

# RO//DY

PLAY A  
**BIGGER**  
GAME



P<sub>3</sub> R<sub>1</sub> I<sub>1</sub> O<sub>1</sub> R<sub>1</sub> I<sub>1</sub> T<sub>1</sub> Y<sub>4</sub>

*The False Ranking Exercise*

As seen on



And in



# ABOUT THE AUTHOR

Rowdy McLean

Ron McLean has been known as 'Rowdy' most of his life because he is easy going, friendly, light hearted, pragmatic, down to earth and real. Rowdy is an expert on productivity, personal growth and achievement. He is the master of making things happen and getting things done and has achieved some remarkable things.

Ultimately we all want more, more money, more time, more fun, more love, more customers. Rowdy has spent the last decade studying the key drivers of success and achievement. He has developed a process to help individuals, teams and organisations unlock potential and play a much bigger game than they ever thought possible.

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# WHAT IS PLAY A BIGGER GAME?

*You are awesome and capable of far more than you can imagine!*

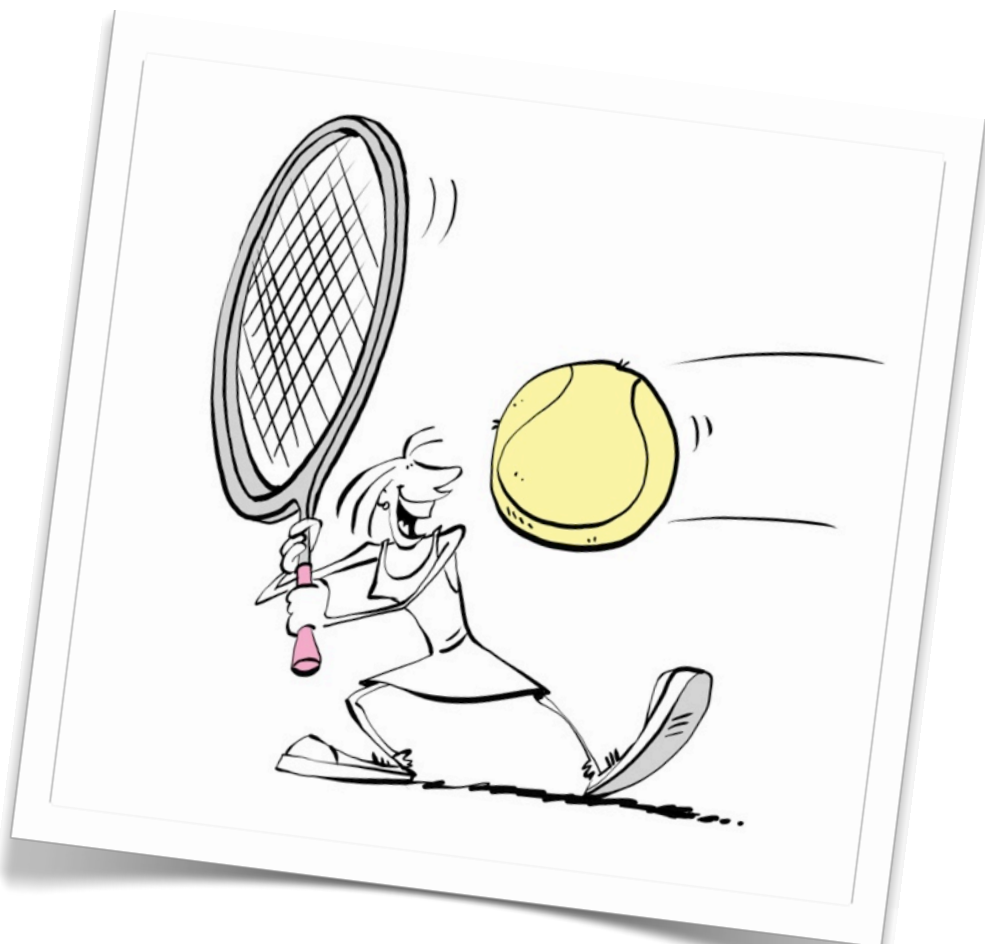
We all want more! More money, more fun, more love, more time, more friends, more adventure, more holidays.

Play A Bigger Game is all about testing the boundaries, becoming better, having more, achieving greater things, being a better person, doing things you have never done.

To Play A Bigger Game you need to stay committed, ignore the dream stealers and never give-up. Dream stealers and obstacles appear in everyone's life. It is how you deal with and overcome them that counts.

This book will help you understand dream stealers and how to overcome them to ensure you Play A Bigger Game where you achieve more, be more, do more and have more than you ever thought possible.

You are awesome and capable of far more than you can imagine!



## Playing a Bigger Game...



Bill and Melinda Gates are investing \$10 billion in the fight against a number of illnesses. The 10-year program will focus on vaccines for AIDS, tuberculosis, rotavirus and pneumonia. This commitment is the largest pledge ever made by a charitable foundation to a single cause. Bill & Melinda Gates believe they CAN make a difference and save the lives of millions in developing countries.

By significantly scaling up the delivery of life-saving vaccines in developing countries to 90 percent coverage, including new vaccines to prevent severe diarrhea and pneumonia, it is forecasted they could prevent the deaths of some 7.6 million children under 5 from 2010-2019.



# 1. WHERE WILL YOU BE?

*Consider what you really want in life and make it happen*

Play A Bigger Game is all about making things happen, staying committed and achieving those goals. The biggest step we must make when Playing A Bigger Game is to step out of our comfort zone and make it happen, don't keep putting it off and say your going to do it, just do it!

Let me ask you this question - what will be different for you in five years time? So when you get five years from now and you look back will it be the same old same old?

Or will you feel as if things have changed, life is so much better and you have achieved some remarkable things?

Five years might seem like a long time to you. So where would you be or what would you do if you said ninety days from now?

In fact where were you ninety days ago? I reckon ninety percent of people would say I was doing the exactly the same thing that I'm doing right now. Imagine if you could make a significant change to who you are, what you do and what you become in just ninety days.

Well, you can do that by taking the Play A Bigger Game Ninety Day Challenge.

If you made a small change every ninety days, that's four times a year, imagine what would happen in five years time.

That's a change stacked upon a change, stacked upon a change and so on, which is an improvement stacked upon improvement. Momentum stacked upon momentum and before you know it you're Playing a Bigger Game.

**'CAN DO' Attitude**

In less than 5 years Shakespeare wrote Hamlet, Othello, King Lear, Macbeth and five other immortal plays.

5 YEARS is 260 weeks

5 YEARS is 1,852 days

5 YEARS is 2,333,000 mins

**What will you**

do with it?

## 2. CAN I DO IT?

*The desire for more is the most powerful desire in our culture...*

The desire for more is the most powerful desire in our culture (Fast Company Magazine March 2003). For the past decade I have run motivational seminars for thousands of people across the globe. The people who attend these seminars are the people who have that drive to achieve more, be more, do more and have more.

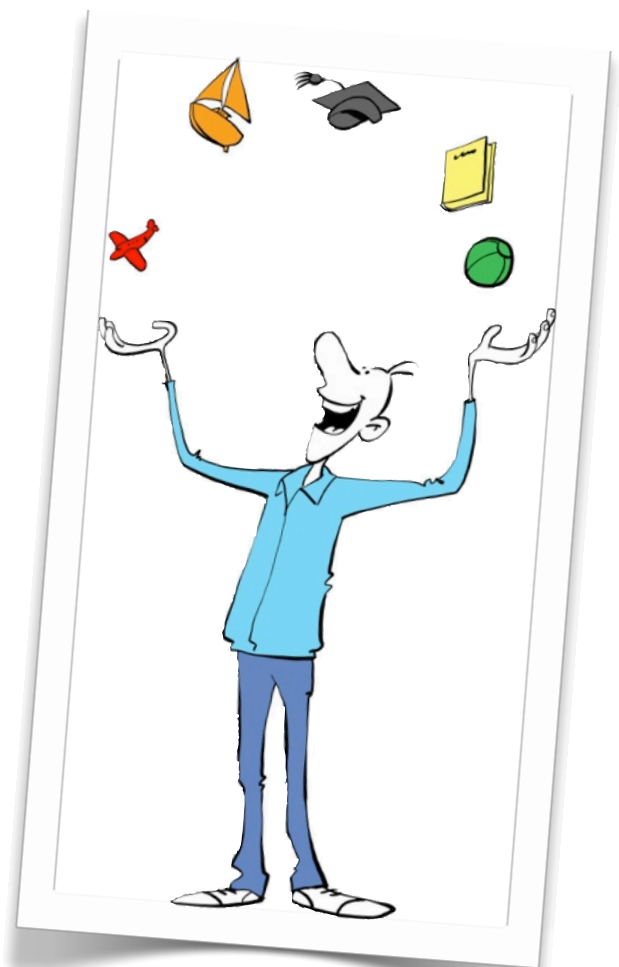
As part of this seminar we survey participants on what are the biggest barriers to their success. The overwhelming response, in fact 93% of responses, is 'me'. It appears that most people just can't get up the courage, find the time or develop the tools to break through the barriers to changing their lives for the better. Most people struggle to get out of their own way.

I am not a fan of goal setting, writing down your hopes and dreams and putting them on a shelf or in a drawer. Then years down the track discovering them and wondering why you never did anything about them.

I am a fan of goal kicking, writing your goals down and then creating a set of actions to make them come true. Most people fail at goal setting because they treat it more as a wish list with no follow through or accountability.

The number one reason people fail to achieve more, be more, do more or have more is not that they do not have goals, but because they do not take action.

In order to kick your goals we need to create a blueprint for making sure we not only remain in focus but become aware of the key drivers of making our goals real. This can be easily done with the Play A Bigger Game 90 Day Challenge.



### 3. WILL IT BE WORTH IT?

*If you want something badly enough you can make it happen*

It's really important to write down your goals. It's really important to kick those goals and the first element is writing them down.

It's been proven time and time again if you write down your goals then there's a part of your subconscious that connects with it without you even knowing it.

There's a great story of Jim Carrey when he was going to acting school. One of his mentors said to him I think one day you're going to be a great actor and what I would like you to do is write yourself a cheque for the first movie, the first significant movie that you're going to become the lead actor in.

Jim Carrey wrote down one million dollars on his cheque. You wouldn't believe it but after only a couple of years he got the lead role in a movie called Ace Ventura. Guess how much he got paid? One million dollars exactly. That's the subconscious going to work and looking out in the wide world for the opportunities and the doors that might open to fulfil that goal.

It's a little bit like when decide to buy yourself a nice v-dub because you never see any v-dubs driving around anywhere, let's say a bright green one, no one buys a bright green v-dub. The day that you decide to do that you're driving down the highway and you see six of them going past. It's because stating it, it brings it into your subconscious and then those things start to show up.

Your mind is a wonderful thing, it'll start to go to work on making it happen once you write it down.

The critical thing is to follow that through with a whole heap of actions to make sure that you execute on it and get to really play the bigger game that you're hoping for.



## 4. FALSE RANKING EXERCISE

### Getting your priorities right!

The next step in playing the bigger game is looking at which goal is the priority for you right now. We will use a process called FALSE RANKING – where we get really clear on which of your five goals over the next 90 days is the most important for you and the one you should execute first.

False ranking works by deciding which goal is most important. Ideally you complete this false ranking exercise in less than 5 minutes because when we are forced to choose quickly we tend to choose what is important to us right now.

To help you get an idea of the false ranking exercise I will use the example of my friend Paul, and the questions I asked him about his 5 goals, you can follow the same process with your goals.

After a quick chat with Paul he identified the following as his top 5 goals:



Through a process of elimination, where we compare one goal against the other, we are endeavoring to assist you to find out which is your number one priority goal that you wish to achieve in the next 90 days. Let's walk through the process as we ask Paul to compare one goal against the other.

Paul, is spending time with your children, more important than rekindling your relationship with your partner? Paul chooses improving his relationship with his partner, so let's put a tick beside number 2 on his list.

Paul, is spending more time with your children more important than getting fit and losing 10 kg? Again both are important, but definitely spending time with his children wins out and is his priority. Tick against number 1.

Okay, next, is spending time with your children more important than finding a better job? Definitely the children come first. Tick number 1.

Finally, is spending time with your children more important than taking the family on a holiday? The family holiday would probably improve his relationship with his partner and allow him to spend more time with his kids, so he chooses the family holiday. Tick number 5.

So now let's repeat that exercise with the next item on his list.

Is improving his relationship more important than getting fit?  
Relationship is more important so tick number 2.

Is improving his relationship more important than getting a better job? Relationship is more important tick number 2.

Is improving his relationship more important than taking a family holiday? The holiday is more important, tick number 5.

Now we do the same with the next item on the list (note this process gets faster as we work down the list).

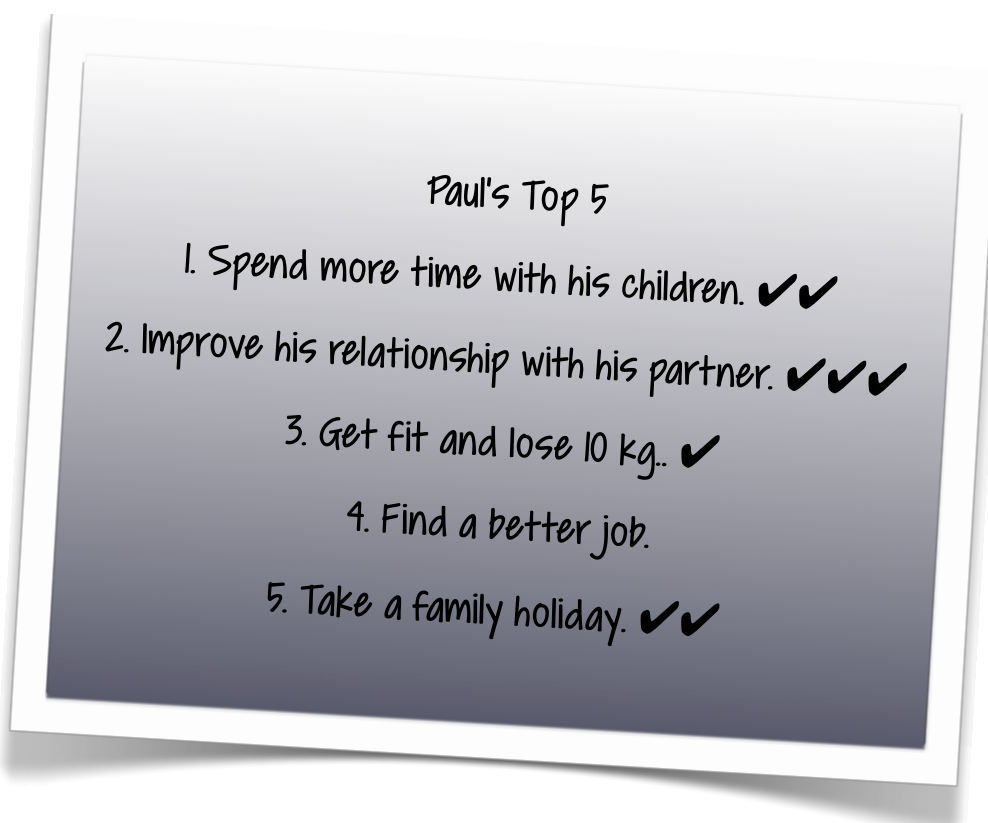
Is getting fit more important than getting a better job? Getting fit is more important so tick number 3.

Is getting fit more important than taking a family holiday? The holiday is more important so tick number 5.

Finally,

Is getting a better job more important than going on a family holiday? Paul chooses the holiday so puts a tick next to number 5.

That's it. We have now compared the importance of each of the 5 goals against each other. This is how Paul's list now looks:



Now it's your turn. Similar to the false ranking we used with Paul ask yourself the question, "Is your current No. 1 goal more important than the No. 2 goal?" Remember this process should take you less than 5 minutes.

Again don't stress with this process, trust that you will make the right decision and confidently select the goal that is the number one priority for you.

Write your 5 goals on the following page, then use the false ranking method to find your highest priority goal.

Once you eliminate the other four goals, highlight your number one goal with a highlight pen or by circling the goal itself.

## Your Top Five

1.

2.

3.

4.

5.

# USEFUL RESOURCES TO HELP YOU PLAY A BIGGER GAME!

## Rowdy at your event

Rowdy McLean is an international speaker and author. People relate to Rowdy because he is REAL. His presentations are down to earth, practical and authentic, and will inspire your people to “Play A Bigger Game!”. Visit [www.rowdy.com.au](http://www.rowdy.com.au)

## PLAY A BIGGER GAME Seminar

A one-day motivational program that will have you playing a bigger game in no time. An exciting event full of great strategies to achieve more, be more, do more and have more than you ever thought possible.

## THE BIGGER GAME!

An inspiring, engaging, dynamic and interactive game that will have your entire team raising the bar.

## 90 Day Challenge

From ideas to reality in just 90 days. We provide you with the tools, resources and support to make your goals real.

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