

The background of the entire cover is a silhouette of a warrior standing on a hill, holding a large flag aloft with his right hand. The warrior is wearing a loincloth and has a sword tucked into his belt. The scene is set against a dramatic sunset or sunrise, with a bright sun low on the horizon creating a lens flare effect. The sky is filled with warm, golden-orange light, and the foreground shows the silhouettes of tall grasses and a sword planted in the ground.

PLANT
YOUR
FLAG.™

BASIC TRAINING

MATT SHOUP

Live the Warrior Way: Basic Training

Basic Training Workbook

It doesn't matter how you journeyed to discover Live the Warrior Life; what is important is that you are here. Your decision and commitment to Live the Warrior Life may very well be the catalyst in your life that propels you to greatness. I will not lie to you, this is hard work. Many will discover what the Warrior Way is, some commit to Live the Warrior Life, even less put in the work to do so, but few will continue to plant their flag and Live the Warrior Life daily. What will your story be? What will you do? Will you be someone who thought this workbook had a cool cover, and quickly put it down because the work inside was hard? Will you work half way through and then stop? Will you complete basic training but soon forget your Warrior Credo as your flag blows away in the wind? Or, will you fight? Will you fight every day for who you are, what you stand for, your vision and purpose here on earth? If you answered, "Yes, I will fight!", and are 100% committed to this, keep reading! If not, leave this workbook on your desk, counter, or pile of papers. File it away and come back when you are ready, and *only* when you are ready.

This workbook is designed to give you the step-by-step tools to understand and work through your commitment to Live the Warrior Life. Once you complete basic training, you will be equipped with all of the tools and language surrounding Live the Warrior Life, and be empowered to live it every day. If at any time, you are stuck, frustrated, unclear, unsure, have questions, or are just plain ready to quit, understand this: There are many people from all over the world that are working through this journey. You are not alone! There are many that have your back, are right where you are, and will not let you quit.

Apart from the clan of others that are working through this, I am also working through this. I have committed to Live the Warrior Life as well, and have committed to encourage, lead and inspire others to do the same. This is why I wake up and am alive every day. I live, breathe and eat this stuff. I should, since I created the coaching program. I am not perfect. I struggle and I don't get this right to some degree every day.

However, my flag is firmly planted in my Warrior Arena, and I am here for you. If there is anything you need, please do not hesitate to reach out.

(matt@mattshoup.com)

Turn the next page and let's get started! Now is the time. See this through. Never quit. Never give up. Ask for help.

Sincerely,
Matt Shoup
CEO, MattShoup.com and Live the Warrior Life

Introduction to The Warrior Way

Before you begin Exercise 1, please take some time to answer the following questions. These questions will serve as the foundation of your journey to Live the Warrior Life.

1. If you have not already, go watch, "What is the Warrior Way?" This video can be found at www.mattshoup.com/what-is-the-warrior-way. What does the Warrior Way mean to you? Why do you choose to live your life the Warrior Way? Why will you keep working when things get difficult? Who around you can support you through this journey?

2. What will be some of the biggest potential setbacks for you while working through this program? Are there habits, thought patters, or people that you must eliminate or steer clear from while you work through this process?

3. When you fully understand and start living the Warrior Way, what will this mean for you? Your family and loved ones? Your leadership and your life as a whole?

4. Watch the video that explains the "Three Other Ways". Have you ever found yourself living any of those three ways? What impact have you left on others by living those ways? Has anyone in your life lived any of those ways? What impact has that had on you? What are the dangers you see in the three ways?

Now that you've answered these questions, I encourage you to take this assessment <http://www.mattshoup.com/free-disc-and-values-assessment> and read through the results you receive back.

Live the Warrior Way Basic Training: Exercise 1

“Warrior Lifeline”

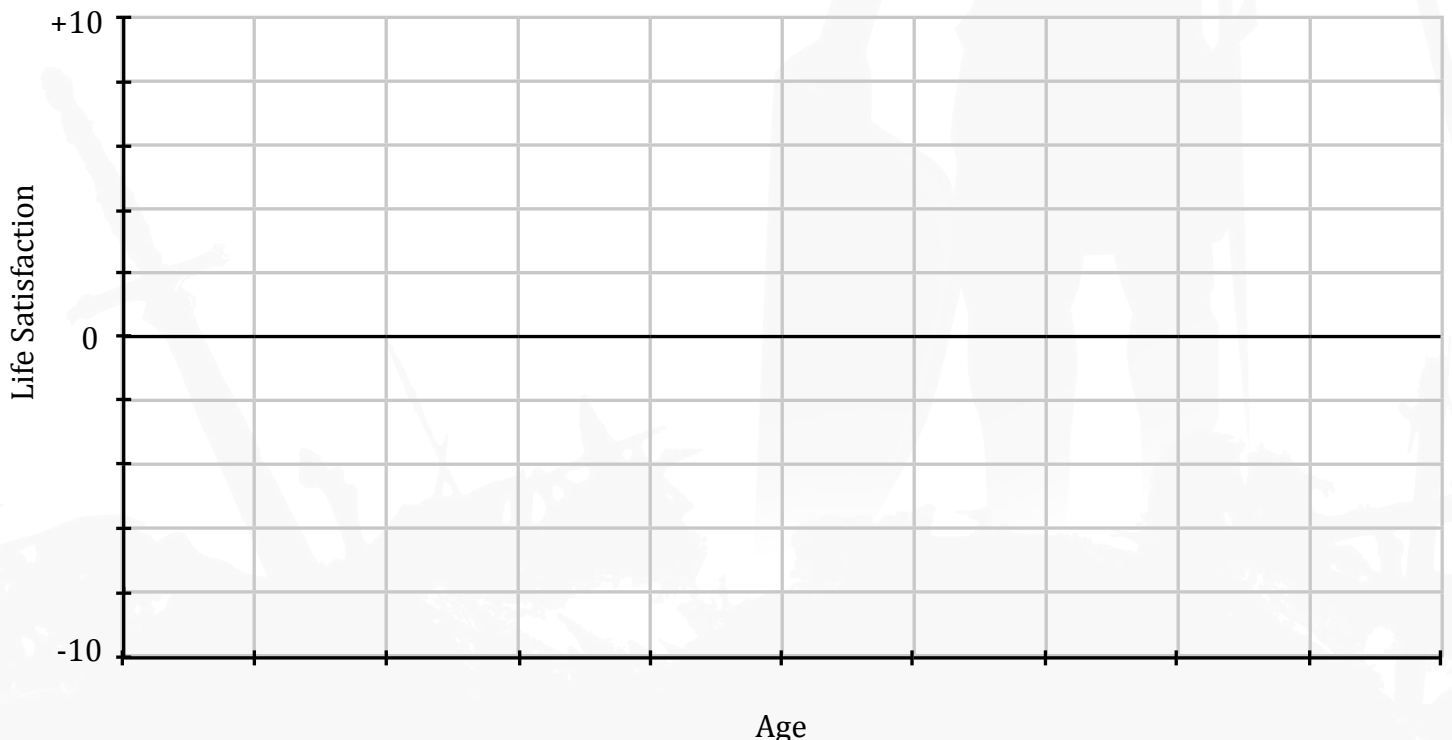
The first step in adopting the Warrior Way is by telling, sharing and journeying back through your story. Your life is a compilation of memorable, impactful, joyful as well as painful events. Throughout your life, there are events, data points, and experiences that without a doubt have everything to do with how you define yourself at the current moment. Your life events paint the colors, stripes, stars, and design of your flag. To determine what your flag is and if you wish to keep that flag, change it a little or completely wipe it out and start over, you must share your story. This is the first exercise in the Live the Warrior Way Warrior Basic Training Program.

There are many ways to tell your story. For the purposes of this exercise we will use the lifeline method. Below you will see a graph. Notice your age lies on the X axis (left to right), and level of life satisfaction on the Y axis (top to bottom).

Write your age across the entire X axis, and break it down into 1-5 year increments. Spread your chronological age across the whole graph. On the Y axis you will observe the number 0 mid way up the access with a dashed line running parallel to the X axis across the graph. You will see a +10 at the top and a -10 at the bottom.

Take time and plot out the most memorable and impactful points and experiences in your life, with your age on the X axis and the level of life satisfaction, positive or negative emotion feeling and response to these events. Example: When I was 26, my son was born and life was a level +10. When I was 29, my business lost a quarter million dollars and I was a level -7.

Take as much time as you need to plot these point out below.



Live the Warrior Life Basic Training: Exercise 2

“Your Suitcase: Baggage and Luggage”

Based on the events, experiences and emotion surrounding the Warrior Lifeline, what you are to do now is to understand and unpack your suitcase. When life happens, two things are placed in your suitcase. **Baggage** items are the things *others* place on you that you carry along in your journey that define you. **Luggage** items are the things *you* place on yourself that you carry along in your journey that define you. Both baggage and luggage can be either *empowering* or *disempowering*. Depending on how your suitcase is packed, you could be traveling heavy, light or lopsided, and overall are either empowered or disempowered. There is not a correct percentage of distribution of baggage or luggage. I argue that they are both phenomenal as long as they are empowering. The thing to do here is to pick out each piece of baggage and luggage and see if it is useful and empowering for your journey. If it is not, get rid of it. If it is useful, repack it in your suitcase. Use the space below to determine how much of each type of baggage and luggage you carry from each event from the Warrior Life Line. You will notice there is space for 10 events here.

• **Event 1** _____ Age _____

o Empowering Luggage _____

o Disempowering Luggage _____

o Empowering Baggage _____

o Disempowering Baggage _____

• **Event 2** _____ Age _____

o Empowering Luggage _____

o Disempowering Luggage _____

o Empowering Baggage _____

o Disempowering Baggage _____

• **Event 3** _____ Age _____

o Empowering Luggage _____

o Disempowering Luggage _____

o Empowering Baggage _____

o Disempowering Baggage _____

• **Event 4** _____ Age _____

o Empowering Luggage _____

o Disempowering Luggage _____

o Empowering Baggage _____

o Disempowering Baggage _____

• **Event 5** _____ Age _____

o Empowering Luggage _____

o Disempowering Luggage _____

o Empowering Baggage _____

o Disempowering Baggage _____

• **Event 6** _____ Age _____

o Empowering Luggage _____

o Disempowering Luggage _____

o Empowering Baggage _____

o Disempowering Baggage _____

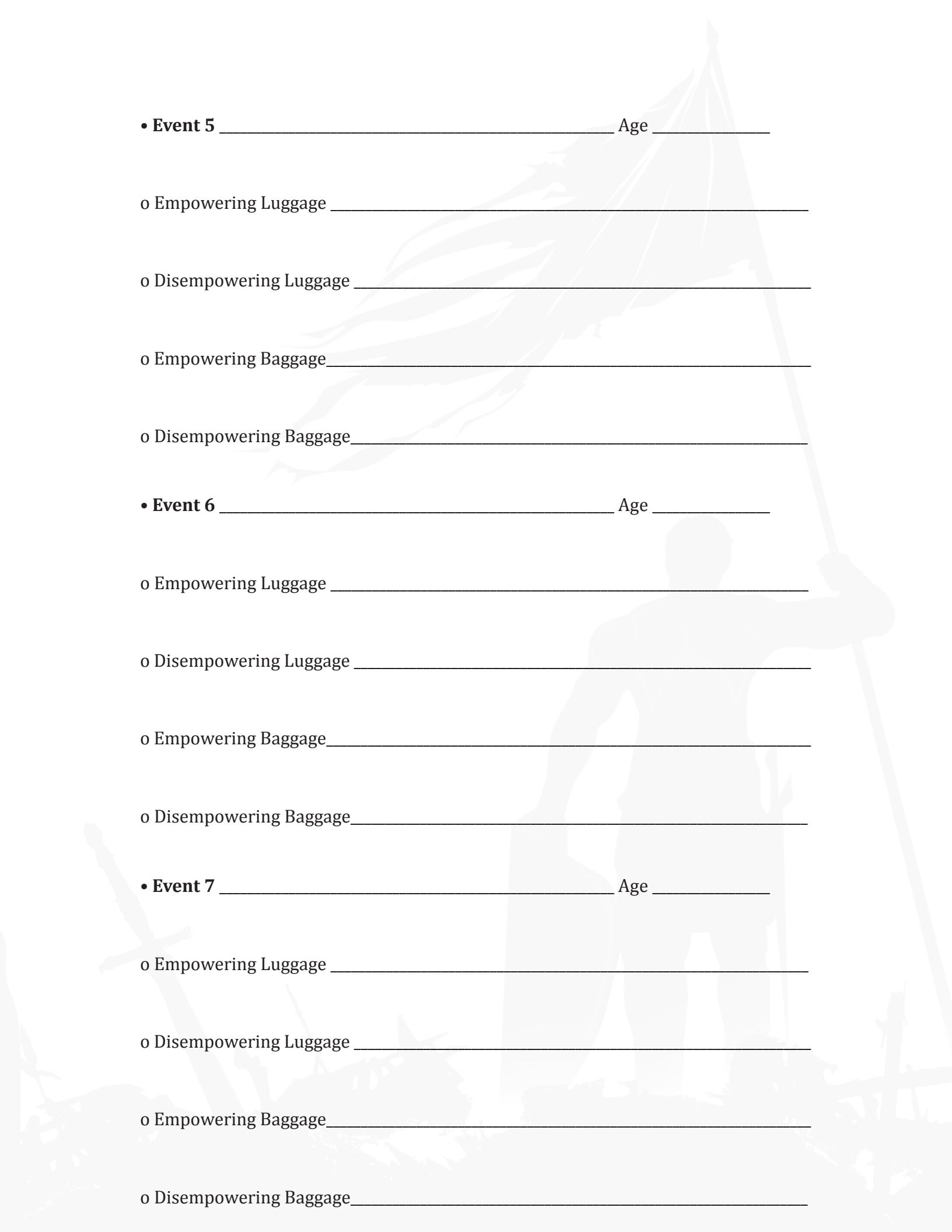
• **Event 7** _____ Age _____

o Empowering Luggage _____

o Disempowering Luggage _____

o Empowering Baggage _____

o Disempowering Baggage _____



• **Event 8** _____ Age _____

o Empowering Luggage _____

o Disempowering Luggage _____

o Empowering Baggage _____

o Disempowering Baggage _____

• **Event 9** _____ Age _____

o Empowering Luggage _____

o Disempowering Luggage _____

o Empowering Baggage _____

o Disempowering Baggage _____

• **Event 10** _____ Age _____

o Empowering Luggage _____

o Disempowering Luggage _____

o Empowering Baggage _____

o Disempowering Baggage _____

• **Event 11** _____ Age _____

o Empowering Luggage _____

o Disempowering Luggage _____

o Empowering Baggage _____

o Disempowering Baggage _____

• **Event 12** _____ Age _____

o Empowering Luggage _____

o Disempowering Luggage _____

o Empowering Baggage _____

o Disempowering Baggage _____

• **Event 13** _____ Age _____

o Empowering Luggage _____

o Disempowering Luggage _____

o Empowering Baggage _____

o Disempowering Baggage _____

• **Event 14** _____ Age _____

o Empowering Luggage _____

o Disempowering Luggage _____

o Empowering Baggage _____

o Disempowering Baggage _____

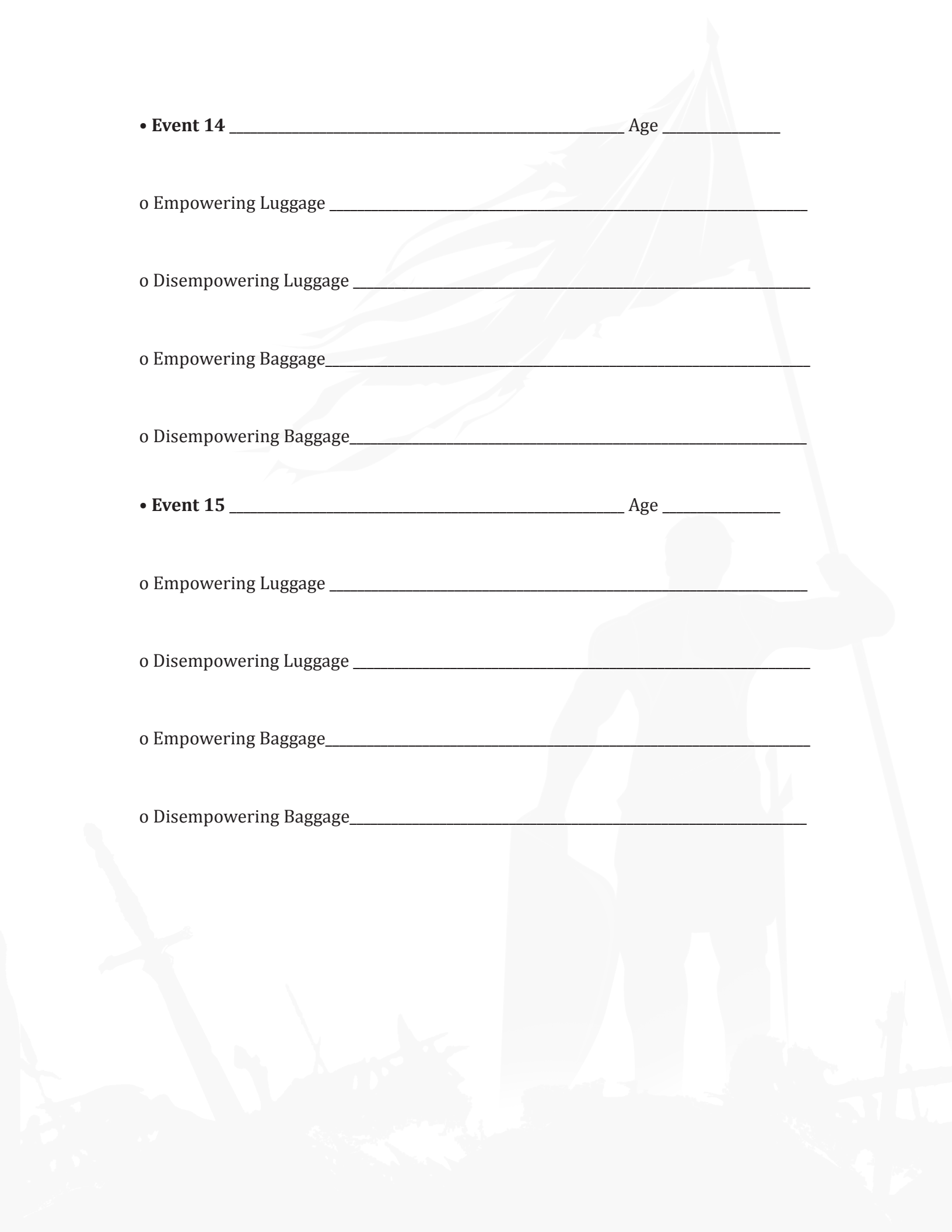
• **Event 15** _____ Age _____

o Empowering Luggage _____

o Disempowering Luggage _____

o Empowering Baggage _____

o Disempowering Baggage _____



Go back to previous Events from Exercise 2

List each of the following from *each* Event in the chart below:

- o Empowering Luggage
- o Disempowering Luggage
- o Empowering Baggage
- o Disempowering Baggage

Your Suitcase

Luggage

Baggage

Empowering

Disempowering

Live the Warrior Life Basic Training: Exercise 3

“Your Warrior 5”

You will become the 5 people you spend the most time with. You also tend to associate with people that value and care for the same things. The Warrior 5 Exercise will help you to determine your underlying core values and the things that motivate you. This is a very simple, yet very powerful exercise.

Below you will see space to list out “Your Warrior Five”. These are the people you spend the most time with and care about and for the most. Think of it this way, if you were going to live on a deserted island or start the world over with the top 5 people you know, whom would they be?

Write your 5 here:

1. _____
2. _____
3. _____
4. _____
5. _____

Now for each of the 5, write the ten words, character qualities and values that first come to mind that best describe each of them. Don't think too hard, just write the first things that come to mind.

1. _____
2. _____
3. _____
4. _____
5. _____

Now, for the same 5 people, write the 10 words, character qualities and values that *they* would say best describe *you*. You can either write what you think they would say, or contact them and ask them to give you those 10 descriptors. If you call them, also make sure to advise they do not think too hard. Write the first things that come to their minds.

1. _____
2. _____
3. _____
4. _____
5. _____

What themes, values and character qualities are running consistent here? Highlight them.

List of Values Words



Acceptance	Determination	Inclusive	Punctuality
Accomplishment	Developer	Individual	Purity
Accountability	Devotion	Input	Purposefulness
Accuracy	Diligence	Integrity	Quality
Achiever	Discernment	Intelligence	Recognition
Activator	Discipline	Joyfulness	Relationship
Adaptability	Discovery	Justice	Reliability
Adventure	Empathy	Kindness	Resourcefulness
Analytical	Encourager	Knowledge	Respect
Assertiveness	Endurance	Leadership	Responsibility
Authentic	Enthusiasm	Learner	Results-Oriented
Balance	Execution	Listener	Reverence
Beauty	Faith	Love	Righteousness
Belief	Faithfulness	Loyalty	Sacrifice
Calm	Family	Magical	Safety
Caring	Fidelity	Maximizer	Self-Acceptance
Challenge	Fitness	Mercy	Self-Discipline
Change	Flair	Moderation	Self-Love
Cleanliness	Focus	Modesty	Self-Reliance
Collaboration	Forgiveness	Obedience	Service
Command	Friendship	Optimizer	Significance
Commitment	Fun	Orderliness	Spirituality
Communication	Futurist	Party	Steadfastness
Compassion	Generosity	Patience	Strategic
Competence	Gentleness	Peace	Strength
Competition	Giving	Peacefulness	Tact
Concern for Others	Good Will	Perseverance	Thankfulness
Confidence	Goodness	Piety	Tolerance
Connection	Grace	Planner	Tranquility
Consideration	Gratitude	Political	Trust
Consistency	Happiness	Positivity	Trustworthiness
Contentment	Harmony	Power	Truthfulness
Controller	Heart	Practicality	Understanding
Cooperation	Helpfulness	Prayerfulness	Unity
Courage	Honesty	Preservation	Victory
Courtesy	Honor	Privacy	Virtue
Creativity	Humility	Problem Solving	Wealth
Deliberative	Humor	Progress	Wisdom
Detachment	Idealism	Prosperity	Wonder



Live the Warrior Life Basic Training: Exercise 4

“Your Warrior Credo”

This is the framework to fill out your Warrior Credo. Make sure that once you fill this in and determine and declare your Warrior Credo, you send it to me. I will put it on the website at <http://www.mattshoup.com/warrior-credos>, where you can also read credos from others who are living the Warrior Way.

Exercise 1-3 deals with unpacking your story and the identity you have come away with, as well as a discovery of your true empowering self. What is the true you that you absolutely see that is empowering? What do you feel, know and see at the gut, heart and soul level that you are? These words will become the foundation of your Warrior Credo. Pick 5-15 of these words that are the true, empowered Warrior You. Pick the top 2-5 that determine who you are at your core, and the top 7-10 that define what you value. Then determine what you are going to do with these “am” and “value” words. List them here and then fill them out in the spaces below in the Warrior Credo blanks.

Here I stand in my Warrior Arena, and in this arena I Plant My Flag.

I _____(name)_____ know, feel, see, hear, and believe with absolute certainty that:

- I am
 - _____
 - _____
 - _____
 - _____

And

- I value
 - _____
 - _____
 - _____
 - _____
 - _____
 - _____
 - _____
 - _____

And

- With this I am
 - _____
 - _____
 - _____

In my Warrior Arena I stand positively and purposefully planted. In my Warrior Arena I stand absolutely knowing the only three options are victory, death, or being pulled out of my arena. In my Warrior Arena I stand and I will die here fighting, never stepping out to “live”. In my Warrior Arena I stand understanding my gates and discovering my trap doors. In my Warrior Arena I stand armored and ready for battle. I am planted and based in my credo, protected by my shield and saved by my helmet; my belt wraps me in the truth of who I am. My warrior breastplate protects and guards my heart, while I am fiercely and dangerously ready to attack my opponent with my sword. Anything that dares enter better be with me, and it will be destroyed if it stands against me. In my warrior arena I stand training, never resting, always waiting for my true opponent to show up. In my Warrior Arena I stand knowing other Warriors have my back and will fight and die gloriously alongside of me if necessary. Here I am, here I value, here I do, here I fight, here I train and here I am. In my Warrior Arena I stand.

Live the Warrior Life Basic Training: Exercise 5

“Planting Your Flag in Your Warrior Arena”

Your Flag *is* Your Warrior Credo which was determined in exercise 4. It is one thing to have a flag and know your flag. Your flag means *nothing* if you do not plant it. It also means nothing if you plant it, but plant it just below the surface, allowing it to fall. It also means nothing if you plant it, but you and those around you do not truly believe it.

Your flag goes with you everywhere you go, as does your Warrior Arena. The Warrior Arena is the space in which you fight. The Warrior Arena is not a comfortable space! There *will* be battle there. You *will* have an opponent there. A Warrior fights and lives only in their Warrior Arena. Three things happen in the Warrior Arena:

1. You die next to your flag fighting for your purpose.
2. You are victorious in your purpose.
3. You get pulled out of your arena.

This section will help you to Plant Your Flag, as well as Understand Your Warrior Arena. Once you have crafted your Credo (your flag) you must plant it deeply. The obstacle is that the dirt is hard. Your flag will not be firmly planted the first time you read your credo, but it is something that you shouldn't have to read once your flag is firmly planted. Your credo must be recited a minimum of 100 times before it sinks in, and is something that you will continue to recite thousands of times as you live life.

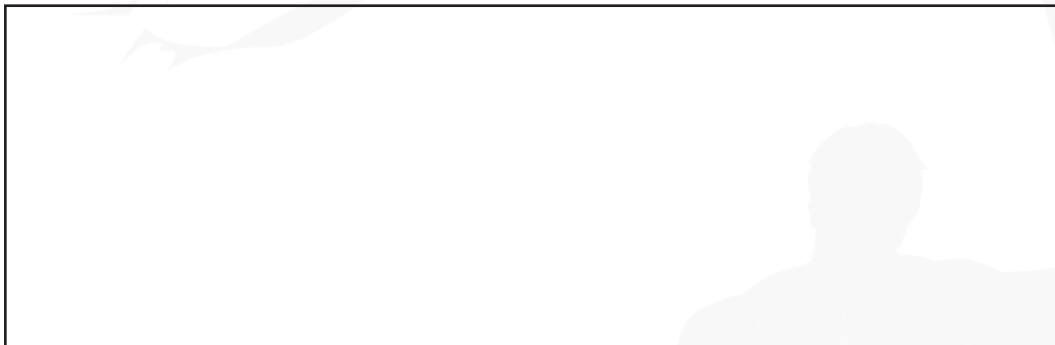
1. When you first read your Warrior Credo, did you believe it with 100% absolute certainty? Describe the emotion, energy and feeling surrounding your credo?

2. How about the second time? The 10th time? Any different? How?

3. With what kind of energy and intensity do you read your Credo? Are you still reading it? After how many times does it just become a part of you and your every day speak?



4. Is it ingrained in to every fiber of your being yet? Has there been a point where your credo has become wired and drives you to make a conscious decision?



5. After you have read and recited it at least 100 times, describe the feeling, energy and emotion and compare it to question 1. How is it different?



6. What is the reaction of others as you share your credo? Do they believe it? Do they believe you? Do you see others pulling close and drawing near or backing away?



7. Describe your Warrior Arena? How does it look and feel? What are all your senses telling you about the Arena?

8. Who is in the stands in the arena? Are they cheering you on? Are they cheering on your opponent? Remember who sits in the stands. What types or “other ways” are in the stands? Where are the “no showers” in relation to your arena? More importantly, where are the “fighters”?

9. Who steps into your arena? When they step in, what happens? How long do they stay?

10. Have you been pulled out of your arena? If so, how? When? What situations begin to, or succeed in, pulling you out? What was the result?

Live the Warrior Life Basic Training: Exercise 6

“Your Gates and Trap Doors”

Staying planted and grounded in your Warrior Arena is crucial and important in order to live in the Warrior Arena. The truth is, there will not be perfection; this is a journey you will take continuously. You will get pulled out and fall out of your arena. It is okay. I do to some degree every day. The power comes in realizing how you can get pulled out or fall out.

Gates are the things in your life that pull you away from your flag. You knowingly walk through them. Some gates you only need to get close to and they will suck you right out of the arena. You know what these wide open gates are, and there is a strong pull. There are gates that have varying degrees from opened to closed, resulting in different kinds of pull in your life. There are some gates that are closed tight. You realize the gate is there but not open; it does not pull at you. It might be closed tight because it used to have a strong pull, but you realize the power it had and you were able to close it tight. Remember, it can crack back open. Vigilance is the key when it comes to your gates!

1. What are your gates? What kind of pull do they have? How open are the gates? How close can you approach them? Should you approach them? Where are they in relation to where you are planted in your arena?
2. What can you do to manage and control your gates? What can you place between you and the gate as a protector, distractor, and fail safe?

Trap Doors are frustrating. One minute you are standing in your arena fighting strong and then BAM!! You are on your butt and falling out of the arena, sometimes hard! A door opened under your feet and you fell through without seeing it coming. Everyone has trap doors. You don't realize they are trap doors until you fall through one, and then it is too late. There are some things you can do to understand them and avoid them. Please remember they will not all be avoided.

1. What have been some trap doors in your arena? How many times have you fallen through the door to then reclassify them as gates?



2. Do you find or see any times or patterns surrounding falling through a trap door?



3. Can you consciously bring to the surface what may have been subconsciously driving you towards a trap door? Are there things you know now that you did not know when you fell through this trap door?



4. What can you do to monitor the ground around you for any future trap doors?



Live the Warrior Life Basic Training: Exercise 7

“Your True Opponent”

Up to this point, you have discovered and declared your Credo, Planted Your Flag, and learned to understand your Arena and how you will get pulled out or fall out of it. Knowing now how to stay planted and ready to fight in your arena, you must understand your true opponent. This is the only opponent worth focusing on and fighting. Now that you are not distracted from your true opponent and are planted in your arena, the battle is near. Here are some questions to consider about your opponent:

1. Who/what do you know your opponent is not?

2. Who/what is your true opponent?

3. What do you know about your true opponent?

4. Where does your true opponent fight?

5. If you were to watch your opponent in action, winning in battle against you, how would your opponent win? How would your opponent take you out?

6. How does your opponent influence and relate to your trap doors and gates?

7. What happens to your opponent if you are pulled through a gate or fall through a trap door?

8. How can and will you defeat your opponent in battle?

Live the Warrior Life Basic Training: Exercise 8

“Fight Camp: How to Fight”

One of the most critical things in basic training is that you know how to fight. To understand how to fight, you first must understand what your fight is and what/whom it is against. In exercise 7, you discovered and analyzed your opponent. Now that you are fully aware of what/whom you are battling, you must know how to fight. Here are some questions to help you with that:

1. How do you prepare for your fight? What type of mental, physical and spiritual training do you do for this battle?

2. What is keeping you grounded in your fight? What does your base look like? How are the roots of your planted flag?

3. How does your opponent take you off base? What can you do to quickly re-establish your base when you are knocked off?

4. You may be taken off base to the point where you are taken down. If this happens, how does it happen? What is your response?

5. How does your opponent position themselves in your life?

6. What would your opponent use, or try to use, to completely take you out in battle? Has this been successful? How can you defend against this?

7. How does your opponent approach you? Is it a head on attack, from an angle, or a sneak attack? How do you prepare for it?

8. When your opponent makes an advance, is it a quick advance, a slow advance, or a sneak attack?

9. How does your opponent react when you advance? When you retreat? When you stand still?

10. What does you being on the defensive look like? What about the offensive?

11. What does your resting in between rounds look like? How do you recharge and re-energize?

12. Discuss your armor and tools for battle. Describe things like your shield, helmet, bulletproof vest, boots, etc. What do these tools mean to you, and how are they helpful in battle?

Live the Warrior Life Basic Training: Exercise 9

“Your Warrior Clan”

One of the most critical pieces of basic training is understanding who is in your warrior clan. Your warrior clan is made up of others in your life who have chosen to Live the Warrior Life. These people are committed to keeping you grounded, helping you keep your flag planted in your Warrior Arena, and fighting alongside you in battle. Use the space below to answer questions about your Warrior Clan.

1. Look back to exercise 3, “Your Warrior 5”. Are any of the people on that list people you would consider having as a part of your Warrior Clan? Why or why not?

2. If you are having trouble coming up with a small group of members to have as part of your Warrior Clan, here are a few memory joggers: Who would speak at your funeral? If you were stuck on a desert island, or on a 3,000 road trip, whom would you want to have with you? Who knows some of your most intimate and confidential life experiences? Who knows the real you and is 100% okay with it?

3. Are there any other people that you did not list in the “Your Warrior 5” exercise that are a part of your clan?

4. Where are the biggest areas in your life, journey and battle that your Warrior Clan can hold you accountable?

5. Have you communicated to your Warrior Clan the importance they have in being part of your Clan? If not, when will you do this?

6. Are you in anyone’s Clan? What are you doing to hold them accountable in their life, journey and battle?

7. Are there any people in your life that need to be “let go” or distanced from because they are making your Flag Planting difficult?

What's Next?

This completes Basic Training. This is the first step in you living the Warrior Life. This workbook is not something you complete, tuck away in your desk and never come back to. Use this workbook as a guide to which you can continually return. Download the book again at a later time and rework it to see if anything has changed over time.

Please know that very few people in life will ever ask themselves these questions. You are doing great things in your life, and this quest will impact you and the lives of others in a positive and powerful way.

As you work through this, I understand that some things may be difficult and confusing. Please feel free to reach out to me at anytime with questions at matt@mattshoup.com. I have a team of Live the Warrior Life coaches that are happy to help, hold you accountable and assist you in this journey.

Make sure to stay tuned to www.mattshoup.com to check out all the latest resources, tools and videos that can assist you with your journey as you continue to Live the Warrior Life.

One thing you may consider is applying for the Colorado Warrior Summit. This is an invite only private gathering of 50 of the worlds top leaders, entrepreneurs, men and women who have committed to living the Warrior Life and encouraging and inspiring others to do the same. Check out the Summit here: www.mattshoup.com/warrior-summit.