



HUSTLE MUSCLE

**WORK WITH PASSION
AND PURPOSE**

A 12-DAY WORK BOOK

PATRICK MABILOG

For all those who have hustled so that I can
hustle even greater.

Hustle Muscle

A 12-DAY WORK BOOK

Patrick Mabilog

Copyright © 2015.

All rights reserved. No part of this publication text may be uploaded or posted online without the prior written permission of the publisher.

For permission requests, write to the publisher, addressed "Attention: Permissions Request," to patrick.mabilog@victory.org.ph.

The opinions in this book are the author's and are not necessarily the opinions of his employers.

Table of Contents

Day 1		What's With Hustle?
Day 2		The Blessing called Work
Day 3		Passion Defined
Day 4		Why You Do What You Do
Day 5		Chasing Value
Day 6		You Could Be in the Right Place
Day 7		It's All About the Money
Day 8		Meet the Need
Day 9		Everyone's called to Lead
Day 10		The Great Balancing Act
Day 11		When Values Clash
Day 12		Building a Hustle Culture

Dear Reader,

Thank you so much for taking the time to download this book. You might think you were the one who scored a great bonus for not having to pay for this, but the real winner here is me. The greatest value for me is not bragging rights, not an email option (because there wasn't one!), but the opportunity to be part of your hustle story.

Before we start I'd like to teach you the best way to go through this work book:

1. There are three fill in the blanks before the day's lesson- the date, the number of hours you worked, and the productive things you did. The goal is simple: Finish just one lesson a day, shorten the number of hours you work and increase the list of productive things you did.
2. Every lesson are my thoughts and opinions and aren't the final authority. If there are some things I say that you don't agree with, then I urge you to not apply it. Only when you're convinced that we are on the same page do you apply it.
3. Really take the time to answer the applications. I know this is an ebook, and you don't want to write on your desktop, laptop, tablet, phone screen (duh!), but you can always do so on a separate journal. I discourage you from printing out. Save trees.

4. This workbook is free, and will always be free, so if you have anyone in mind that needs this work book, then I urge you to send them a copy. This e-book will be the best example of where piracy is good.
5. I'm a Christian, and many of the views I will share will be based on Biblical principles and truths. I'm not shoving a religion down your throat however. But if this work book compels you to know more about Jesus, then feel free to email me anytime (patrick.mabilog@victory.org.ph)
6. The views I share on this work book are my own and are in no way attached to the views of the organizations I represent.

I guess that's it! I hope you really enjoy this twelve-day journey, and that you make the most of it.

Sincerely,

Patrick Mabilog / Kiko
Hustle Muscle

Date | _____

Work Hours Today | _____

List down productive things you did today.

Day 1

What's With Hustle?

The Free Dictionary by Farlex has the best meaning of hustle- 'to work intensely hard or work aggressively'. However Hustle has also recently been baptised into a new meaning which is 'a means of earning money through shady practices'.

What breaks my heart about all of this is that criminals have been rewarded the reputation of *working intensely hard*. How I wish that we- people who work with integrity and character- could be called hustlers.

The even sadder news (I promise not all days will be this sad) is there's a fairly good reason that happened: We don't work as intensely hard as 'hustlers'.

Wasn't it time we challenged that culture? I think it's time we earned the glory (yes it's glorious!) to be called hustlers.

Let's start today! How? By working twice, thrice, ten times as hard! Ok maybe you don't have to yet, I know we just became friends, but let's start with the *gusto* to

become the kind of person that WILL become more effective after twelve days.

TODAY'S TAKE AWAY

You're not going to get anywhere without working extremely hard.

George Lucas

APPLICATION

Do you consider yourself a hard worker? What could be reasons that you are or are not a hard worker?

What are some unhealthy and unproductive habits that you can get rid of to dedicate to working harder?

Would you consider yourself to be a hard 'worker' at other areas of your life aside from your job (family, others)? What can you do to improve this?

Date | _____

Work Hours Today | _____

List down productive things you did today.

Day 2

The Blessing Called Work

OK. So it's time to be completely honest to yourself. Has the thought ever crossed your mind that your job is a burden? If you answered 'No', then please do contact me and tell me your secret. Because as far as I know, everyone got to a point where they didn't like what they do.

Some people think that because I'm a designer and I'm in full-time ministry that my job is the coolest and that I've never once had a hard time getting up in the morning.

A job is just like that fiancée you're going to marry next week. Today, she's pretty and flawless, and there's nothing that can change that perception of her to you. After the wedding day, you wake up next to her and she doesn't have make up, she's been drooling all night and she had a big plate of mashed potatoes. Your profession will not always be pretty, but it will always be a blessing.

Just think about it- you could be in another job, at another company now, but you're in this one. There's a reason for that, and I bet this free E-book (oops!) that it's a good one.

TODAY'S TAKE AWAY

Poverty crushes the spirit as well as the body, and it's alleviation is a sacred task. Work is a noble calling.

Jonathan Sacks

APPLICATION

What are some aspects of your vocation that you enjoy most?

Think about the first day of your recent work. What was it that got you excited most? Think of that today/ tomorrow as get into work.

What are some aspects/characteristics of your family that you enjoy most? Your husband/wife? Your children?

Date | _____

Work Hours Today | _____

List down productive things you did today.

Day 3

Passion Defined

Passion is derived from the latin word *pati* which means to suffer. Wait what? Wasn't passion something that was meant to be desirable?

Today's concept of passion has become one of the biggest misconceptions of our day and age, especially amongst young people. Passion has become a fragrant bed of roses that I hope to spend the rest of my life in. Well, if you thought that pursuing your passion was going to be all glitter and glamour then you thought wrong.

Oh yeah, what your dad said about getting your dreams fulfilled was right- you're going to have to suffer for it.

But that should be a great thing! Imagine loving something or someone so much that you'd be willing to cross oceans, brave storms and scale mountains just to get to that object of your only desire. What a privilege.

It's time to give a new face to passion. Let's get real people. It's not the fun things and the sparkly moments that make what we do awesome, but the rigorous seemingly boring tasks that make it worth while.

TODAY'S TAKE AWAY

The average person eats, poops and dies. Don't be average, pursue your passion.

Matthew Barr

APPLICATION

What are some aspects of your vocation that you enjoy most?

Think about the first day of your recent work. What was it that got you excited most? Think of that today/tomorrow as get into work.

What are some aspects/characteristics of your family that you enjoy most? Your husband/wife? Your children?

Date | _____

Work Hours Today | _____

List down productive things you did today.

Day 4

Why You Do What You Do

I like it when Janeen Koconis said, "I could have been a Montessori school teacher, or a museum curator, or an architect," Janeen muses. "But it's never about the thing that you do, it's making sure that thing is a match to your core values."

The easiest questions to answer are the 'what' questions. What should I be doing with my life? What job should I get? What degree do I want to major in?

It's as simple as making a list of three and weighing the pros and cons of each.

The hardest questions to answer are the 'why' questions. Why do I want to be a designer? Why take an engineering course? Why should I become a nurse?

However, those questions are the make or break ones, and to not answer them would be doing ourselves a great disservice. At the core of human nature is to find the answer the question 'why?' and to answer it would bring the most enlightening clarity ever.

It's easy to get stuck with the question why, but it's much more easier than getting stuck with doing something that you are not passionate about.

TODAY'S TAKE AWAY

People don't buy what you do, they buy why you do it.

Simon Sinek

APPLICATION

Why do you do what you do?

Do you remind yourself of the reason why you are doing what you do on a regular basis? If not, it's time to write it down somewhere.

Write fifteen reasons why you love what you do. If you can't get to number fifteen, there's a good chance you're in the wrong industry. But please don't be a slacker and not even try, so think hard.

Date | _____

Work Hours Today | _____

List down productive things you did today.

Day 5

Chasing Value

One of the leaders I look up to most is Joey Bonifacio, a pastor and leader of Victory which is a church I am a part of. Pastor Joey has revolutionised the way I view and maximise on values.

Values are a set of material things, people, hobbies or anything that matter most to us. Values are tricky because you can get it wrong two ways, and only get it right in one.

The first way to get values wrong is to value the wrong thing. If you value drinking alcohol excessively, then your whole value tree is just wrong.

Second way you get values wrong is when you value the right thing, but it's not in the right part of your values tree. Valuing your job is definitely good, but valuing it over your family is not.

Another thing about values is that people will always chase value. Once you have your values right, and you

can communicate it well to others, people will chase after you.

What you are most passionate about will only start being productive work when you offer value to others. More importantly, you can never offer value when your values are not clear. So chase value like your life depends on it because it does.

TODAY'S TAKE AWAY

When your values are clear to you, making decisions becomes easier.

Roy E. Disney

APPLICATION

Write down the top ten things that are most valuable to you.

Do you make decisions based on what's most valuable to you? If not, what can you do to do so?

List ten things that are valuable to your boss, clients and family members. Match them with yours.

Date | _____

Work Hours Today | _____

List down productive things you did today.

Day 6

You Could be in The Right Place

Before I get you anywhere higher than cloud 9, let's take a moment to get back to reality. I feel that there might be a chance we got off the wrong foot.

Remember that job you are in now, or you were in a few days ago when you started this work book? If you were one of the many people who once told me they hated their jobs, but you didn't try to love it, I hope you reconsider.

The common misconception about pursuing your passion is that doing what you love is all there is to it. That's just the beginning.

Valuable things take hard work to get to, and passion is valuable. There always comes a point where the thing you are most passionate about loses its glitter for a moment. At that moment, you are expected to deliver at the same intensity as you would when you are excited.

Doing what you love isn't at the end of the finish line. It's loving what you do that matters. I have to be honest, I never loved design. It just paid the bills really well at first.

But then slowly, with a lot of discipline and determination, I started to adore the concept of it and appreciated it for what it was.

TODAY'S TAKE AWAY

Love the life you live, live the life you love.

Bob Marley

APPLICATION

Have you tried loving what you do? If no, why not?

If you weren't doing what you were doing now, and doing something else, would you be in a better position? How?

If there's really no way you can love what you do, then it's time to think of an exit plan in the next three months.

Date | _____

Work Hours Today | _____

List down productive things you did today.

Day 7

It's All About the Money

Money is the most distorted concept of all. It's either become a drug that people can't get enough of or a taboo that professionals don't want to talk about.

Well, I'm here to tell you that if you think of money either of those two ways, you're going down a really long and hard road.

We can't deny however that it's always about the money. It's not because we're all shallow jerks that don't think of anything else, but because it's a widely accepted language of value.

Our concept of money will greatly determine how hard we work, and how right it will feel. If we have the wrong view of money, then it won't take long for you to burn out from all the stress, anxiety and despair that you will fall into.

So how do we build a healthy view of money?

1. Think of money as a tool, not an end goal.
2. When you have enough, it's time to be generous.
3. The moment you start spending before you earn it, you're putting your life on the line.
4. You can always make back money lost, but rarely make back relationships lost.

TODAY'S TAKE AWAY

A wise person should always have money on their head, but not in their heart.

Jonathan Swift

APPLICATION

Where does the biggest chunk of your money go?

How often do you practice generosity? What must you do to increase that frequency?

Amongst the four healthy views of money mentioned above, how many do you possess? Make it a goal to have all four.

Date | _____

Work Hours Today | _____

List down productive things you did today.

Day 8

Meet the Need

There are three questions you must answer to know whether your passion is something you should be doing for money or not.

One. What do I love to do?

Two. What am I good at?

Three. What is valuable to others?

The intersection of the three will be the passion you can definitely do for a living. The last question will always be the clincher. You will always love something (desire), and you can always get good at something (dedication), but not all things are beneficial to others (demand).

Not all passions are sustainable, and not all passions are profitable. But it doesn't mean that I don't do it.

This e-book is a classic example of things that are non-profitable (for the meantime), but something that is clearly something I choose to do anyways. So I do it on my free time, which I don't have much of.

But if it's really valuable to me, I'll trade off something of lesser value to make it happen- like shopping (lol).

I love leadership, and I'm somewhat good at it. Sadly, not everyone who wants to learn all of this stuff are willing to pay for it yet. But that's not an excuse for me to not do it. However, it's also not an excuse for me to let my wife and daughter starve.

TODAY'S TAKE AWAY

Figure out what works for you and mold the process to match your strengths.

Debra Aerne

APPLICATION

Answer all three of those questions. Do you have a sweet spot?

If you're passionate at something, but can't make money out of it, do it anyways.

What can you do to make money while doing what you love? Work out a schedule to juggle both.

Date | _____

Work Hours Today | _____

List down productive things you did today.

Day 9

Everyone's Called to Lead

I've got good news and bad news.

Good news- Everyone's a leader. Bad news- not everyone is a good one.

Most if not all of your problems today are there because of a leadership issue. The wrong kind of leadership or the lack of leadership (which is really still in a sense the wrong kind of leadership- absenteeism) accounts for 90% of team and individual issues.

We are all leaders in every aspect of our life. CEOs, managers, janitors, dads, moms, kids. We all have a role to fill, and an evaluation of how well we perform.

A big chunk of leadership efficiency is banked on your willingness and ability to take responsibility. That being said, one of the best ways to practice leadership is to own up to everything- yes, including failure.

If you want to be a leader, 95% of the time everything's going to be your fault.

But here's the comforting part! We often think leaders are the ones that are the closest thing to the perfect specimen. Wrong!

The leader is the one that takes responsibility and does something about it. Take responsibility, you'll thank me later.

TODAY'S TAKE AWAY

A good leader takes a little more than his share of the blame, a little less than his share of the credit.

Arnold Glasow

APPLICATION

What are somethings you are not good at? How can you own up to those and compensate?

Many times our compensation is not to learn to be better, but find someone who's better at that area than we are.

Think of the last thing you complained about. What are you going to do about it?

Date | _____

Work Hours Today | _____

List down productive things you did today.

Day 10

The Great Balancing Act

This is where I stop talking about work, and focus on something more important. I'll make a quick disclaimer here: there is no need to be a workaholic ever. You can work hard at your vocation all you want, as long as it does not take away the chunk of your life.

Imagine having to walk a tightrope with one side of your weight being more heavy than the other. Might as well write your last will and testament before getting on that tightrope.

It's sad to see so many career successes fail so miserably at life. To neglect work-life balance is the biggest tragedy.

I've made it a point to never sacrifice my family and relationships at the altar of success. It's not worth it, and I'm never doing it, and neither should do it too. If you are, drop this e-book and go hug your wife, kids, mom, dad, etc.

I'm thankful for a wife (I love you with all my heart, Ces.) that reminds me everyday that to hustle at my job is not the only thing I'm called to do. I'm also called to hustle at home.

There's a wonderful magic that happens when we set our priorities right. Priority, born out of the right values, brings about clarity of values, which then results to higher success.

TODAY'S TAKE AWAY

In the course of their lives, my sons have had many pastors. But they have only had one mother and one father.

Steve Murrell

APPLICATION

How much of your life have you spent building up your family? Does it match the amount of your life you spent building your career?

Reflect on this: On our death bed, it's not our job that will be next to us, but the people that matter most. Who will be there?

Date | _____

Work Hours Today | _____

List down productive things you did today.

Day 11

When Values Clash

Building your values makes it clear to you where your resources, time and energy should go into. It also makes it clear to you where they shouldn't be going into.

Yes, building your values doesn't always mean that you're going to stick to what values you have today. Sacrifices are going to have to be made, and some things are going to have to go out the window.

The greatest source of burn out is not the excess of things to do, but the excess of things not worth doing. When values are clear and they clash with other things of value, we should know what not to value at that moment.

Sacrifice is not a burden, but a great weapon to battling waste of time and resources. We must learn how to sacrifice pleasure for pain when necessary, and learn how to sacrifice pain for pleasure when necessary.

Does drinking have a place in your life when you have a wife and kid waiting for you at home? Why stay up with your friends all night when you know you have an important exam the next day?

Learn how to sacrifice well, and you will hustle greater than you ever have.

TODAY'S TAKE AWAY

Great achievement is usually born of great sacrifice,
and is never the result of selfishness.

Napoleon Hill

APPLICATION

What sacrifices have you made to act upon your values recently?

Take some time to review your values tree. Are there things still out of place?

Are there some things you value now that shouldn't even be valuable?

Date | _____

Work Hours Today | _____

List down productive things you did today.

Day 12

Building a Hustle Culture

We all want to find purpose, and it is our deepest desire to find meaning. I am yet to find a person who dislikes the thought of being useful.

One of my favourite scriptures from the Bible, Romans 12:2, says, "Do not be conformed to this world, but be transformed by the renewal of your mind, that by testing you may discern what is the will of God, what is good and acceptable and perfect."

This scripture tells us two things:

First, the world doesn't want you to be useful. Why else would Paul say to 'not be conformed to the pattern of this world'? Because the pattern of this world leads to mediocrity.

Second, God wants you to renew your mind, to reboot the way you're wired. To go against the flow.

The life of hustling, working extremely hard and aggressively for a cause much bigger than yourself and

of high value to you, is completely synonymous to a life of great purpose.

We should work hard because we want to work hard, not because we have to, and to do so with undying passion. To work as if you're working not for yourself, but for people around you and for the God that created us.

TODAY'S TAKE AWAY

"The greatest tragedy is not death, but life without purpose."

Rick Warren

APPLICATION

What is your purpose?

Are you living your life according to that purpose?

It's time to live with purpose. I mean now.

About The Author

Patrick Mabilog devotes his time to ministry and business. He works at full time capacity in Victory Iloilo, a congregation that is part of Victory Philippines.

He is also a designer/marketer who works currently on various projects and has consulted for business startups, tech companies, social enterprises and educational institutions.

Patrick devotes his life to raising leaders and empowering people from all walks in life in areas of work, vision and development.

He is happily married to Ces. They have a beautiful daughter, Alex.

Get in touch with Patrick by emailing him at **patrick.mabilog@victory.org.ph**. He would appreciate avoiding spam and newsletters.