

# Hell Yes, Hell No Tool

Hell Yes. Or Hell No. That's all there is. And this tool is designed to help you do less, but better.

Anything that is not a Hell Yes in your life, you need to call a Hell No—if you *really* want to make the impact you are here to make.

There's a reason you've never heard anyone say, "Hell Maybe!" The word "maybe" is a way to avoid making decisions or commitments. Maybe's drain you of energy.



## STEP 1: YES—NO—MAYBE

Think of all your current commitments and projects—business and personal. Put each item into one of the 3 columns in the table.

It's a Yes if you're currently taking action on it. It's only a No if you've stopped doing it. So, in the example below, you might want to stop eating a cookie every day and stop arguing with your wife but if you *currently* do them, they go in the Yes column. It's a Maybe if you've said yes but it no longer feels as exciting as it once did. It's a Maybe if you haven't fully made a commitment to do it.

YES	NO	MAYBE
<ul style="list-style-type: none"><li>• Run a workshop in August</li><li>• Work out 3 times a week</li><li>• Surf the internet on my phone</li></ul>	<ul style="list-style-type: none"><li>• Write an article on procrastination</li><li>• Continue working with my business partner</li></ul>	<ul style="list-style-type: none"><li>• Run a workshop with Paula</li><li>• Go to Kim's party</li></ul>

## STEP 2: HELL YES OR HELL NO

**MAYBE:** Go through the Maybes and clear out this column completely. Do what you need to do to turn them into a Hell Yes. Or you have to call them a No For Now.

**HELL YES:** Now that the Maybe column is empty, scan down the Yes column. Does it feel overwhelming? That's often the case for high performers. Which items could you move from the Yes column to the No For Now column? Start by moving individual items that drain you of energy.

**NO FOR NOW:** Scan your remaining Hell Yeses—if the list still drains you of energy, what could you call a No For Now? Move it to the column on the right.

YES	NO	MAYBE