 Laws of Power, Mastery*)

Steven Kotler (*The Rise of Superman, Stealing Fire*)

Mark Manson (*The Subtle Art of Not Giving a F*ck*)

Aubrey Marcus (Founder/CEO of Onnit)

Dr. Robert Glover (*No More Mr Nice Guy*)

Navy SEAL Mark Divine (*Unbeatable Mind, The Way of the SEAL*)

Jonathan Haidt (*The Happiness Hypothesis, The Righteous Mind, The Coddling of the American Mind*)

Neil Strauss (*The Game, The Truth*)

Alan Alda (legendary actor and NY Times best selling author)

Tripp is married to therapist/relationship coach Alyson Lanier and has the best daughter in the whole wide world. They live in a small beach town in North Carolina where he spends much of his time surfing, playing music, and enjoying a simple life.

[Click here to learn more about Tripp's coaching services.](#)