



MOTIVATION

Daily Motivation & Morning Routine Planner

Stop waiting to feel ready. Build the routine that makes you ready.

A NOTE FROM OUR TEAM

Here's something we've learned the hard way: the days we waited to feel motivated were usually the days nothing got done. The days we just started, even small, picked up speed on their own. This planner is built for that. Win the first hour, and the rest of the day tends to follow.

— The Auto Advocate Team

Most people believe they need to feel motivated before they act. It works the other way around. Action creates momentum, momentum creates results, and results create the feeling of motivation. You don't need a perfect mood. You need a routine that gets you moving before your excuses wake up.

66 days

AVERAGE TIME TO MAKE A HABIT
AUTOMATIC (UCL STUDY)

7+ hours

CDC SLEEP GUIDANCE FOR ADULTS AGES
18-60

3 things

TOP PRIORITIES PER DAY. NOT TEN.

1 Why Motivation Follows Action

Motivation is a feeling, and feelings come and go. Habits don't. When you rely on how you feel each morning, you hand your day over to your mood. When you rely on a routine, the decision is already made.

Researchers at University College London found it took participants an average of **66 days** to make a new daily behavior automatic, and that **missing one day did not significantly set them back**. Translation: be patient, and don't quit because of one bad morning.

FOUR WAYS TO START WHEN YOU DON'T FEEL LIKE IT

- **Shrink the first step.** Not "work out." Just "put on your shoes."
- **Decide the night before.** Morning-you shouldn't have to make choices.
- **Stack it.** Attach a new habit to one you already do: "After I pour coffee, I write my top 3."
- **Track it.** A checked box is a small win. Small wins stack up.

GRATITUDE, BACKED BY RESEARCH

In a study by psychologists Robert Emmons and Michael McCullough, summarized by UC Berkeley's Greater Good Science Center, people who kept a gratitude journal reported more gratitude, more positive moods, more optimism, and better sleep than people who wrote about hassles or ordinary events. Be specific, and focus on people more than things.

WRITE YOUR "WHY"

Routines stick when they're tied to something you care about. Why do you want to own your mornings? Who benefits when you show up at your best?

2

Build Your Morning Routine

A good routine is simple enough to do on your worst day. Start with three or four steps, master them for a few weeks, then add more. Here's a proven order:

- 1
- Get up at the same time every day, weekends included. The CDC lists a consistent wake time as a healthy sleep habit.
- 2
- Drink a glass of water before coffee or your phone.
- 3
- Move your body for 10 to 30 minutes: a walk, stretching, or a short workout. Federal guidelines say any amount of activity has some health benefits.
- 4
- Write down three things you're grateful for. It takes two minutes and points your attention at what's going right.
- 5
- Pick your top 3 priorities for the day before you open email or social media.
- 6
- Read or learn for 10 minutes. A few pages a day adds up to a stack of books a year.

DESIGN YOUR ROUTINE

TIME	WHAT I'LL DO	MINUTES	WHY IT MATTERS TO ME
Total morning routine time			

3

The Evening Shutdown

Great mornings start the night before. Spend 15 minutes closing out your day so you can rest instead of replaying it.

- ☐ Check off what got done today
- ☐ Move unfinished tasks to tomorrow's list
- ☐ Pick tomorrow's top 3 priorities
- ☐ Lay out clothes, gym bag, and keys
- ☐ Prep breakfast or set up the coffee
- ☐ Tidy one small space (desk, kitchen counter)
- ☐ Screens off at least 30 minutes before bed
- ☐ Write one win from today

4

Sleep: The Habit That Powers Every Other Habit

You can't out-discipline a lack of sleep. The CDC recommends this much sleep per night for adults:

AGE	RECOMMENDED SLEEP
18–60 years	7 or more hours
61–64 years	7–9 hours
65 years and older	7–8 hours

My bedtime My wake time

CDC HEALTHY SLEEP HABITS

- ☐ Go to bed and get up at the same time every day
- ☐ Keep your bedroom quiet, relaxing, and cool
- ☐ Turn off electronic devices at least 30 minutes before bed
- ☐ Avoid large meals and alcohol before bedtime
- ☐ Avoid caffeine in the afternoon or evening
- ☐ Exercise regularly and eat a healthy diet

MISSED A MORNING? RESET, DON'T RESTART.

Everyone has off days. Remember the UCL finding: one missed day didn't significantly set back habit formation. The goal isn't a perfect streak. It's getting back on the routine the very next morning.

5 Daily Planner

Make copies of this page and fill one out every morning (or the night before). Five minutes here saves hours of drifting.

Date _____ Wake time _____ Hours slept _____

TOP 3 PRIORITIES TODAY

1. _____
2. _____
3. _____

I'M GRATEFUL FOR

1. _____
2. _____
3. _____

ONE KIND THING I'LL DO TODAY

TODAY'S SCHEDULE

TIME	PLAN
Morning	
Midday	
Afternoon	
Evening	

Workout

Type _____

Minutes _____

How I felt _____

Water (check a box per glass)

- | | |
|----------------------------|----------------------------|
| ☐ 1 | ☐ 5 |
| ☐ 2 | ☐ 6 |
| ☐ 3 | ☐ 7 |
| ☐ 4 | ☐ 8 |

Needs vary by person and activity (CDC).

Reading

Title _____

Pages / minutes _____

One idea _____

EVENING CHECK-IN

Today's win _____

Lesson learned _____

Tomorrow's #1 priority _____

Energy today (1) (2) (3) (4) (5)

Mood today (1) (2) (3) (4) (5)

Screens off by _____

DISCIPLINED PEOPLE MAKE BETTER BIG DECISIONS

Show up to the dealership the way you show up to your day: prepared.

A strong routine means you never walk into your day unprepared. Walk-In Ready gives your next vehicle purchase the same treatment: we locate the vehicle, tell you who to ask for and what to say, list the documents to bring, and can arrange optional lender introductions. Located, documented, and lender-ready. You book the visit.

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THE DEALERSHIP HAS EXPERTS. NOW YOU DO, TOO.

SOURCES

Centers for Disease Control and Prevention (CDC), About Sleep: cdc.gov/sleep/about

University College London (UCL) News, How long does it take to form a habit? (Lally et al.): ucl.ac.uk/news/2009/aug/how-long-does-it-take-form-habit

Greater Good Science Center, UC Berkeley, Gratitude Journal (Emmons & McCullough, 2003): ggia.berkeley.edu/practice/gratitude_journal

U.S. Dept. of Health & Human Services (ODPHP), Top 10 Things to Know About the Physical Activity Guidelines, 2nd ed.: odphp.health.gov

CDC, About Water and Healthier Drinks: cdc.gov/healthy-weight-growth/water-healthy-drinks

This planner is an educational personal-development tool, not medical advice. If you have ongoing trouble sleeping or low mood, talk with your doctor. Check with your doctor before starting a new exercise or eating plan.