

**Bonus Episode: December Book Club
Atomic Habits by James Clear**



Full Episode Transcript

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with Lara Johnson

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Welcome to the *Mom on Purpose Podcast*. I'm Lara Johnson, and I'm here to teach you how to get out of your funk, be in a better mood, claim more with your kids. Manage your home better, get your to-do list done and live your life on purpose with my proven method. This is possible for you, and I'll show you how. You're not alone anymore. We're in this together.

Okay, everybody, welcome in. Hey, you should be able to be hearing me in just a minute. So, the first couple minutes as you're all coming in, I will be admitting people. So, we're just going to chat for a couple minutes. So, welcome to the Busy Mom's Book Club. We are talking about *Atomic Habits* this month, and this is something that I just really like doing, because I really love books.

I really love working with moms. I'm a certified life coach. I am so passionate about this. So, I kind of had this idea a couple months ago. I'm like, "Maybe I should just marry the two and, like, have a really fun time." I always had a really hard time with book clubs because one, they weren't the books that I wanted to read, and two, I didn't have time for it. I've got little kids, I've got three little kids, and as much as I love to sit and chat, it just was not in my schedule. And so, that's where this was kind of born from was, I know there's other moms that are wanting to learn about different books, wanting to learn more information. So, I really want all of us to be able to be here together so that you can get the information.

It can be power-packed; it'll be a lot of fun. And then, also, just a little bit about me—and I would love for you guys to go over to the chat box. I see Gloria and Jenny. Welcome. So, go over to the chat box and just share a little bit of information about who you are. If you have kids, how old are your kids?

Let's all just have fun. So, since there's quite a few of us on here, we will spend most of the time in the chat box just so there's not so much unmuteing and muteing and all of that. Gets a little crazy on these. So, go over to the chat box; introduce yourself, tell us something about you. And we're just going to keep adding people in for the first couple minutes.

So, when I'm deciding books (this will just tell you how I came to *Atomic Habits*); so, this is the program that I work with my clients through. So, I help moms accomplish their dreams. So, many moms feel this passion. They know there's something that they're called to do. They're so passionate about their kids and they really want to be there with their family.

And so, it's almost like our dreams become in conflict with the goals that we have and the dreams that we have and what we feel called to do. So, when I'm working with my clients, I take them through three steps. I take them through discovering who

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they are and what their dreams are, really learning how to achieve their goals while being, while embracing motherhood. So, anytime I'm picking a book, I'm thinking about how does this fit within this process? And so, what we're going to be doing is spending time today on achieving our goals, on really getting clear on the habits that we have. And so, that's how all of this comes together.

So, each month there's something like, last month was essentialism, which also fit into this "achieve." So, if you haven't seen that video, I'll send it out again. Go and watch it. It was really good. Okay, so we've got a couple of people. Let's see. Kelly from Fort Worth, Texas. Oh, I'm a Texan, Kelly. That's so fun.

Two are back home. Yeah. I have found that lots of kids are coming home during all of this. Gloria, oh, from Northern Illinois. Wonderful. Let's see. You have two boys. How fun! And taking care of 93-year-old mom. That is a big deal, I will tell you. So, my grandparents live with my parents right now, so thank you, Gloria, for the amazing work that you're doing.

So, as we get started, you know, everybody's still just, if you're coming in right now, go over to the chat box and share a little bit about you. Jennifer, you're a schoolteacher in Missouri. My brother lives in Missouri. How fun! I'm actually in Utah but all of my family is from the south and my brother lives in Missouri now, which is kind of fun.

And you've got a small side hustle. Well, this will be perfect for everybody that has a lot going on. So, I kind of—one of the things that I really like to is I always like to read the end of the book before I read the beginning. And so, when I went, and I read the end of the book, and I did actually read it in order this time, but when I did get to the end, I realized that that's the place that I actually wanted to start with.

So, here is what James Clear, the author of *Atomic Habit*, said. He said, "The holy grail of habit change is not the one-percent improvement, but the thousands of them. The thousands of one percent over time." And then he also said, "... that if you're having trouble changing your habits, the problem is—"uh, hold on. "The problem isn't you. The problem is your systems."

So, when we're looking at this, for every single one of us, we have a family. We have systems within our home. We have systems that exist from every aspect of our lives. And I really wanted to start with that. That if you are having trouble moving forward in the goals that you have right now, the problem isn't you. You are a smart, capable, intelligent woman.

The problem is the systems that you have created over time may not be serving you with where you want to go in the future. So, I wanted to get really clear on that first,

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because it's easy for us when we start talking about our goals, when we start about our habits, we can get really judgey on ourselves.

So, this is a place of non-judgment. We're just going to table all of that for later, okay? And we are just going to really spend time in looking at the systems and how that works, and the overall, that picture I had earlier on, like, discover, achieve, and embrace those three things. That's how you are able to accomplish your goals.

So, what we're going to be doing over, as we're talking about *Atomic Habits*, is how does this fit within helping me achieve my goals while being the mom I want to be? So, take a deep breath, everybody. Again, we're going to calm our mind. We're not going to get judgey on ourselves. So, in the beginning of the book, he starts out on why are habits so hard?

And I want you to really question that for yourself. Why do you think your habits are so hard? And I love that people are still going over here. Please keep going over to the chat box. I'll keep coming back to these. So go over, introduce yourselves. You can even go over and share why do you think your habits are so hard to change?

So, just question that for just a second. Okay. So, there are two reasons that James Clear, in the book, he talks about... that we are changing the wrong thing, and he also says that we are changing the wrong way. Making sure I had that right. And one of the things that you'll realize really quick is that I'm a really expert seller... speller (excuse me). But if I know people are watching, I get really nervous with my spelling.

So, what does he mean by this? Trying the wrong thing and changing the wrong way. And I love how clearly—like I'm a very visual learner and so we'll be drawing a lot of pictures. I'm not an artist; most of them are going to be stick figures, just so you know. Stick figures and circles and hearts. That's about all I can draw.

So, what he shows us in this book is this visual. Okay? So, **the first thing we have are the outcomes or the results of our lives**. Okay? So, this would be like an example, a very simple example of this, would be, like, your current weight that you are at. That is an outcome. It may be the amount of money in your bank account. That's also an outcome of your life. It may be the fact that you stay home with your kids, and you are also working from home. That's an outcome.

So, the second thing he says is, **we have processes**. So, these are the things we do. Now these processes are what *create* the outcomes. And we'll talk more about that in just a second. So, he talks about how we have processes. So, for example, if your outcome is your weight, the process might be the food that you are putting into your mouth that creates that. So, that's the process. Another is how you spend your money or what you spend your money on. We all have processes for that. But we also have this inner circle, right? And he says, this is our identity. This is who we are.

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Now we all have a set of beliefs about who we are. And what typically happens is that when we want to change, when we want to achieve our goals, when we have these dreams, we want to accomplish, we first come to the outcomes, and we start forcing ourselves in. This is the direction that he talks about. This is an outcome-based goal.

When you say, I want to lose weight and I'm going to willpower myself to do that. At this point, we're trying to change the wrong thing when we are from this place. This is what the world will tell us that we are to do. Especially as women and especially as moms. You want to be a better mom, spend more time with your kids. That's what they tell us. If you want to lose weight, you have to do this diet. All of these things are coming at us.

What he teaches us, and is so critical, is that we are *not* to start from the outside, but that we are to start from the *inside*. And once we know and we work to change our identity, that's when we achieve the greatest level of outcome. That's when we start to accomplish way more than we ever thought that we could, is when we start with our identity first. So, an example of this, you know, for every single one of this—this sounds like the difference between—this is the difference between:

"I want three kids."

That would be an outcome that you're working in. It is very different to think:

"I'm a mother of three kids."

This is now part of my identity and I function very differently from this place. The confidence level when that is part of my identity is very different. So, I want to pause for just a second, and I want you to really think about this for yourself. What are the beliefs that you have about your ability to change your habits or to accomplish your goals? And if you have your piece of paper and pen right there, I want you to actually answer it because that's how you're going to get the most out of the *Atomic Habits* of this book club, is when you ask your own brain these.

So, you can go to the chat box, you can write it on your piece of paper, but what are the beliefs you have about yourself? What is your identity about your ability to change your habits or reach your goals? Now, one of the things that I see very often in my own clients is that they have a belief that they're really bad at it. That every time they try, they might do it for a day, and then they end up giving up. That's part of their identity. Now, when we have these beliefs about ourselves, our brain will collect evidence on how that's factual. When in reality, it is just a set of beliefs that we have. I guarantee when you ask your brain, "What are all the things I have done, and the things I have learned, and the things I have changed?" It can create that list, too.

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But your brain won't give you that information to start with. So, when he's talking about really focusing on our identity, that's when change becomes so much simpler. So, he talks about how do we change our identity? We may not want to stay in that place. Now there may be things in your identity that you love, and you want to keep. Fantastic.

For most people, in order to get to that next level in their life, they have to be willing to let go of part of these beliefs that they have about themselves. So, when he talks about this, on how to create this new identity, he says, "there's two ways to go about it. Decide the person you want to be, and then the second is to prove it to yourself with small wins."

So, I was really struggling not too long ago about some of the goals that I was trying to work toward, because I had this belief that, like, if things get really hard, I just give up. And that was one of the beliefs about my identity that I recognized. So, what I did is I sat down with myself, and I thought about: what are all the things that used to feel impossible, that now are second nature to me?

And one of the things that came up to me when I thought about it, like, you know, I was proving to myself the small wins, was learning to drive stick shift. I don't know about you, but when I was a one 6-year-old, I lived on this very, very steep hill, like right near the base of the mountains in Utah where I live. And I had this blazer, which was, you know, like a small, like SUV, and it was a stick shift. And the rule was I couldn't leave the house alone in the car with my driver's license until I could start and stop on this very steep hill without rolling backward. It felt impossible.

I'll tell you right now, because every time that blazer stalled out, it would shake. My neighbors would sit out there and just watch me like shaking out there. It was a little embarrassing. And at the time, it felt so impossible. But when I used that as an example, I proved to myself a small win that that now feels like second nature to me.

To start and stop on a hill without rolling backward. I want you to figure this out for yourself. What are some of the things that you have done that used to feel impossible, that are now second nature? Another perfect example of this is really looking at our kids when they're learning how to read. It is amazing to me how simple some of the things are, but how hard it feels for them. But they stay at it. Because they are building their identity as being a reader. Not as someone trying to read but building the identity as they are a reader. So, I want you to go over to the chat box and you can just write down something. What is a new identity that you want to create for yourself?

Is that somebody that keeps their commitments to themselves? Is that somebody that figures technology out? That was a big part of my identity. Even starting this

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book club. The fact that you guys all got an email reminding you? That was a big deal, because that was very hard for me. So, I'm creating my new identity.

Once you start figuring out who you want to be, and you start finding these wins, prove it to yourself on how you're already moving forward. Because once you start doing that, everything you do afterward becomes so much easier. Okay, so go over to the chat box. I'm going to stop talking for about, you know, one 0-one 5 seconds.

Tell me something that you want to become, who you want to become. And then I want you to take time. Make a note on your paper of all the small wins that you've done in order to accomplish that or move toward it. Okay, so Gloria says she wants to be an organized person who is consistent with certain tasks. That's fantastic, Gloria.

So, as you're writing in your notes, I want you to write "I Am" statements. I am organized. Now give your brain permission to look at all the small wins that prove that. You mentioned that you have adult children. I guarantee that if you had a lot of organizational skills to raise those kids. So, I want you to get really clear on how are you consistent? And your brain will argue on these things. That is completely normal. It doesn't want to show you all of these wins. That's just a brain. It's just being a brain.

"I want to become someone who loves to work out daily. It's always on my list, but I put it off."

I love that, Jenny. I think everybody can relate to that. So, I want you to really look at "I *am* someone that loves exercising." Now, show yourself how that can be possible. For me, when I was really working on this identity for myself, it wasn't that, like, I had so many thoughts about what exercising had to be. So, for me, like I shifted just a little bit to, "I'm somebody that loves to move her body and it feels good to move my body." And I thought about how I love going to dance parties, even as an adult, and I love going hiking, and I love going swimming, and I love doing all of these things. So, then I started creating that identity for myself.

Let's see. Shauna said, "I want to become more consistent and more effective in my business."

Yes. So, I want you to show your brain how you are consistent. Have you been showing up over the last couple years? Yes. Sometimes our brain will say, "It only counts if you do it every single day, if you're perfect one 50 percent of the time."

No, that's not consistency. Consistency is that you just keep coming back to it. And he even talks about that in the book, so we'll get to there on what that means to be

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consistent. The fact that you keep coming back to it is evidence for your brain. And yes, Gloria, we are so hard on ourselves.

Our brain will always show us all of the ways that we are failing at things. Stay with your brain, be very gentle with it, and gently move it forward and show it all of these small wins. So, he says in the book that as soon as you start moving toward this new identity, this is when change becomes so much easier.

And once you start understanding the way the brain works, you can start working *with* the brain instead of against it. Allison mentioned, "I want to be more focused, and results driven. I get so distracted." Yes. That is a huge part. When we are juggling so many balls in the air, it's easy for us to get distracted.

I want you to see how—let me change that just a little bit. I want you to really think about how your brain wants to stay distracted as part of your identity. Okay? And so, that will look a little bit like, "It's more fun for me to do laundry because I can check it off my list." Versus, "I don't really see the results in my business yet, so I don't really want to keep working on it because I'm not getting that high of checking a result off."

So, for our brain, it will always go to where it feels the most accomplished. That's part of your identity. If you can create that and show your brain how you are accomplishing things, then you're creating that new identity within your business. So, that's actually a perfect segue into this because he calls this the "feedback loop or the habit loop."

So, every single brain works in this way. That's what's so amazing is sometimes we can get really hard on ourselves and think we are the only ones and everybody else is perfect. But when we step back, we see that everybody struggles with the exact same thing. So, what he mentions here is that "when our brain has a certain cue, it will then have a craving for something. We will respond to that craving and then we will get a reward for it. This is the loop that keeps going over and over and over in every single one of us."

So, a really good example of like a cue right here (I think we've all experienced this), this would be our kids scream. Okay? That is a great cue for my brain because then my craving is I want to calm my nerves. So, my brain starts thinking about how can I quickly calm my nerves in this moment? So, my response is, "I'm going to eat some chocolate." That's a great way to calm my nerves, to feel, to get that little bit of chemical of dopamine in our brains. That's what makes us feel good. So, then my reward is that I am calmer, and that's the loop that I'm on. That every time my kids start screaming, my reward—can you see it down there? I want to make sure you can—my reward is I'm going to feel calmer by eating chocolate. So, that's the feedback loop that my brain has always sent me on. So, I want you to think about this for yourself, okay?

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And sometimes you can start from the bottom on, like, "What is a reward that my brain really wants? Or what is a habit? What's a response that I'm doing that I don't know why I am doing it?" So, another really good one that I think we all experience is we see piles along our house. Now when we're juggling a lot of things, sometimes these piles will start to, you know, add up, and there's just like clutter everywhere.

The cue for our brain is that we see these piles, so then we want to escape the piles. We have thoughts about those piles. The thoughts feel very overwhelming. So, in that moment, we have a craving to escape, and our response is to pick up our phone and go to social media. And then suddenly, from that moment, when we start scrolling again, we get a dopamine release, which is a chemical in our brain that makes us feel good, and then from there, the reward is that every time we see the piles; we end up picking up our phone to escape. That is the feedback loop. That's a habit loop that we're in. So, once you know that this exists within your brain, with everybody's brain, again, you can let down that judgmental—we can get so judgey on ourselves. Just let go of all of that and just say, "It's my brain sending me through this loop."

So, I want you to write down—you can go over to the chat box—write down one of the cues that you think you have. Write down a craving that you have, a response or a reward, that you recognize in yourself. And again, that can really be anything. It can be some kind of emotion that you have. It can be a behavior that you're not sure that you're doing. Whatever that is. Really look at that for yourself. And as you're thinking about that, I'm going to write down his four laws that we're going to be talking about. Yes. Shauna says you relate to the example about the piles and escape.

Yes. We all experience that. That's the joy of being a home manager, right, is we have a chance to see those piles. And I say that tongue in cheek (make it attractive. Let's see. Okay.). And we're going to talk about each of these laws.

Yeah. So, Kelly said she spent so much time on the computer escaping what needs to be done. Yes. And then we always have the thought, you know, we get to the reward and the reward is the escape, but we still have things that we need to do so the piles stay, and the queue is still there, triggering you for the escape. So, that's how we always stay in the cycle and that's where it feels so hard. So, he gives us, in order to overcome this—let me tweak that just a little bit so you can see the bottom—in order to overcome this, he gives us four laws of habit change: is we want to **make it obvious**; we want to **make it attractive**, **make it easy**, and **make it satisfying**. So, when we're looking at each of these, when we're making something obvious, we're looking at the cue. When we make it attractive, we're thinking about the craving that's here.

Each of these laws addresses this feedback loop. When we make it easy, we're thinking about our response to it. And to make it satisfying, we're thinking about the

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reward system that's already built within our brain. When we implement these laws, what we're doing is we're working with our brain and not against it, and that is critical when we are creating systems within our home, when we're working toward our goals, when we're focusing on motherhood; is we want to make sure we're working with the feedback loop that already exists because then it becomes effortless and it's way more effective and a lot more fun? So, we are going to start with the first law.

And if anybody has any questions, just as I'm writing this out, go over to the chat box and let me know because I don't want to plow through if you have a question. We really want to address it. Okay. So, the first one is "make it obvious." So, I love this. Honestly. It's so obvious, right? So, when we think about making something obvious, the most important thing to start with, that he talks about in the book, is that we really want to make sure that we know what's happening already. Like what habits that we have? Because how are we ever going to change them if we don't even know that they exist and what they are?

So, **the first thing that he talks about doing is making a list of all your current habits.** Now it is so easy for us to only make a list of what we perceive as negative habits. I want you to think about *all* your habits. So, that might be eating food. That might be feeding your children. That might be a certain way you put your pants on, or a way that you wash your face at night.

We have so many ingrained habits that already exist that we don't give ourselves credit for. We only look at the ones that we perceive as bad. So, really go to your piece of paper and just for, you know, ten seconds, write down all the habits that you can think of. Yeah, there's so many. The way that I put dishes in the dishwasher, that's a habit that I have. I'm very particular. I really don't want anybody touching my dishwasher because I like them to be in a certain way. That is a very strong habit that I have.

So, make a list of whatever those habits are, and I'll give you just like a couple, maybe like one 0-one 5 seconds to think about them. Keep writing. Keep going through all of those. What he says, afterward, to do is to put a plus (+) next to habits that you perceive as positive. Habits that you perceive are negative [minus sign (-)] and habits that you perceive are neutral [equal sign (=)]. And I say perceive, and he talks about this in the book because, really, there's just habits. They're all neutral until we have a thought about them.

So, for somebody, you know, eating food might be a negative habit because the foods that they're eating don't support their goals. For somebody that is, you know, wants to feed their kids, which can be a very positive one. But for somebody that doesn't want their kids (like, I know that's so extreme, that sounds so silly for every one of us).

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But, even the way, like, we wash our face. I know the second I wash my face, I'm going to spend twenty minutes picking at my face. That, to me, is a very negative habit. So, really get clear on what habits do exist right now and what are your thoughts about them. And the reason why we do this is we can't change something that we don't know exists, even if it's a subconscious thing.

That's what we're doing is bringing up all the subconscious things. So, take a second, put a plus, minus, or equal next to each of those. So, again, this is to first raise awareness so that we can work toward change. So, once you're pretty clear on all of that, and you can even go over to the comment section, you can share one of the habits that you haven't really thought was a habit. Maybe one that is positive, maybe one that's negative.

So, at this point, he says, **now the next step that you know what it is, you need to make it very obvious on how you're going to go about changing it.** So, he said, "Most people will say, 'I want to eat healthier.' That's very vague." He said, "Anytime you're trying to change a habit, you avoid vagueness." Because within vague, your brain just, it's like muddled, like your brain will never take action when it's vague. So, he says, to get very clear, make it so obvious, "At this time I will be doing this activity." That increases your percentage.

I can't remember the exact statistic he shared in the book, but it was like by 30-something percent. I may have gotten that stat wrong. So, we'll have to go back and check later. But the second we increase that awareness, once we stop making things so vague, once we get very clear on what we're doing, that's when we start making it more obvious to our brain on the ways that we want to change.

So, the next thing he talks about is, I call it bundling, I think he called it habit stacking. So, this is taking habits that you are doing that are positive and adding something to it. So, for me, one of the examples was, like, I love learning. That's one of my passions is learning. I will learn as much as I can about everything. One of the habits that I perceived as negative was laundry. I never finished the laundry. Most of the time I could get the clothes washed, but then they sat in piles all over my house and it was very frustrating to me. So, what I did was I started to bundle that. I made it so obvious that anytime I'm learning, I'm also doing laundry.

I'm bundling. I'm adding. I'm stacking the positive with the negative habit. It became very obvious that every time I'm learning, I just get a load of laundry and I fold it at the same time. So, this is one of the ways that he talks about in the book to make it obvious. To get very clear, to work with our brain.

So, the next thing—well, let me, let me first pause right there is. What is something that you can bundle? What's a habit that you can bundle with something else you're

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already doing? So, I want you to take a second and just write that down. What's a habit that you already do that you can bundle with something else that you're doing?

Another example. Yes, listening to a podcast while folding laundry. That's a huge one. Another one for me was I like listening to podcast while I'm cooking. I wanted a goal of "to cook more; not to eat out." And so, again, I love the learning. I will always try and get it any chance I can to learn something. So, I started listening to podcasts while I was cooking. So that, to me, was something that just became very enjoyable to do.

You only let yourself watch current—I love that—your current favorite TV binge. That's totally me; when you're on the treadmill. That's such a perfect example of bundling.

Listening to podcasts while you're out for a walk. Yes. Like, that is such a great one. I love that. For so many of us on here, it's like, if we get to learn, then we'll do whatever it takes. I love it so much. While watching your favorite show. Yes. I have a client that does that. That is like her me-time. Her kids are not allowed to come in when she's folding her laundry because she gets to watch her favorite show.

So, the second thing—oh, I didn't erase that.

So, yeah, keep sharing all of these on things that you can bundle. So, the second is to **make it attractive** (and I love that word). Make it attractive because if something's attractive, then we just have more of a desire to do it. Like, think about pretty food. I love eating pretty food. There's just something about it that you just desire it more when you're attractive. So, that's what you're doing with your brain. Again, it was going back to that craving. If something's attractive, you're going to have more desire to do it. That's when that dopamine, that chemical within your brain, is released and you want it more.

So, when I'm looking at this for my family, for example, he talks about "proximity has a powerful effect on our behavior. So, whatever your desired behavior—" Sorry. Gloria. Thank you. We'll see you later. Sorry. She was just mentioning she was leaving. So, whatever the desired behavior is, look at the proximity of it. And when we start to shift the proximity of it, that's when then we start accomplishing that habit a little bit more.

So, I actually posted about this on social media the other day. Where I have this, I have this awesome game that I play in my house, is I like to see the natural systems that exist within my home. So, instead of, like, forcing my kids like, "Hey, you've got to go do this." Whatever that thing is, I actually put just right in front of them. And then they do it without even thinking. So, an example of that is: I was always getting frustrated (all my examples are laundry. Apparently, I have a lot of laundry beliefs),

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but the example was with a laundry basket. I was always telling them, "Pick up your clothes and go take them to your laundry basket."

It's so simple. Everybody has one in their room. But I started recognizing, "oh, they're leaving it in the bathroom where they're changing or getting in the tub." So, I put a laundry basket in the bathroom and guess what? They put their laundry in almost every single time without me, like barking orders at them. Same thing with, like, make it attractive, you know, within that proximity is, I really wanted to see—okay, so like they were always eating junk food or like carbs, goldfish, you know, whatever it was and filling up on that before dinner. Or it was me getting mad at them, "Get out of the kitchen. Get out of the kitchen."

So, instead, I just cut up some strawberries and set it on the counter, and then cooked. And guess what? They ate all the strawberries. It was amazing. I had to go buy more strawberries because they ate them all because of the proximity. Put things in proximity, whatever it is you want them to do. Put that in proximity and all of a sudden it instantly becomes more attractive to their brain. Yes. So, yeah, remember, "proximity has a powerful effect on our behavior." That's on page sixteen.

So, the next step, the next law, is to **make it easy**. Now I have so many clients that come to me that have a really strong belief system about working hard. That is a good thing. I will tell you that is a good thing. And sometimes our brain will use that against ourselves because we want, we believe, it's, like, valiant and righteous to work really hard. But our brain doesn't want us to. So, sometimes when we get stuck in that mindset of like, "I have to work hard, I have to work hard," we miss out on making things very easy for ourselves. So, then, when we get to changing our habits, and it feels so uphill because we have created that system.

So, when we start to make things easy, that's when our brain is more likely to do it. That's when it's more likely to change. So, what I like that he said is, "Sometimes we're so focused on the best approach, on working really hard, on making the right decision, that we never get around to actually taking action."

So, he mentions, there's a "difference between being in motion and being in action." Now, when I teach this, I talk about it as being productive and being busy. And you can usually tell which one you're in based on how you feel. So, just from those words, we're going to talk about them. I want you to consider for yourself, are you being busy or are you being productive?

It feels very different in our body. Go over to the chat box. Tell me what you spend most of your time being. So, when we're looking at this, some busy behaviors, it feels like you're making progress, but your to-do list stays undone. You also feel very frustrated when you're in motion and exhausted. That's when you are taking action, but your identity is blocking you from really moving forward. When you're taking

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action and being productive, some of the things that you'll be doing is checking off your list, but you'll feel energized-tired. You know, when you like, lay your head down at night and you're like, Yeah, I did a lot today. That was awesome." Like that's what I call energized-tired. That's when you know you're in a productive space. So, one of the things that really blocks a lot of people from moving into the action-productive is that when you start taking actual action, it feels very vulnerable, and it feels very scary.

So, your brain will keep you over here in the motion and in the busy. As soon as you start feeling vulnerable and scary, you know, you're moving in the right direction because suddenly you have a fear of failing. That's when you know it's here. All of a sudden, it will bring you up. So, the other day, it's kind of a long story, but right now I have a karate dojo that's happening in my basement. Again, really long story. One of the things I was watching a karate teacher teach my daughter in her class was that he taught them how to fall, essentially. So, when we're in the motion and when we're in the busy, we may fail and it will hurt a lot, but the second we move over to action-productive, we start teaching ourselves how to fall gracefully.

And what he told the kids when he was teaching them this is, "At some point, you will fall down." He said, "It's inevitable. Everybody falls down. But if you don't know how to fall correctly, that's when it hurts the most." So, he taught them how to fall correctly. Same thing right here. When you start moving to a scary, vulnerable place, you can teach yourself how to gently fail. And that comes from having self-compassion and love. So, when you're making things really easy, it's really important to notice: Are you being busy? Because when you are being busy, you are actually making it harder on yourself. It hurts more. Versus over here, when you are being productive, it actually becomes so much easier.

So, get really clear on that. Kelly says that "I feel like I'm productive for other people, managing my dad and sister's care, but busy in regard to my own family in house." That is a critical distinction for you. And really getting clear on what it is that you are afraid of, what it is that feels hard at home, and how can you make it easier for yourself and really letting go of that identity, that being a home manager, that kids, you know, whatever is really hard because that's when you make it harder on yourselves.

Okay, so the last one that he lists in the book is to **make it satisfying**. So, when we think about "make it attractive," like, how does that, how is that different from satisfying? Make it attractive deals with the desire part, the craving part, the satisfying is the reward system that exists within our brain. All of us want to believe that we have progressed beyond our children, but let's be real. Our brains have not. Our brains are still toddlers on the inside, or teenagers, if yours, likes to throw tantrums a lot, or is just really drama and sassy like mine. So, when we think about when we want to make something satisfying, it's the exact same thing with our kids, is giving it some kind of reward that feels like we're making progress. It goes back to

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the small wins we have to teach our brain to recognize and see those small wins. So, a long time ago I heard somebody speak, and he gave this example about goals (and I wish I remember who it was that spoke), but this image has always stayed in my mind is when we enter a habit or a goal, we have a choice.

We can be on this path. We can be making small choices along the way that will get us here. Now what happens with our brain is our brain will say, "Well, you are not here, so you don't get to celebrate. You don't have this reward, so therefore because you are here, it's not good enough."

So, then at that point, what happens is we jump down, and we say, "Well, it's okay if I don't exercise today," or, "it's okay I yelled at my kids today. That's not a big deal." But over time, you end up in a very different space, and then you judge yourself for not having that. What we miss in those moments is making this whole journey very satisfying for ourselves, and it's being able to create brain hacks in order to do that.

So, one of the things that he says is that every week you can make things enjoyable. You keep yourself accountable and you keep yourself very consistent. And you can do that by having an accountability partner. He shares an example in the book of somebody that would move paperclips over every time they were taking one of these small actions. And slowly those paper clips started to grow. Same thing with our kids. If you move a sticker over onto a chart, they get excited. Like, it's amazing. It's magic. Do the same thing for you. Whatever reward system that you have, little, tiny visuals will keep you on this path so that you do get to this point, but you're also feeling the satisfaction along the way.

So, then one of the bonus things that he also talks about is having the odds in your favor. So, when I talk about this with my clients, and I see this in so many of us and so many of the moms that I work with, is that we judge ourselves for our weaknesses all the time, and we don't give ourselves permission to celebrate our strengths. When we're looking to change our habits, we're looking at what comes naturally? What comes easy to us? What, when we're doing it, just kind of lights us up? For somebody—it differs for every single person. But whatever lights you up is your God-given talents and gifts. When you stay with those talents and gifts, habits become so much easier.

Those talents and gifts that you have become your compass for the rest of your life. I know for me, if somebody tells me about a checklist on how to clean my house, I will shut down immediately. But if I can make it a game, and to see the systems and how they're working, and the patterns of everything, I don't mind cleaning it all. I love it. But don't put me in a box for me. That's the way my brain works. I work within that as I'm creating habits.

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So, that's the end of *Atomic Habits*. I want you to go over and tell me something that stood out to you over in the chat box or if you have a question. So, go over there. You can type right there.

I know sometimes if you're on a phone, you don't have the chat box option, I've heard. So, if that's the case, you can unmute yourself. But I want to make sure I answer any questions that you have and let me know something that stood out to you.

So, as you're doing that, I'm just going to finish with just this one quote going back to our talents and our gifts. He says, "Work hard on the things that come easy."

And I love that because sometimes we get this belief that we just have to work hard at our habits. Go back to it, find what comes easy to you, and build your habits around all of that is you start making things more obvious for your brain, as you start making things easier, as you start making them attractive and satisfying.

Okay, so Kelly says, "Give a quick example of number four."

Okay. So, yeah, I think that's a great one. So, for my brain—let me think how I want to go about this. Okay. So, for myself, I have somebody that I work with. Also bundling really stood out to me. Yes, bundling and stacking is an essential one.

So, for me when I make something really satisfying, I like telling somebody about it. So, I have a health coach that I work with. So, I have fibromyalgia, which makes it very challenging at times for me to work out. I have to be very careful, otherwise my system shuts down and it's not like it shuts down for a week. It gets shut down for a month and things get very difficult.

So, I have a health coach that's specific. So, one of the examples that I love when it comes to "make it satisfying," is I love to tell her. So, when I accomplish something, I want to tell somebody. It's just fun for me. And she never judges me. So, often we have people in our lives that don't support us in our goals. And they don't mean to. They have their own thoughts about it. But finding somebody that it's fun to celebrate with. I also really like something else that I've done in the past is, I had a jar with little rocks. And you can even have your kids find these rocks.

I love, including my kids in habits and goals that I'm working on. I want them to see me. I want to always be the example of what's possible for them. And to know that, like, I struggle and that these are things I'm working on. So, when I think about this, a jar with rocks, I have two jars, and when I have, like all my little rocks in there, I will move one to the other jar when I do something.

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So, and he even talks about this in the book: pick one habit. Don't have a gazillion jars all over your house. Don't overwhelm your system with any of that. Pick one jar because the more you win on one thing, all the other things start happening naturally. It's like this ripple effect.

So, that's another example on how I make it satisfying. You would think that moving a rock to a jar is ridiculous. It works. It's amazing, and your brain likes it. It wants to see those rocks in the other jar. The only rule with that is if you do that, you don't get to take a rock out if you don't do something, and you don't judge if you don't get a rock on something. So, like, for example, if you're telling yourself, you choose not to eat chocolate. Just because you eat chocolate doesn't mean you judge yourself and you don't take a rock out. Does that make sense? So, Kelly, tell me if that helps just a little bit. You can have a lot of fun.

"Listening to my identity statement. Shifting mindset to operate from inside out and stacking habits."

Yes. Listing out our identity statements is essential because that's how you change everything. When you really decide who you are and who you want to become, that's where everything starts to shift. Okay, good, Kelly, I'm glad that helps. Anybody else have anything, any other questions that they—I want to make sure we get all of those questions and I also recognize time, so if you need to go, that's okay. So, going back to how this all fits, you know, that's the end of *Atomic Habits*. I'm going to share a little bit about what I do.

I do that just as something fun. If you are interested in it. You do not have to stay. I always want to make sure that people are aware of that. So, when I'm picking a book, and I will email you, as well, for our next month and what that book is. So, again, I mentioned this at the beginning as people were coming in, the program that I work with my clients on, is this: *in order to become the women that accomplish our goals, is we want to, this is the system I have created that I take my own clients through that we want to really get clear on our identity.*

Who are we? Like, who do we want to become and what are the dreams that we do have? Then we get really clear on how to achieve them, creating systems within our home so that we can move forward on those. And then the third step is, and this is what's so critical for so many of us moms, is that we can read books about dreams, we can read books about achieving goals, but how does that fit with my motherhood? So, really making clear, making sure that we're clear. Fitting this all in. Being able to accomplish these dreams, achieving them while we're also embracing our motherhood. This is what I go through, this three-simple-step process.

Now there's steps within each of those. So, every time I'm looking at a book, I'm looking at how does it fit within here. So, today, spent time on the Achieve. On

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actually creating habits. Now, every single time—I wanted to give you an opportunity to always be implementing new habits. Because every day you wait is another day that you're putting off an opportunity to help somebody else, to accomplish your dreams, to be the mom that you want to be, instead of being stressed out, trying to juggle everything.

So, within this system, this is where I come in, and this is what I do with my clients, and what is so important. We go through this system together. As I'm working with my clients, I work with them for six months and it's one-on-one. Once a week. Now most people will say "That's really, that seems like a lot."

It is amazing what we accomplish in those six months because we are breaking 30, 40, 50 years of identity beliefs, of habits that haven't worked, of guilt that you feel in motherhood. We are breaking them down in six months. I become your accountability partner. I teach you how to move through the cycle over and over again.

I love doing this. I am amazed at the results that my clients get every single time. And I kind of joke with them sometimes. They always get on the phone and they're like, "Why do you make me cry all the time?"

I'm like, "It's such a safe place." Like, I hate to say, like, I make people cry, but in reality, everything that's been holding you back up until this point in your life, if you do not break that barrier, if you do not move beyond that identity shift, it will continue to feel hard every single time.

I am here to help it be easy for you. So, you can reach out to me. I have my Instagram right here. I'm actually in the, the process of updating my website, which I'm so excited about. So, I will send that out to you as soon as that is updated. But you can reach out to me on Instagram. I offer a 60-minute free consultation where we will go through this process, and you can get very clear on which part of this three-step process is not working for you.

It may be a little bit of all of it. It may be one section of it, but that's our starting point. That's where we start working together. But you will know in that sixty minutes exactly what your next work is. So, whether or not we work together doesn't really matter to me. I want you to be able to move forward in changing and creating the dreams, the calling, that you feel within right now.

So, please let me know what questions you have. If you are interested in a consultation, again, send me a message on Instagram. So, I will go ahead and send this out to everybody on the replay, but I will stay on for just like two or three more minutes. So, if anybody has questions, you can go to the chat box or unmute.

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So, I don't know. So, I'm just going to give you about one more minute. Elise, thank you. That's so—can I tell you a secret? I've known Elise for, like, a really, really long time. We actually met, like, back in high school, which is really fun. And then we ended up living together when we were serving a mission for our church, which is really fun. So, Elise, thank you for joining.

Okay. I don't know if I see any other questions. So anytime you want to chat, yeah, again, go to Instagram. I will have my website updated in the next little while, which I'm excited for. And then you can reach out to me that way. And we will do this again next month.

Felicia, thank you very much for joining us.

And then I will get you all the link and everything on when that will be, and what book we're going to do. I think this next month we are going to spend time in the Discover, which I think would actually be really fun. The month after, I'm thinking about doing some kind of parenting book, which will be fun, or relationship book. So, we will spend some time there as well. All right, everybody, well, have a wonderful rest of your day.

Oh, thank you, Erin. Oh, let's see. Latrice and Mayra, excuse me if I'm pronouncing your names incorrectly. Okay. So wonderful Kelly. I'm so glad that this is a perfect segue into you reading the book, which is great. All right, Shauna. Thank you. All right, well, I will see all of you on wonderful people next month, and I will talk with you then. Bye.

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