



## Case Study: Deb Hann - Founder, hanns-on.com

Deb Hann from Adelaide, South Australia, I'm a coach.

### **What was life like before the program?**

I did not have a healthy self talk going on, to be honest. So that was the thing, I just needed to get myself out of the way for a little bit. And that's, why I've worked with Todd before the 90 Day Year and, and, you know, I love his message, he resonates really well with me, which is I just got a really a toxic mindset going on. Really, if I reflect on that, because I was not, I was not doing myself any favors. So I really needed that sort of, you know, checkup from the neck up routine.

### **What was your first reaction when you saw the offer?**

First reaction, brutally honest, is happy people. Always happy and thriving people and getting results people. And it was just that was like, Oh, you know, and then it was, and then literally, it was, that's what I need, you don't do that, like, I'll have what she's having kind of routine, it was literally that kind of thing I just instinctively intuitively knew. Do it now. And I needed to get my head, right. Because, you know, I didn't I didn't have time to waste. There was so no hesitation saw the commitment. I just went Yep, done and just, you know, hit send, take my money, done.

### **What surprised you most about the program?**

That the Five Fits Model with that we looked at pretty much, you know, first week, and which had already had some familiarization with previously from doing 90 Day Year. And I was just revisiting that reworking that, going through that process, identifying my call to action. And seriously the handful of calls that I made in that first week, just off the back of that one exercise was the game changer that set up everything. It was ridiculous. And it was so ridiculous in the in the sense that you know, when I was talking about that bad mindset before, like those those calls, it completely reprogrammed the story I've been telling myself.

### **What are some results you've had since joining?**

With one channel, like with, you know, one, it one area of the business at the 500% increase. So I've already done in the first quarter I've done in the first quarter, more than I did for the whole of last year. It was prioritization. Basically, it was kind of, I really learnt a framework for myself, what I got really clear on this time, was that framework around what to say yes, and what to say no to. And that that was the really big difference. Right? So when I had a whole bunch of stuff coming at me, it was I just learned how to say, No, not now. Or, yes, I'll do that now. Oh, yes, I'll do that. On Friday, or, you know, like, I just found a way to have those, those conversations while still, you know, honoring that which mattered. And keeping promises to myself to clients and so on.

## **What would you say to someone considering the program?**

Like, seriously, just do it. Like and if you've got toxic thinking, or if you're stuck in a rut, or, you've got plans, you keep getting distracted, whatever that spinning wheel has, I don't want to call it procrastination because you know, you can start spinning the wheels and just get deeper and deeper into a mire. So stop spinning, and just hit the button. and trust in it. Because like I said, you know, I just hit the button thinking yeah, sure, have me that time and they go, Oh, man, I didn't think that through, but it'll work. And it worked. Great. The other thing that I really, you know, aside from Todd and Dave is the actual community, the people that you meet who you're on the, you know, on the program with and the connections that we made, and, you know, so much of that accountability comes in there. So that's that was the other that was a gift, you know, just some of the connections and friendships that I'm pretty sure I have, you know, a really long time.