

Bare Knuckle Productivity



**The Revolutionary 5 Step System That Lets You Overcome
Procrastination Forever! Guaranteed!**

(... WITHOUT Having To Use Willpower, Self-Discipline, Focus Or Any Of
Those Other “Virtues” You Keep Hearing Are A “Must” To Make It!)

By Dr. Veit U.B. Schenk

Quick Overview: WHY are You Reading This?

Hey there,

A few days ago Hudson and I got talking and we were on the topic of “**how to get stuff done**”.

There’s so much information bouncing around the IM niche that a lot of people are overwhelmed and don’t know where to start.

Result: many IM dreams barely crawling along, or – even worse – people going back to having a regular 9-5.

So, as I run a “BareKnuckleProductivity” coaching program (I usually teach sales-reps how to sell newspaper advertising space, and trust me, these guys have serious motivation issues – especially in today’s economy, where no small business owner wants to put ads in the local paper), Hudson asked me, would I put together a quick primer on “how to REALLY get stuff done”.

Here it is. It’s a quick overview with references to videos I made a while ago for Frank Kern’s list, so you can dip in and grab the bits that are most important to you, and will take you forward quickest.

If you only read one thing in this guide, read pages 4 and 5. You’ll LOVE it!

Enjoy

Hudson and Veit

Disclaimer

Nothing to disclaim here!

In this document you'll discover the secret of getting stuff done (without the use of willpower, self-discipline and all that good stuff).

But: I'm not making any promises that you will turn into an efficiency or effectiveness machine (and neither should you -life's too short to be wearing a power-suit and congratulating your children to their birthday from your Blackberry).

I'm not making any claims that you will make more money -- although you should after working through the material, because you will be more focused on whatever it is you really want to do.

But if in the process of doing this you find out  Internet marketing isn't actually the thing you want to do but you'd rather do something else, don't come running to me and blame me for ruining your Internet marketing career.

So, summary: it's worked for me, it's worked for tens of thousands of others (seriously, tens of thousands!), it is scientifically documented ... but you may just be the unlucky one who gets zilch out of it.

End of disclaimer.

There are only 2 things you need to know about getting things done

ONE: Whatever you've heard so far about productivity, time-management and getting stuff done is full of crap! Seriously, it's either a) been written by people who are naturally good at it or b) it's based on 'belief', stuff that works for one guy or c) the most common: the first two combined.

So, if you been feeling bad about (or others have been blaming you for) not having the

- Motivation
- Willpower
- Self-discipline
- Responsibility
-



then, no worries, you're in the right place.

TWO: The single biggest mistake you can make when wanting to achieve something is are you ready for this? Sit down, this is going to change your life:

The worst thing you can do is ... take massive action!

Or even a bit of action.

This is ***scientifically proven***, I kid you not, and in a moment you'll discover why.

With these 2 bits of good news out of the way, time to relax and discover how to, well, get s**t done:

awesome, no willpower and no action required... and it is scientifically proven!

Before we do anything else, let me share with you what **you will gain from going through this report and/or watching the videos** I'm referencing in this report:

Here's the ONE thing that has happened to me (and many others who have gone through the same program) as a result of first discovering and then applying it – on autopilot, without having to use willpower, focus, self-discipline or any of that – in my life:

I am now fully aware when I am procrastinating and I can make a conscious decision what to do next.

Go and read that sentence one more time, seriously!

Do you realize what having this would mean to you?



You Are No longer At The Mercy Of Procrastination!

Even if the next task is something I really don't want to do, it could be something that's really boring, something really repetitive, or something where I just haven't got a clue how to do it ... you know all those tasks we normally would, well, procrastinate...

I am now fully aware of that split second between the emotional impulse to go into procrastination mode and actually going into it.

And I can jump straight in, make a conscious decision to continue with the thing I know I *should* be doing. And I mean *should*, not because others are telling me to, but because I *know* that this is the thing that will get me closer to my dreams and goals.

Like making a ton of money on the Internet!

And you can have that too!

READY For More? Let's go ...

Okay, before we dive in, let me explain in a couple of sentences how this document came about (and there is an important Internet Marketing lesson in this!)

A while ago I shot a series of videos where I explained the results of a 30 year study that showed what the **difference was between those self-helper who managed to change** from having a *bad* habit to no longer having the *bad* habit **and those who didn't** manage to change their habits.

This included giving up smoking, stopping over eating, quitting smoking, stopping procrastinating, getting out of debt, etc.

In the videos, I explained exactly how this worked, what the difference was between those two populations and what you have to do to move forward.

As you can imagine, it's a little difficult to summarise the findings of 30 years of research into a five-minute video.

As a result, the videos ran close to an hour  and as a result only a small proportion of visitors sat through the entire video, did the exercises, and got the results.

The majority of people "tuned" out after about five minutes.

And looking back, I was at my fault.

It wasn't clear to them right from the start what specifically they would be getting out of those videos and that it was going to be worth their while watching the videos.

So, if you are one of those who started watching those videos, please accept my sincerest apologies -- I always strive to add value and in this case I let you down.

The purpose of this document is therefore to make up for this mistake.

So what you are going to get here is a very high-level summary of what was presented in the videos, and then if you wish to find out more I will point you to the specific sections within those videos.

Let's begin with a very important question:

Is this you?

You will get the most out of this document is currently

- a) you are procrastinating,
- b) you are aware of it (to some degree) and the pain it's causing you and
- c) you're after a solution

You also probably have tried all kinds of things like time-management, personal development, read books, gone to courses and still you get sidetracked, even if you are really motivated and have a lot of desire to get a particular thing done.

If you are interested in an overview over all the things I have tried and that didn't work (and this list is loooooong) and have a look at this page:

<http://www.bareknuckleproductivity.com/how-not-to-get-stuff-done-and-what-to-do-about-it>

where I share the first few minutes of a video I shot for Frank Kern's list, followed by two crucial questions:



1. what is the one thing you keep hearing you "should" be doing in order to be successful, but you just seem to be able to do it?
2. if it is not taking "massive action", then what is the instead we need to do in order to get things done?

Most people who go through this video find that they've gone through exactly the same books, courses, DVDs and audios as I have -- and they too didn't get the results they wanted.

Most people get stuck with having a deep insight, an "aha" moment and then ... nothing happens. No massive action, no results.

He is a nice term I heard for the type of seminars where you end up with a huge "lifechanging" insight and they tell you to go home and take "massive action": they're "Hot Baths" -- You feel nice and warm while you're in, gets cold quick when you get out!

Anyway, that video is mostly for your entertainment, and to realize that you're not alone, I'm probably not exaggerating when I say that millions (if not billions) of others are suffering from pretty much the same as you -- have tried all the same courses, books, and seminars and are still stuck.

Ah, the one other thing you'll find here is tons of comments I got from others who've watched the videos like:

VERY High Quality information being given away by Veit for free here ala Frank Kern Mass Control style. I'm surprised this thread isn't moving along quicker.

Warriors, **YOU NEED TO GET IN ON THIS** regardless of what stage of success you are at. Success is after all a lifelong process and this is top notch material.

Thanks Veit. Looking forward to more of your training. Cheers.

This has been a huge struggling point for me lately.
Thanks for the helpful videos!

Hey Veit,
i am really enjoying the videos...
and laughing my head off in Video 2 with
all the BOOK review...LOL 🍷
So true....a few i have read...
These video's have come in time for me,

Thank you,

ps: your funny speaker too...lol...kudos mate ;P

Great videos.
Probably some of the best I've seen on this topic in a long time.
That with your ability to deliver this all in an easy to understand entertaining manner had my full attention from start to finish.

really great videos, I've gotten an A-HA moment but now when i looked back it looks that i could have noticed that all along but i haven't paid any attention to it before.

Thanks for the videos. I have to and hate to admit I have a lot of those books but have not had any success yet. I hope this is the boost I need.

Any way the series will continue, they sound very promising...

"I'm a very creative person who's awesome at starting stuff and **** at finishing stuff"

Yeh me too!

Thanks for these videos Veit I'm loving them

Can't wait, I really like what you've did so far, and the relaxed mood that you set through-out the course is really helping because you get the feeling like we're having a conversation and that really helps - not feeling like I'm being forced to learn something.

Optimistically waiting for the videos 😊

Awesome Thank you, I am looking forward to the next videos

Really well done. The hook for me was that I've spent the past few months or so really digging into myself to find out what it would take to fire me up again (have been offline for 4 years due to illness) - and that's why I wanted to watch.

The thing that works best for me...? Taking what I'm learning and sharing it with others - that above all else gets me off my butt.

Well done.

Huge, huge problem for me. I've only had time to watch one of your videos but it's enough to help me see that I need to learn some more from you.

You actually make sense!

Incredible, we all know this to some degree, but we never do anything about it. I plan to watch these every day this week. I experience chronic "analysis paralysis" from time to time and this material genuinely got me off my butt today. Thanks for this contribution Veit!

Veit

Excellent many thanks, I am very glad I asked as yet again you nailed it with great quality info.

Viet,

Thank you so much for sharing this valuable information. I was amazed at just how many of those books I also have read/owned and how they were better used for doorstops than to motivate me to action. Awesome compilation and the quality of the video was exceptional. Really appreciate your hard work! I'll have to work on the secret part.

Really terrific stuff, Veit. What a relief to know that maybe - just maybe - there's not something terribly wrong with me after all. 😊

thanks

Fantastic videos! Great information and your presentation was enjoyable and very easy to listen to and follow. Thanks for posting. I'm looking forward to what comes next.

Peace.

Hello Veit: Thanks. Good stuff. You have that "Eben Pagan-esuqe" thing going on in the video.

Frankly I took more note of how you did the video than I did the content.

Looking forward to seeing more from you.

So, skip this unless you're in need of some entertainment;-)

So, here's the thing you need to do instead of taking massive action

So this big piece of scientific research (which I stumbled upon literally by accident when trying out a new Ninja trick on the Internet) comes to this one big conclusion:

The difference that makes the difference, the difference between those who successfully go from being at risk of procrastinating to be no longer at the mercy of procrastination and those who are eternally stuck in the hell of procrastination is ... drum roll ...

the successful ones go through a sequence of stages (five stages to be precise) and they change a little bit at each stage (in a very specific way) whereas the unsuccessful ones go straight from having the insight to taking massive action.

So let me explain what these five phases are:

Phase 1: "Precontemplation":

a person in this phase is not quite ready for change. The fundamental problem is that the cons of changing are still weighing the pros of changing.

Example: you may want to make a lot of money on Internet, but you love hanging out with your friends in the bar or going to gigs even more. So, when you are supposed to be writing an article and submitting it to ezine-articles, you postpone (procrastinate?) the writing "just a little while" whilst having some fun in the bar...

and normally, people attempt to overcome this by using willpower ("heck, I've had enough, this time it's going to be different") or because someone else is pushing them (like a nagging spouse).

And as we all know, all power only lasts a little while, and then the temptation of the bar...

so, the sole focus of this phase is to help people raise their awareness of the pros and cons, because the majority of people have never explicitly listed these and weighed them up against each other.

Fundamentally, in the stage you want to get to the point where you realize that you are leading a life by a certain theme and that is costing you something which you are no longer willing to accept!

And once you have got that, you are now in a position to move to the next phase (for all the right reasons, namely YOUR reasons, and not because you've got the feeling of being "with the back to the wall" or because someone else is telling you)

Although this may seem pretty obvious, and a lot of people in the IM niche are painfully aware of what it is costing them when they are constantly procrastinating, over 50% are still in the precontemplation phase despite thinking that they are further along the spectrum.



The great news is, that simply by doing a simple exercise (which you'll find in the last video in the series, read on) the majority of people move out of the precontemplation phase straight into the next phase:

Phase 2: "Contemplation"

This is the phase where change is on the horizon.

People in this phase have accepted that there is something wrong and they really want to change and **now their one and only task is to figure out how to do it.**

Without going into too much detail, this is where we figure out what the "one big thing" is we stand for and want to achieve and what the subconscious factors are that are stopping us from achieving it.

At the end of this, you may well get to the point where you decide that what you had before is totally worth keeping and you do not want to change after all.

And maybe, that this Internet marketing dream that is creating this big disconnect in your life, is creating mostly pain and not gain and that you'll do something else instead.

(I'm not suggesting this is a good idea, but it may just happen;-)

normally though, when you go through this you will find out why exactly you are doing what you're doing in the Internet marketing niche and how it is helping you achieve your real goals and of course what the flipside is, what are the things that have been holding you back so far.

Once you're at this point, you're almost ready for action:

However, instead of jumping straight into the action phase, there is one more step:

Phase 3: "Preparation"

See, you have acquired "naughty" habits over a long, long time and you have created an environment in which you are (semi) comfortable.

And unfortunately this environment and these habits are not exactly conducive to you being very productive.



An example would be a messy desk or harddisk – if you're constantly looking for information, then it is easy to get distracted ("oh, I'd totally forgotten that I had Butterfly Marketing on my harddisk, let me check it out again, maybe I have a better understanding this time....")

Going a level deeper though, this is also where you prepare your environment, and specifically the people around you who have so far been looking at you in pity ("oh, poor dreamer, thinks he/she is going to make money on the Internet") or those who have a real interest in you making some cash and are chasing you with "you SHOULD be doing.." ("why don't you get a real job?").

Also, in the contemplation phase, you figure out what is really holding you back (le voila, the BIG secret of procrastination: you have "stuff" (usually subconscious) that's holding you back. Big surprise!).

Now you prepare yourself and the environment for the next phase where you take each of these little components that together make up your "stuff" and run each of them through a number of tests to check if they are *really* true.

Example: In my mind it is not possible to approach the major of my town with a business proposal if that proposal is not neatly typed up and I'm wearing a suit and tie.

My buddy Mark “Oysters” King on the other hand does not believe this to be true. Business plans can easily be written on a napkin and a major is a normal person like everybody else, so why should he wear anything less comfortable than his worn-out jumper and jeans?

And guess who is living the Oyster lifestyle?

So, because you want to challenge each of these little beliefs you identified in the contemplation phase, you now put all the pieces in place so you can then tackle them head on and with a maximum chance of success in the next phase:

Phase 3: "Action"

This is where you take action. Hoorahh, finally taking massive action.

Do you now see the massive difference between those who go from insight (around pre-contemplation, bordering contemplation – having an understanding WHY you are being held back is not the same as actually wanting to go forward) to action and those who go through this sequence of steps?



Anyway, here in action, we then jump into “challenging” individual beliefs, testing their validity and discarding those that no longer hold true.

And, most importantly, we actually start doing the thing we wanted to take massive action on in the first place.

Like building an Internet Marketing business, make lots of money and live the Oyster-lifestyle. (or something else if you're not a big fan of oysters of course...)

Now, these phases are described and a little more detail in the following video:

<http://www.bareknuckleproductivity.com/real-reason-why-time-management-fails>

in this video you will also find a few other reasons why so many time management and other productivity programs don't work, and more specifically, what you need to look out for if you want to change yourself successfully.

At the end of that video you want again will find a couple of thought-provoking questions that will help you deepen your understanding of why you are procrastinating and what specifically used you to move forward.

I would highly recommend you watch this video, because it also gives you a test with which you can figure out in which phase you are.

Coming back to the science behind this all: The one thing they found out that made the difference is that those who change successfully RESPECT the phase they are in and the ONLY ACTION THEY TAKE is doing the work to move to the next stage.

Let me rephrase that because it's so important:

The type of action that has the most leverage (and this has been proven with tens of thousands of people) is the action that takes you to the next stage of readiness (for change).

The WORST type of action, the one with the smallest leverage (because it typically throws you back to square one once you've expended your willpower) is the action that is fuelled by "I've had enough" or "I should" (or even worse: "I have to make money or else..." and then diving straight into implementing a blog, or whatever...

So, watch the 2nd video, do the test and see your life change right in front of your eyes.

Many people have written to me and said things like this: "I've just had a 40 minute aha-moment"



Then, there is a 3rd video which goes into internal and external demons (which is loosely based (very loosely) on the preparation phase.

Once again, thought-provoking questions at the end, but probably not essential:

<http://www.bareknuckleproductivity.com/facing-your-internal-and-external-demons>

Then, the next video covers a large chunk of the pre-contemplation phase:

It essentially uncovers what the 'hidden' cost is of leading your life the way you're leading it at the moment.

Here's an insight: most people who've made it big, started their 'big' career when they had a "gun to the head" or "back to the wall" moment. They had to change ... or else.

It is these moments, that push us out of our comfort zones into the discomfort zone and ready to take real, consistent action.

Unfortunately, most people are a little too comfortable, even when they hate the status-quo of not really achieving something (e.g. with their Internet business)

Fortunately, the exercises in the next video allow you to find out what that hidden cost is, and often enough that is your “gun-to-the-head” moment ... without the use of firearms.

So, here’s the video:

<http://www.bareknuckleproductivity.com/alas-time-for-some-pre-contemplation>

On that page you’ll also find a link to a survey – purely optional, but I’d really appreciate if you could leave some feedback.

So, this previous exercise shows you what the cost is of living your life the way you’re doing right now.

Now, if you’ve been paying attention, there is a phase missing, right? Well, that’s

Phase 5: “Maintenance”



But really, that’s not relevant right now, because that’s the period where you are no longer at risk of procrastinating for about 6 months. Right now we first need to get you there, right?

So, back to the survey:

The result of the survey and the next exercise are then here:

<http://www.bareknuckleproductivity.com/survey-results-and-the-next-exercise>

The new exercise gives you one of the most powerful thinking exercises you’ll ever do in your life – you are almost guaranteed to have a massive insight WHY there is this one big thing in your life you REALLY, REALLY want, yet you something appears to be holding you back.

This is totally normal by the way – it’s usually the things we really want we procrastinate most on. This exercise will open your eyes like never before -- seriously!

The “survey results” video shows you what others have said so far and it goes into quite some detail what’s going to be in the course.

Now, here's the deal: on the previous page, you can sign up for my launch-list.

As I'm saying there on the page, I interpret you signing up as "permission to add value to your life" and NOT "permission to spam the heck out of your inbox".

I don't really do affiliate promos either, no list-swaps, only cool content.

Which brings me back to Frank Kern:

As you know, he's launching ListControl and I have been invited to promote it as an affiliate.

Now, I don't mean to brag, but it's next to impossible to get onto Frank Kern's affiliate list.

The only way I managed is by providing huge value to him over the last year since going to Mass Control in San Diego.



So, here's what I've got for you: should you decide to buy Frank Kern's ListControl through my link, I will let you give you a front-row seat in the "bare-knuckle" arena of my live coaching class, where I take a small group of people like you and take them from "being stuck" to "being wherever you want to be".

Seriously!

This is going to be valued at around \$1500 (the 3 day live workshops I run in Germany cost Euro 1695, that's well over \$2000) – but the real value is not in the \$-number, but what is going to happen in your life!

I'll add one more risk-reversal to this:

If you buy ListControl through my link, and we work through it together (and you actually show up for class and do your homework) and you do not achieve your goals and make

back at least double the investment you made in ListControl within the next 6 months, then I will personally buy back your copy of ListControl!

Ok, this may sound like one of those sneaky marketing tricks, the real message is this:

I know what you're going through, and **being stuck sucks! Big time!**

I've been there, and it's not too long ago.

It took me less than 3 months going from "world-class procrastinator" to getting stuff done AT WILL. When I need to, I just switch on 'effectiveness mode'. And when I want to, I switch into 'slacker' mode and enjoy life!

Only 3 months, **and that was without anyone guiding me.**

If you've got the desire and the motivation, I am so 100% confident that I can take you there!



If not, I'll gladly refund your investment in ListControl.

That's right, even once Frank Kern's 'return period' is over, I'll take over – if you don't get the results, you don't pay a dime for Frank's course or the BareKnuckleProductivity coaching program.

So, if you're up for it:

Here's the first link to Frank's 4-day cash machine:

<https://smithkern.infusionsoft.com/go/4daycash/vschenk/>

(which is unlikely to be of great use to many who are stuck, because, well, they'd have a product to sell if you weren't stuck. But you are.)

Then there is the 2nd video:

<https://smithkern.infusionsoft.com/go/stranger/vschenk/>

which is cool and talks about the core value of providing value, value and more value to your marketplace. Worth watching just for the production value. Also: watch out for the sneaky NLP tricks – in bareknuckleproductivity class we'll dissect these videos and see how you can use the same in your sales!

And the current one which you should definitely check out – whether you're planning on buying Frank Kern's course or not is this automated list-building thing here:

<https://smithkern.infusionsoft.com/go/karma/vschenk>

And then, there's more. Coming up in a few days.

So, what I suggest you do (if you're at all interested in Frank Kern's course):

First of all, if you think you might go for it, send us both a quick note:

senticosa@googlemail.com

huddson@enjoymarketingonline.com



and we'll have a quick chat to see where you are and how I can help you move forward.

I'll be running a "get you started" session this coming weekend where I'll answer all your questions and get you moving in the right direction.

Again, pure value, being cool 'n all.

Hope to see you on the other side

Any questions, comments, concerns you can always reach us at

senticosa@googlemail.com

huddson@enjoymarketingonline.com

And of course, as usual you can also ask Hudson about this – it's him who's hooked you up with this after all!

All the best

Veit

