

# THE JORDAN HARBINGER SHOW

## Worksheet for Tom Bilyeu | The Secret to Making Powerful Friends (Episode 133)

[Impact Theory](#) is a weekly interview show that explores the mindsets of the world's highest achievers to learn their secrets to success. Hosted by Quest Nutrition co-founder Tom Bilyeu, Impact Theory is designed to give people the tools and knowledge they need to unlock their potential and have an impact on the world.

On [this episode](#), Tom interviewed our very own Jordan Harbinger to talk about a lot of things -- primarily why your network means more than names on a list, and the secret to making powerful friends. Listen, learn, and enjoy -- and make sure to subscribe to [Impact Theory](#) if you like Tom as much as we do!

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## The Doorway Drill

You might have already perfected The Doorway Drill. Or perhaps you've just heard me talk about it and now you're just annoyed by any mention of it. If you fall into the second group, it's probably time to get acquainted with your nearest doorway.

When we have a million things on our minds, the first thing to go is often body language. The problem with this is we usually end up making lousy first impressions when our goal is the exact opposite. Since first impressions are made non-verbally (*body language*) it's pretty important stuff.

- Do this drill every time you walk through a doorway.
- Reset your posture: stand up straight, relax your shoulders, chin up, with a smile.
- Congratulations! You now have open, upright, confident, and positive body language.

Now make this a habit -- that way you won't even have to think about it. Put up a blank Post-It note at eye level wherever you can get away with it (home, the office, wherever). This'll remind you to do The Doorway Drill.

After weeks or months, you'll find yourself subconsciously improving your posture every time you walk through a door. Your body language will be fixed, you'll remain present, and your first impressions will improve.

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## Deliberate Practice

It's easy to practice the things in which we naturally excel. However, we're not too likely to make an effort at mastering those things because it's natural to think we've got it down. (Remember: we're *naturals*!) How about the areas in which we need some work? We don't have to think very hard to recall those.

What do these two areas have in common?

They could both use some deliberate practice.

By focusing on both strengths *and* weaknesses, you'll make the kind of gains that most people can only imagine.

By deliberately practicing to improve your weaknesses, you can make them stronger.

By deliberately practicing your strengths, you can elevate them to the top of your performance.

**Come up with a list of strengths and weaknesses. Find ways to improve them, and continue this as a deliberate practice.**

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## Give Give Give

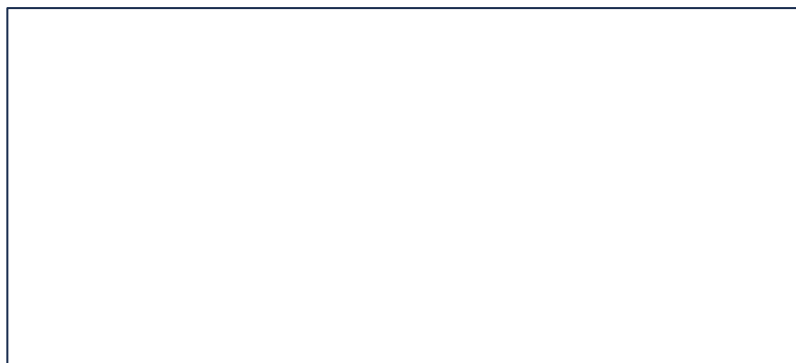
My three rules for improving your relationships -- *and not poisoning them* -- are:

- **Dig the well before you're thirsty.** Don't wait until you need something to start giving.
- **Give without the expectation (or attachment) of getting anything in return.**
- **Do not keep score.**

And a bonus:

- If someone helps you out...**help them out!**

Do these three things as a matter of habit and you will have so much opportunity coming into your life that you won't know what to do with yourself.



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

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## About



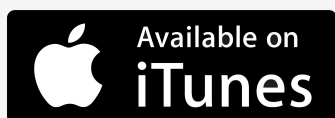
Join Jordan Harbinger (critically acclaimed host, formerly of The Art of Charm) as we get deep into the untapped wisdom of the world's top performers -- from legendary musicians to intelligence operatives, iconoclastic writers to visionary change-makers.

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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