

EPISODE 438

[SPONSOR MESSAGE]

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[INTRODUCTION]

[00:01:32] FT: Welcome to So Money everyone. I am your host, Farnoosh Torabi. Thank you for joining me. We have quite the interview today and I want to start by just saying that I am not a morning person. I know some of you share in my situation that I consider myself a night owl. I can be up till 1AM, I love to workout at night, I get my energy at night. I don't know why that is. I wish it was the opposite because I do hear about people who have such productive mornings. They get up, they workout, they write, they listen to podcasts, they have delicious breakfast, healthy meals.

I want to be that person, and in an effort to be that person I have invited Hal Elrod on the show today. He has an incredible story and it starts with a tragedy. He died, and then came back to life. Did you know that was even possible? You know we hear about that sometimes and we kind of doubt that, like how is it that you actually passed away? 6 minutes he was dead, and he

came back to life and it happened because at age 20 he was hit head on by a drunk driver going 70 mph and he was out for 6 minutes, broke 11 bones. Doctors said he would never walk again, that he would have brain damage.

But not only did he walk again, triumphant he went on to run a 52 mile ultra-marathon, he became a Hall of Fame business achiever, an international keynote speaker, and the number one bestselling author of the book *The Miracle Morning: The not so obvious secret guaranteed to transform your life before 8 AM*. 8 AM! I woke up at 7 AM this morning, so I have some work to do because there's some steps in his book that require a couple of hours of ritual before 8 AM at least. Hal wakes up actually at 3:30 in the morning. Is that even the morning? That's the middle of the night.

Anyway, incredible story from Hal Elrod of not only how he overcame that life-threatening experience at only age 20, but also another rock bottom moment shortly after in the recession. He lost clients, he lost his home, his bank account went to negative. How did he overcome those financial challenges and what is his advice for someone like me and others maybe listening on this podcast? We don't consider ourselves morning people, we want to be more productive, we know that there can be so much to be done in the morning. How do we have a *Miracle Morning*?

Here is Hal Elrod.

[INTERVIEW]

[0:04:08.8]

FT: Hal Elrod, "Miracle Morning" to you my friend, how are you?

[0:04:13.0]

HE: A "Miracle Morning" to you Farnoosh. I'm honored and grateful to be here amongst all of the amazing guests you've interviewed. I'm humbled to be included so thank you for having me.

[0:04:24.3]

FT: Well it's our honor and we're still happy to have you on the show, we know that you're out there making such a difference and you are so obsessed with mornings and it's 10 o'clock here, Eastern Time. I'm just curious, what have you accomplished so far that you can make me feel bad about because all I've done this morning is, I got up, I did a little work, I play with my son, I grab a sandwich and now I'm at work and I'm having an honest tea and I'm podcasting with Hal, which I feel like, for me, is a pretty productive morning. I plan to work out later.

[0:04:57.5]

HE: That's a pretty great day. Yeah.

[0:04:57.8]

FT: I'm not a morning person, I should tell you and everybody, I would much rather sleep in every day but you can't when you're a mom. What have you done this morning? What should we all try to practice in the morning? At least as best we can?

[0:05:12.8]

HE: So what's funny is you caught me on like the one day out of maybe once a month, I'll have like a late night, which is rare. But last night we had friends in town and my wife and I, we were out till midnight and I mean that rarely happens. Today actually I slept in till 5:30, which is a bit late for me.

[0:05:34.5]

FT: How old are your children?

[0:05:37.8]

HE: Six and three.

[0:05:39.8]

FT: Yeah, so maybe they get up or they sleep in? I don't know.

[0:05:42.4]

HE: No, they sleep in. My wife and my kids sleep in, my wife actually just recently just started doing the miracle morning. So my normal day is I wake up at 3:30 AM, 3:30 to four, I acclimate. I make tea, I brush my teeth

[0:05:55.5]

FT: How much sleep do you get though when you wake up?

[0:05:57.9]

HE: Six hours, I typically go from — I sleep from 9:30 PM to 3:30 AM. Just to be clear for everybody listening, it's so funny, when I first started the Miracle Morning before it was ever a book, it was just my own ritual. I would post on Facebook, "Up at 3:30 for my miracle morning," and after doing that for like six months, someone goes, "Yeah, your miracle morning, I've seen your post, it's really inspiring but I could never wake up at 3:30," and I'd go, "Oh you think it's waking up at 3:30?" I realize, how many thousands of people think that they have to wake up at 3:30 to do their miracle morning, that's not it at all.

[0:06:37.7]

FT: That's just you?

[0:06:37.9]

HE: That's just me. Yeah I'm extreme. As the guy that created it, I just kept like going, "How early could I go? How much juice could I squeeze..."

[0:06:45.4]

FT: “Maybe I don’t have to sleep at all? Maybe I could become nocturnal after all?”

[0:06:49.4]

HE: Yeah exactly! I’m going to start my Miracle Morning in the evening, I’ll just start at like 11:30 PM and you know? Yeah exactly, how early is waking up until it’s like the day before you know? Anyways, for me, normally, I go through this six practices, the miracle morning’s made up of the six most timeless personal development practices known to man or woman, they’re organized into a nice little acronym thanks to my wife, the thesaurus. It’s the SAVERS — silence, affirmations, visualization, exercise, reading, and scribing. So meditation to journaling and everything in between and doing that every morning and anywhere from 30 to 60 minutes is what most people do their miracle morning.

For me, I do a full hour and some people do it as little as six — there’s a whole chapter in the book on the six minute miracle morning and it’s literally how do you do it on those days where you’re really busy rather than making it all or nothing, how could you actually squeeze it into this really legitimately effective six minute practice every day? So whatever works for people.

[0:07:48.2]

FT: So effective, what’s the effect? In your life, how has this compounded?

[0:07:54.3]

HE: Here is — I’ll give the quick back story if that’s okay.

[0:07:59.5]

FT: Please yes, go ahead.

[0:08:00.2]

HE: Yeah, okay. So I'll give like the synopsis. When I was 20, I was in sales and I was one of the top sales people for my company and I gave a speech one night and I was driving home from the speech and a drunk driver on the freeway going 70 miles an hour but going the wrong way, head on, hit me head on at 70 miles an hour. Crushed the front of my car, sent my car spinning in circles on the highway and the car behind me hit me right in the door, right in my driver side door at 70 miles an hour and immediately crushed the left side of my body, breaking 11 bones.

I bled to death, I was dead for six minutes on the side of the freeway while the paramedics resuscitated me, rushed me to the hospital where I spent six days in a coma, I flat lined twice more. Came out of the coma six days later to be told I would never walk again and I had permanent brain damage and I was 20 years old when this happened. That was like my first rock bottom but I think it's from rock bottoms that we have the opportunity to...

[0:08:59.8]

FT: That's more than rock bottom, that's death, you died three times.

[0:09:03.7]

HE: Death bottom, yeah. That was where, that was the first point in my life where I came out of the coma and I had to deal with this and the doctor said I would never walk again and I made the decision, I said, "Okay, there's two possibilities, number one, the doctors are right and I'll never walk again and if that's the case, I'm in a wheelchair the rest of my life, I'm going to be the happiest, most grateful person you've ever seen in a wheelchair because if I'm in a wheelchair, either way, I don't want to live my life as a victim."

I said, "Or, I am going to walk again and all my energy is going to go into that because that's what I want. So I'm going to accept what I don't want as the worst case scenario and I'm going to focus on what I do want and I'm going to visualize walking every day and think about it and

pray about it and talk about it and just all my energy will go into what I want while simultaneously accepting that worst case scenario.”

Two weeks after I came out of the coma, three weeks after the bones were broken in the crash. Doctors came in, said, “We don’t know how to explain this but your body is healing so quickly, we’re going to let you take your first step today in therapy.” So I was like — I wasn’t expecting it, I was thinking maybe like in a year or something, not three weeks. So that was the first like — and when that happened I went, “Maybe I’m meant to do more than just sell kitchen products,” which is what I was doing at the time. That was one of the first kind of foray into this career of I want to be a speaker and an author and help others.

[0:10:28.1]

FT: At age 20, your mindset is not where I think many 20 year olds would be thinking logically or spiritually that they had this just horrendous, horrendous experience, they almost died, you died for six minutes. By the way, do you remember those six minutes?

[0:10:44.9]

HE: I don’t, because of the head on collision my brain, the front of my brain smashed my skull which is where the short term memory is stored, there’s been about a week of my life from about 10 minutes before the accident until about two weeks, actually it’s two weeks after the accident, I don’t remember those two weeks.

[0:11:04.0]

FT: I’m hearing your story and I can’t help but think that so much of why you process things the way you do, why you’re so optimistic, so determined, so self-motivated. Is that in your DNA or were you mentored? How did that transpire?

[0:11:19.4]

HE: Yeah, I'm glad you asked because I sometimes take it for granted because I've shared the story so many times and I live the story but I think that the lesson I can share with everybody may be the most valuable lesson that I've ever learned or experienced. The way that it unfolded, so the doctors actually called my parents in a week after I came out of the coma.

So in a coma for six days, a week later, I'm in a hospital bed, legs broken, I've got a metal 14 inch rod in my leg, metal plates in my — my pelvis is broken in three places, I've got screws in my elbow, my rod and my arm, metal plates in my eye. My eye socket was just destroyed. I'm lying in my hospital bed and the doctors call my parents in and they said, "We want to give you an update on Hal. Physically, he's stable."

At that point it was just keeping me alive right? "He's stable, he should live a long healthy life," and that was the most important part and then they said, "But emotionally, mentally and emotionally, we're concerned. We believe that Hal is in denial and that he's delusional. The reason we say that is, every time we interact with Hal," we, being the doctors, the nurses, the physical therapist, "Hal is always smiling and laughing and telling us jokes and making us laugh." They said, "Frankly, that's not normal."

For a 20 year old young man that's being told, you're probably never going to walk again and they said, "We've seen this before where his reality is so painful and unimaginable for him that he's checked out and he's off the deep end kind of thing. You just can't face reality and we need you to talk to him, find out how he's really..."

[0:13:00.2]

FT: "Get him depressed, get him upset." What the heck?

[0:13:02.8]

HE: "He should be depressed and angry and scared and sad and he needs to feel those emotions so we can deal with him," right? So my dad comes in and says, my dad's eyes are red and watery and like he's trying to keep it together and he's like, "Hal, can I talk to you?" I was like, "Oh god," I thought he had like news like "Hal, you're going to die".

I'm going, "Gosh, this is going to be bad," right? He basically just told me what the doctor said and he goes, "Hal, it's okay to feel sad and angry and depressed and your mom and I feel all those things, we want to kill the drunk driver, and we can't imagine what you're really feeling deep down inside. How are you really feeling?"

I looked at my dad and I thought for a second, "Sad, angry, depressed? Am I hiding those emotions?" I was quiet for a few seconds and I look at him and I go, "Dad, I thought you knew me better than that? Remember I lived my life by the five minute rule that I learned in my Cutco sales training? It's okay to be negative when things go wrong but not for more than five minutes."

I said, "The point is, I can't change that I was in a car accident but I can choose whether I'm all those things the doctors think I should be, which I don't want to be sad, angry, depressed, upset, scared. I would rather be grateful for what I have, I would rather be optimistic about what I can create for my future, I'd rather focus on all of the great things in life versus the things that went wrong." This is true for all of us.

What I realized years later Farnoosh, I read the book, *The Power of Now* by Eckhart Tolle, and he talked about how every negative emotion that we've ever felt in our lives has been self-created by a resistance to reality. So it's the degree that we wish and want for our circumstances or things to be different in our lives that they've already happened for example, unless you're Marty McFly with the DeLorean like you can't change it, it's already happened.

My accident had already happened and so I didn't realize it at the time until I read that book that I was able to understand why I was able to be so happy and positive and it was the opposite of what the doctors thought. They thought, "He can't accept what's happened to him so he checked out of reality." When it was the opposite.

I had fully accepted what had happened to me, I put no energy into wishing it didn't happen, therefore I was at peace with it and I was able to be genuinely happy and grateful in the midst of the most difficult circumstances of my life. I now apply that to traffic. I apply it to disappointments

every day like, "Well I can't change it, I can't change it." There's no point in creating negative emotions for myself.

[0:15:44.0]

FT: You've obviously case studied yourself and it's become this inspiration internationally but has the medical community case studied you because I think that's worth exploring. I mean you basically negated everything that they thought and prescribed, what was their reaction ultimately and how has it left you feeling about the state of our medical system?

[SPONSOR BREAK]

[0:16:07.0]

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[INTERVIEWCONTINUED]

[0:17:14.5]

HE: Those are great questions and the medical community, to answer your first one, they have not done any studying on me. If you know any of them, make an intro, that would be great if I could. I think I could right? There's so many, just in general, like as a speaker and an author, that message when I speak is one of the biggest that I share can't change it.

Once something happens, you accept it. If you can't change it, don't create emotional pain and it's interesting, I've had well over a dozen people tattoo can't change it on their body after I gave that...

[0:17:44.4]

FT: Permanent, wow.

[0:17:45.6]

HE: Permanent, it's crazy, I get pictures all the time, "Hey, got a can't change it tattoo on my shoulder, on my arm, on my foot." Anyway, as far as the state of the medical community, I haven't put any really thought into that. I might now but there was one other question in the middle I think that you asked?

[0:18:04.5]

FT: Just that how has it impacted your take on the medical community and the next time, god forbid something happens to you or a family member, what's going to be your approach? You're going to go to the hospital obviously but then I guess is the advice, "Take everything with a grain of salt that they tell you?"

[0:18:23.6]

HE: Yeah, it's just, "Accept all things that you can't change and focus — don't resist reality. Don't resist anything that is what it is. If it is what it is." Every negative emotion is self-created by

resistance. I choose not to resist anything. Now, if you want what's — we can go onto the next story because what's interesting is, I got depressed at what I would call my second rock bottom if you will, 2008 when the US economy crashed. I kind of crashed with it, I had hit hall of fame with the company that I was working for when the accident happened in 2005.

2006 I launched my own business, I started a coaching business, I started speaking, I wrote my first book, *Taking Life Head On*. That was what you asked by the way is how the doctors react. Two things, they didn't believe it and then after they did, at first they didn't believe it and then once they got to know me more and they're like, "Wow, this is really how he thinks, it's not delusion, he literally has accepted it and he's at peace with it and he's actually genuinely happy," that's when they said, "Your son should write a book," they told my parents, "You should write a book," that's where that seed was kind of planted.

But 2008 when the US economy crashed, I had just bought a brand new house, my first house, I was 26 years old. I had started this business that I built it to be very successful, the coaching business and when the economy crashed, I lost over half of my clients, I lost over half of my income, I couldn't pay my mortgage, I lost my house, I canceled the gym membership, stopped exercising like it was a legitimate mentally, physically, emotionally, financially I was at the lowest point in my life and people go, "Why don't you apply the can't change it philosophy that you teach?"

I did but I didn't know how to apply it in a, like a quicksand of this downward spiral where when I lost my first client, I went, "Wait, that sucks, I never lost a client before. Can't change it, I'll accept it, I'll move on." Then when a week later, I lost two more clients, I went, "Whoah, okay. Can't change it, let's move on." Then when I lost another three clients and then all of a sudden I'm going, "Whoa, the way this is going, I can't pay my bills."

It got worse and worse and worse, and worse, and worse. I didn't know how to deal with that, I got very scared, I got very depressed, I didn't tell anybody, that's another thing that's hard because I was a success coach. If you could imagine, my identity was around helping you to be successful and I felt like a fraud.

[0:21:02.4]

FT: So where were you living? Did you go back home? What happened?

[0:21:05.7]

HE: I was living in the house, we were doing — I lived in a house for six months without. It gets to where you stop paying the mortgage and then you go, we're going to — they ended up doing a short sale, which was a little better than a foreclosure, you know? It still ruined my credit for quite a few years. So long story short, after six months of this downward spiral where I went from being in good shape physically to really the worst shape I had ever been in and my body fat percentage increased 300% in those six months.

My wife, who was actually just my girlfriend at the time, we were just dating for a couple of years and she said, "Sweetheart, I hate seeing you like this, why don't you get advice from your friend John Burghoff? He's one of the smartest people you know, he loves you, he's not going to judge you." So I finally, first person I ever confessed to other than my girlfriend of how bad things had gotten and how depressed I had become and I called him and his advice led me to go on a run which I hated running but he said, Hal, you need to exercise...

[0:22:05.9]

FT: I hate running too man.

[0:22:07.1]

HE: You do too? That's so funny. Yes, I hated running.

[0:22:10.2]

FT: I've run a half marathon though, but I hate it. You've run like million marathon.

[0:22:15.1]

HE: What did you say?

[0:22:15.6]

FT: I said, you are the marathon man.

[0:22:17.4]

HE: No, no I did one 52 mile ultra-marathon.

[0:22:20.4]

FT: Oh you know, just one 52 mile ultra-marathon.

[0:22:24.9]

HE: But because I hate running and that's actually — so the Miracle Morning's what lead into that. So let me try to bring this to a head. I'm long winded as you've found out. So what happened is, he said two things, number one, "Hal, if you're sitting at home, if you just keep doing the same things, you're going to have the same results." He said, "You've got to do something different." So he said, "If I were you, there's two things that I think will make the biggest difference in your life."

To this day, there's two parts of the six part to the Miracle Morning. He said, "Number one, I would go for a run every morning or some form of exercise, so you put yourself in a peak physical, mental and emotional state every day to start the day." He said, "While you're on that run, listen to an audio book or a podcast, something that will give you knowledge while you're in a peak state and then immediately cater that knowledge to what you need to improve in your life.

So for you right now, it's your business, you need clients, you need to figure out, listen some audio books on that and run home and implement what you learned." He said, "Do it every day

and eventually, you'll learn strategies, you'll be in a better state physically, mentally and emotionally to implement those strategies, you'll turn your life around.”

[0:23:29.6]

FT: Eventually. How long did it take?

[0:23:31.8]

HE: That's why it's called the Miracle Morning Farnoosh, I decided to wake up an hour earlier to do all this the next morning. I wanted to do more than he was saying. I thought, “I want to create the ultimate morning ritual.” I started Googling like “best morning rituals”, “what are the world's most successful people do to start their day?” Phrases like that.

I had a list of six practices, I woke up the next morning and I wasn't a morning person, that's what was so hard for me. I was like, again, I was like I've got to do something different. Woke up the next morning to this six practices, that morning, my entire life began to change because my bank account balance was still negative, my house was still in foreclosure, all those things, like the outer world didn't change but the way that I felt and the way that I perceived myself in the world.

I thought, “If I start every day like this. If I wake up every day and do this every morning and start the day with this much clarity and energy and motivation and confidence, then it's only a matter of time before my outer world reflects my inner world,” and it was less than two months that I more than doubled my income, I went from being in the worst shape of my life physically to deciding I've never run more than a mile but I'm going to run 52 in one day, just to challenge myself physically and my depression went away the first day.

I started calling it my “miracle morning” because it felt like a miracle but again, it wasn't a book title, it wasn't a book idea, I started sharing it with a few coaching clients that I had left and it changed, they all went from going, “Hal, I'm not a morning person, I've tried.” I gave them the strategy, the tips and then every single client came back a week or two later on the call and said, “Oh my gosh, you're right, I'm a morning person, I'm waking up.”

It was all the same things that I had experienced, they were experiencing and that's when the light bulb went off and I thought, "I have a responsibility to share this with the world," and it's still writing, it took three years but the rest is kind of history as they say and now the *Miracle Morning* is this world wide movement in 70 countries and so on and so forth.

[0:25:32.6]

FT: One component of that is the writing. What do you write about? What do you encourage people to jot down, what's helpful?

[0:25:38.9]

HE: Yeah, so I actually use, and I've tried a lot of different journals. I've used just line, paper, just a free no structure at all. Then I use a journal for a few years called the Winner's Journal. The one that I've landed on that I used for years now and I love is called the Five Minute Journal. In fact, one of your former guest Tim Ferriss, I think he bought like 2,000 copies of those when he discovered them and gave them out, I don't know all the details but he was a big proponent, he's a fan of it.

The Five Minute Journal, I encourage everybody to get it but you can model it. It's really simple, there's a morning and an evening entry. In the morning, it's three things I'm grateful for and three things that I need to do to make today great. That's it. Really simple. If you think about it, what that does is it puts you in an optimum state to be present to how great your life already is, even if it's — there's so many people that no matter, around the world, that the things you complain about, they're praying for and we've heard that before.

[0:26:41.0]

FT: You know what? It's written by Alex Ikonn and his wife or girlfriend Mimi was on my show.

[0:26:48.1]

HE: Oh no way.

[0:26:48.6]

FT: Yeah, I'm just connecting dots now.

[0:26:50.9]

HE: I love Mimi and Alex, they're like the sweetest couple ever.

[0:26:54.0]

FT: Mimi's fantastic, she's a phenomenal entrepreneur, YouTube extraordinaire and who knew? I thought Alex was just like eye candy and now I'm like — because I see him in all the videos and I'm like, "What a handsome man she's got," and meanwhile he's written this awesome life changing tool, I'm going to order this. It's pretty cool.

[0:27:13.8]

HE: They're both eye candy by the way. They're pretty equal yeah. They're a good friend, Yujay Ramdas is the other, he's like the co-creator. The three of them created this Five Minute Journal. In the morning, three things you're grateful for, three things you need to make today great and to me that optimizes first your mindset in the morning with the gratitude and optimizes your results for the day to get clarity on, "Okay I've got 20 things on my to do list, what are the top three?"

And then at the end of the day, you write down three things that were amazing today and then three things that I could have done better that I'll do better tomorrow. So it's a simple process, morning and night. I use the app, so there's a five minute journal, hard cover fiveminutejournal.com. You can get the hard cover journal if you like to write by hand. I personally like to do things on my phone because it's with me when I travel and the cool thing about the app is that you can put pictures in.

So almost every single day since I've started using the app, I capture one picture with my kids, whatever I'm doing for that day that's like the highlight and I put it in the app and include it in my gratitude. So that's what I scribe about. Now some people they're like, "I love the fact that it's the word scribing versus journaling." Because journaling is specific to one thing. Scribing could be like, "I work on my books during my miracle morning." Every book that I write...

[0:28:30.8]

FT: Or recipes or whatever, you don't have to limit yourself to — it's just, there's something about thinking about something, writing it down, that connection. I don't like typing stuff into my phone, I'm much more of a pen and paper person.

[0:28:46.0]

HE: There you go, awesome.

[0:28:48.6]

FT: So you're how old now? 31?

[0:28:50.2]

HE: I just turned 37. I'm now 37.

[0:28:51.6]

FT: Oh you are? I feel way better about my life.

[0:28:53.2]

HE: No I wish. You just turned back the clock and made me wish I was younger, shoot.

[0:28:56.2]

FT: I have these 16 year Old's on my podcast who are like three time TED Talkers and they make me feel like I'm a waste of space. First, before I ask what's next for you and I'm sure you've thought about it, because it's a financial show and you've talked so much already intimately about hitting rock bottom, your foreclosure. What would you say now is as you have all of this morning miracle rituals, what's a financial ritual that you practice?

[0:29:25.5]

HE: So here's what's interesting is that the SAVERS, the silence, affirmations, visualization, exercise, scribing or reading, and scribing, what's powerful about the Miracle Morning is that it's universally applicable to any result that you want to generate for your life. If you want a better marriage, you filter all of the SAVERS through improving your marriage.

Meaning, you meditate on what it will feel like to be a better spouse in the morning and then you have affirmations that affirm in writing what you're committed to do each and every day to be a better spouse and improve your marriage. Then you visualize, interacting with your spouse that day in a way that's positive.

Now my wife and I, we do our miracle morning together so we exercise together as well, right? While you're exercising, reinforcing this other practices, then the reading component, I'm going through SAVERS, the acronym, in order. The reading, you read books on having a better marriage and the S for scribing is, you journal around what you're going to do or one thing you can do to make your marriage great that day. I use that as an example but again, finances right?

So now, what happened is when I started my miracle morning, my finances were in a bad place. I focused all six of the SAVERS on improving my financial situation and it was less than two months that I was able to double my income as a result. If you think about what you focus on expands, right? We've all heard that before. Also, the SAVERS, in fact, I won't tell you this, I'll quote Robert Kiyosaki.

Robert Kiyosaki who wrote *Rich Dad, Poor Dad* which is I think the number one financial book of all time, 26 million copies sold. He reached out to me and I still get the chills when I tell this.

He said, “Hal, I’ve read the miracle morning three times and it’s completely changed my life and I’d like to interview you on Rich Dad Radio.” I was like, my jaw was at the floor I was like, “What?”

[0:31:20.7]

FT: Wow, he’s been on this podcast by the way.

[0:31:23.3]

HE: Really? That’s so cool. I mean, his book changed my life. “You’ve read my book three times? What?” What he said when he interviewed me, he said, “Hal, before I read the *Miracle Morning*,” he said, “The six practices that make up the *Miracle Morning* the SAVERS.” He said, “Every successful person on the planet swears by at least one of those practices, maybe two, even three at the most.” He said, “I had never met or heard of any human being that did all six of the most proven, powerful personal development practices known to man.”

He said, “Now I do all six of them every day, I do my Miracle Morning. My wife and I do it together.” So that’s the thing that makes the miracle morning so powerful and if you want to improve your financial situation or any situation, if what you focus on expands and if anyone of these practices is a game changer, when you do all six of them every single morning and you filter your financial goals through those six practices, that’s where you see incredible results.

I’m not the only person, I mean I’ve had a ton of people that I’ve got thousands of emails from people that have said, “I had my best month in sales, the first month of doing the Miracle Morning. I increased my income, on and on.” Or, they’re very personal like, I saw this woman today how she has overcome her depression in her first month of doing the Miracle Morning.

She posted this in the Miracle Morning Community Facebook group. She’s off her depression medication, she’s been on it for three years, in one month, she’s off of it from doing the miracle morning. Another gentleman Mike Eatin, 25 years old, obese his entire life, he lost 70 pounds in the first five months of doing the Miracle Morning.

[0:33:11.3]

FT: What? Wow.

[0:33:13.5]

HE: He emailed me saying that it's changed his life. In fact, I don't know if you know Keith Minick from, he's the director of business development at Turner, CNN. Anyway, I'm going on and on. But his son passed away and he was in a two to three year depression after his four month old son had passed away and I just met him at a conference and he came up to me and started crying and hugged me and said, "The *Miracle Morning* saved my life."

He said, "I was in this depression and everyone I knew gave me books on grief and all of this and nothing worked until someone gave me a copy of the *Miracle Morning*." He said, "It completely got me out of my funk, I started my own business that had been on my dream list forever. I'm now actually leaving my job to pursue my passion."

It's so universal and again, to circle back to your question, if the financial goals are the ones that are important for people which for most of us, they are. You incorporate them in some, if not all of the six practices of the miracle morning.

[0:34:17.1]

FT: Yo pal Hal. Thank you so — that was your DJ name when you were 15?

[0:34:22.1]

HE: Thanks to mom, yeah, I had a DJ name...

[0:34:23.9]

FT: Mom knows best.

[0:34:25.3]

HE: Mom gave me the nickname.

[0:34:27.8]

FT: Again, so inspiring. I feel like I've just been hit by — I've been transformed in this past 30 minutes. Truly, so thank you so much Hal and everyone, this book that we've been talking about all the last 30 minutes, *The Miracle Morning*, over 1,600 reviews on Amazon, it's a top selling book, for years it's been and now you have *Miracle Morning for Writers*?

[0:34:55.7]

HE: Yeah, we actually, at *Miracle Morning for Sales People*, *Miracle Morning for Writers*, *Miracle Morning for Parents and Families* comes out later this year. It's kind of like the next *Chicken Soup for the Soul* but hopefully more.

[0:35:07.9]

FT: Congratulations to you Hal, everyone, Hallelrod.com, Miraclemorning.com. Follow Hal on Twitter @hallelrod. Thank you so much my friend. Have a great, not just morning, rest of your day, weekend and don't be a stranger.

[0:35:22.4]

HE: Thank you so much Farnoosh.

[END]