

THE JORDAN HARBINGER SHOW

Worksheet for Benjamin Hardy | What to Do When Willpower Doesn't Work (Episode 21)

Western culture downplays the role of environment in identity -- who a person is in one situation is different from who they are in a different situation. Either your environment is pulling you forward or pushing against you, and if your environment is pushing against you, you might try to employ the use of willpower to push back. Sadly, this is more likely to result in disheartening failure than effective change.

[Willpower Doesn't Work: Discover the Hidden Keys to Success](#) author Benjamin Hardy joins us for [episode 21](#) to explain why having control over your environment is key to your own personal development and what you can do to gain this control.

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Using Your Environment, Not Willpower

Ben shares a study that was done in which men in their seventies were told that they had to engage in an environment as if they were 20 years younger, in their fifties. Unbelievably, many of the men experienced actual biological transformations, be it increased eyesight or better mobility.

How have you crafted your environment to help you better achieve your work and goals? Or have you allowed yourself to accept the “default” setting? Why or why not?

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Because Willpower Isn't Enough...

Of the four reasons that Ben lists [in his book](#) as to why willpower doesn't work, one of them is the lack of a strong *why*. While we do advocate [exploring your why](#), it's important here to note that difference between who you are and who you want to be. Is this aspirational? Does it sound good to you to be someone who exercises? Or do you want to actually exercise? And what will it get you?

List one or several of your *whys*. Do you ever share these with people? Why or why not?

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Sometimes You Have to Invest

Ben notes in his interviews of both entrepreneurs and “wantrepreneurs” that a point of no return lies in monetary investment. Wantrepreneurs never had a point of no return in relation to their business aspirations, but entrepreneurs always did. It seemed that once there was a financial commitment, be it as small as \$197 for Ben to take a writing course or \$10,000 for Jordan to take a public speaking course, engagement went up.

Have you ever had a point of no return? Or several? Recount one or more of them here and agree or disagree with the financial skin in the game aspect of the argument.

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Constantly Changing

"Start running, and you'll begin to see yourself as a runner," Ben notes as he points out that our identities are not fixed. He argues that there's a dynamic relationship between us and our environment. He also notes that our environment holds together who we are, both figuratively and actually, so that a change in one thing necessitates a change in everything.

Thinking about your past, present, and future, examine one time that you made a change in your life that resulted in multiple knock-on effects and recount that story here. Repeat using something you are changing now, and something you want to change in the future (in the future story, describe what changes you think will happen: this will help you reverse engineer an environment that will lead to probably success).

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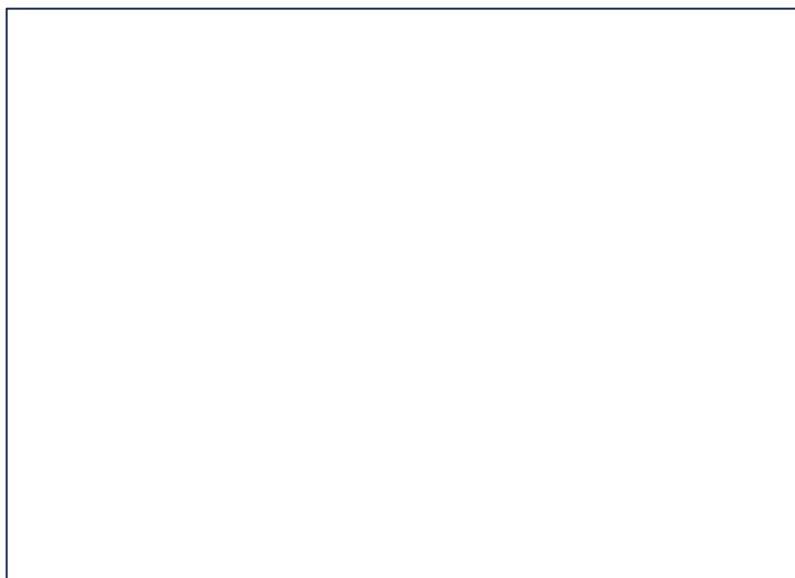
Don't Get Complacent

As Ben recalled the writings of Victor Frankl in [*Man's Search for Meaning*](#), he pointed out that humans can get used to anything, be it winning the lottery or losing a leg. As a result, while we can craft environments that force us to rise and meet our goals and desires head-on, we can always become complacent.

Recount a time that complacency about your environment led to something negative. What did you overlook that led to that event?

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Using that experience, examine several environments you currently inhabit and ask yourself if you are complacent about any of them and write down what changes you need to make in order to not just head off that complacency now, but to make sure you're consistently examining your environments for that complacency.

A large, empty rectangular box with a thin black border, intended for the user to write down their reflections and notes on the prompt provided above.

Full show notes and resources for this episode [can be found here](#).

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About



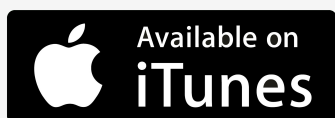
Join Jordan Harbinger (critically acclaimed host, formerly of The Art of Charm) as we get deep into the untapped wisdom of the world's top performers -- from legendary musicians to intelligence operatives, iconoclastic writers to visionary change-makers.

We deconstruct the playbooks of the most successful people on earth -- and learn new strategies, perspectives, and insights you can't find anywhere else. Then, take these insights into your own life and live what you listen.

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