



# **WILLPOWER & HABITS**

**Moving towards the horseman you long to be.**

Written and compiled by  
horseman and clinician  
Scott DePaolo

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# FORWARD

What if you were the type of person that did what you needed to do whether you felt like it or not? You can be that person!

What if your life was set up a little different so you had time, energy, and structure to accomplish your biggest goals with ease? It can be!

What if at the end of the day you could look back with a feeling of pride at all the tasks, obligations, chores, and personal accomplishments? You will!

What if you had the time you desired to enjoy your horse to the fullest? Today is the day!

You can! Through using willpower to build habits that put parts of your life on auto pilot, your greatest days, weeks, months and years will be reachable. Anything in your life that you would like to improve is possible with way more ease than you had previously imagined.

We are excited that you're here! You are part of a very small percentage of the population that is willing to do what it takes to become the person and horseman you want to be.



Happy Trails!  
*Scott DePaola*

*"I would not give a fig for the simplicity this side of complexity, but I would give my life for the simplicity on the other side of complexity."*  
~ Oliver Wendell Holmes, Jr.



# ATTITUDE

The longer I live, the more I realize  
the impact of attitude on life.

Attitude to me is more important than the past,  
than education, than money, than circumstances,  
than failures, than successes,  
than what other people think, say or do.

It is more important than appearance,  
giftedness or skill.

It will make or break a company...  
a church... a home.

The remarkable thing is that we  
have a choice every day regarding the attitude  
we will embrace for that day.

We cannot change the past.

We cannot change the fact that people  
will act a certain way.

We cannot change the inevitable.

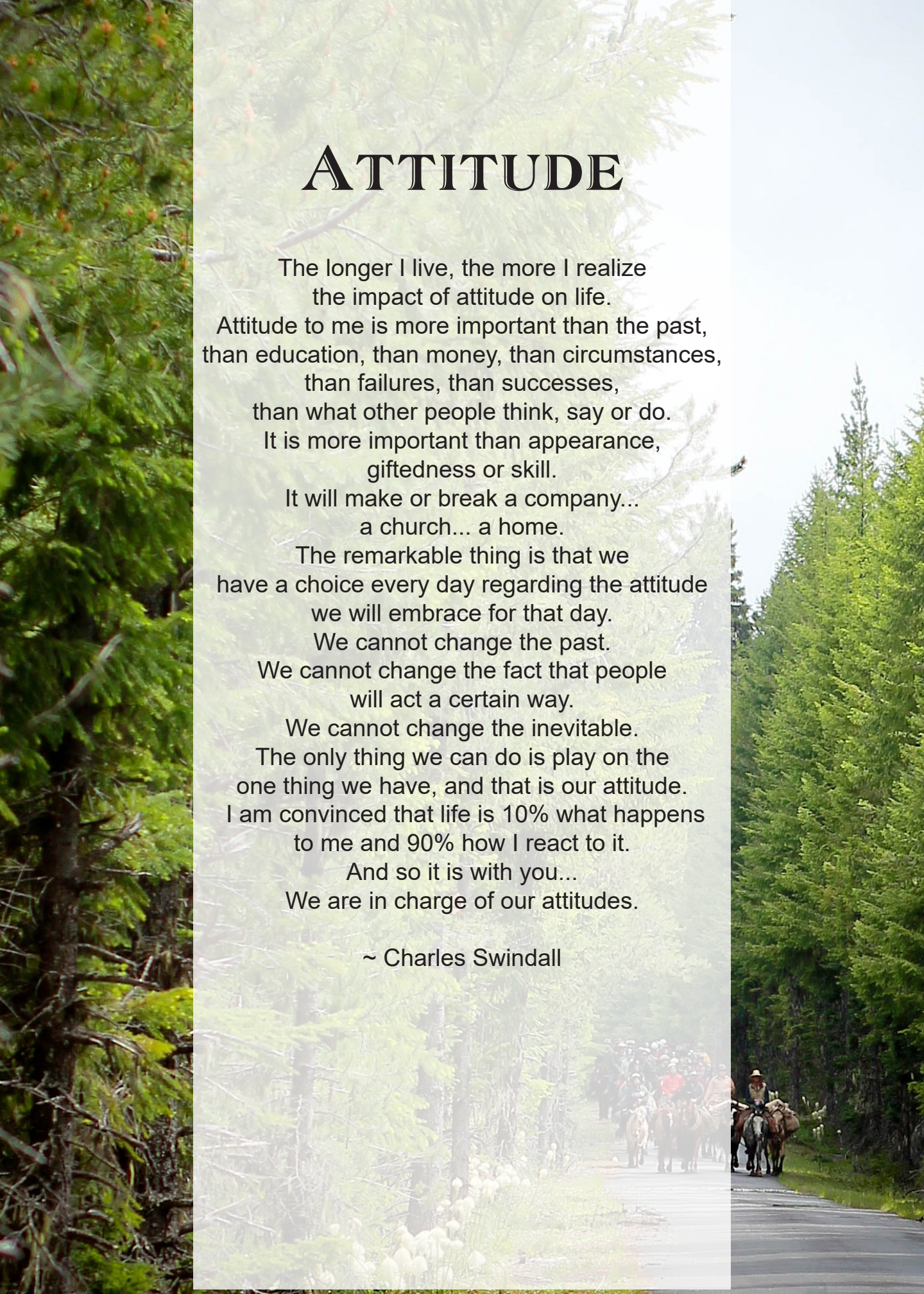
The only thing we can do is play on the  
one thing we have, and that is our attitude.

I am convinced that life is 10% what happens  
to me and 90% how I react to it.

And so it is with you...

We are in charge of our attitudes.

~ Charles Swindall







## WILLPOWER:

(noun) will - pow - er

Control extended to something, or restrain an impulse.

*The ability to control your own thoughts and behaviors, especially in difficult situations.*

## HABIT:

(noun) hab - it

A settled or regular tendency or practice, especially one that is hard to give up.

*A particular act or way of acting that you try to do regularly.*

A particular act or way of acting that you try to do regularly.

***Willpower gets you going;  
habits keep you going.***



## This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and extend across the width of the page. There are no margins, text, or other markings on the paper.

A black and white photograph showing a cowboy on a horse, viewed from the back. The cowboy is wearing a plaid shirt and a cowboy hat. The horse is dark-colored. In the background, another person is visible, and the scene is set in a dusty arena with a fence.



The background image shows a person wearing a cowboy hat and a light-colored shirt, standing in a corral. A brown horse is in the foreground, partially visible. In the background, a person is sitting on a fence. The scene is outdoors with a dirt ground and a metal fence.

# THE MARSHMALLOW EFFECT

In the late 1960's, early 1970's at Stanford University, Walter Mischel first started doing his studies on willpower and delayed gratification. During the study hundreds of mostly 4-5 year olds were tested and what was revealed is now believed to be one of the most important characteristics for health, work, life, and as well as horsemanship. The test began by the experimenter bringing the child, 4-5 years old into a private room, sitting them down and putting a plate with one marshmallow in front of them. The researcher then told the kids he was going to leave the room for a short time and if the child did not eat the marshmallow while he was away then when he got back he would give them a second marshmallow. However, if they decided to eat the first one before he got back they would not get a second marshmallow. One treat now, or two treats later.

They filmed the children and saw that many jumped at the idea of eating the first marshmallow immediately; others, tried to hold out and soon succumbed. But there were a few that did manage to wait the entire time for the second marshmallow.

The study then tracked all of the children through their lives. The children who were able/willing to delay gratification and wait for the second marshmallow had higher SAT scores, lower levels of substance abuse, less obesity, responded better to stress, had stronger social skills and being generally more successful.

The children were followed for over forty years and over and over again, the two marshmallow groups proved themselves to be higher achievers. In other words, the ability to do the hard thing and delay gratification for all of us is a critical tool for our life and horsemanship success.



*"It's not what we do once in awhile  
that shapes our lives. It's what we  
do consistently."*

~ Tony Robbins





A man with a beard, wearing a dark cowboy hat with a feather and a purple patterned scarf, is holding a brown leather rope. He is standing next to a light-colored horse. The background is dark and out of focus.

# WAYS TO BUILD YOUR WILLPOWER

What if you were the type of person who could do what you needed to do whether you felt like it or not?

“Improving your willpower is the surest ways to a better life.”

~ Roy Baumeister

1. How you think about willpower matters.
2. Play offense instead of defense.  
100% is easy 99% is hard the extra 1% makes all the difference (burn your ships).
3. Number one boost in the moment...
  - a. Pause & plan mindset versus fight or flight
  - b. 4 - 6 breaths per minute
  - c. Breathe in to a count of 4 out to a count of 6





# WAYS TO BUILD YOUR WILLPOWER

4. Number one way to build willpower is meditation (learn to control your mind).

a. Just a couple minutes of meditation or mindfulness per day can change everything.

5. Fundamentals:

a. Eat well

b. Move intentionally

c. Sleep 8+ hours

6. Do the tiny thing:

a. The 2 minute rule

b. 5, 4, 3, 2, 1

c. Develop good posture

d. Daily study

e. Finish what you start



A sepia-toned photograph of a person wearing a cowboy hat, riding a horse through a field of tall grass and wildflowers. The person is seen from behind, and the horse is also seen from behind. The background is a soft-focus landscape with more vegetation.

# HABITS OF A GREAT HORSE

1. Give to Pressure
2. Anticipate Everything
3. Stand like a Rock
4. Go when go, stop when stop
5. Be Willingly Guided
6. Respond versus React
7. Be a Team Player and  
a good partner
8. Say Yes!
9. Develop: work ethic, try & grit
10. Respector of Space
11. Trust



A person wearing a cowboy hat and a plaid shirt is riding a brown horse in a large, well-lit barn. The person is seen from the back, and the horse is facing away from the camera. The barn has a high ceiling with wooden beams and several windows. The text of the poem is overlaid on the image in a white, serif font.

# THE HABIT POEM

I am your constant companion.

I am your greatest helper or heaviest burden.

I will push you onward or drag you're down to failure.

Half of the things you do, you might as well turn

over to me and I will do them,

quickly and correctly.

I am easily managed but you must be firm with me.

Show me exactly how you want something done

and after a few lessons, I will do it automatically.

I am the servant of great people,

and alas, of all failures as well.

Those who are great, I have made great.

Those who are failures, I have made failures.

I am not a machine, though

I work with the precision of a machine

plus the intelligence of a person.

You may run me for profit or run me for ruin,

it makes no difference to me.

Take me, train me, be firm with me, and

I will place the world at your feet.

Be easy with me and I will destroy you.

Who am I? I am Habit.



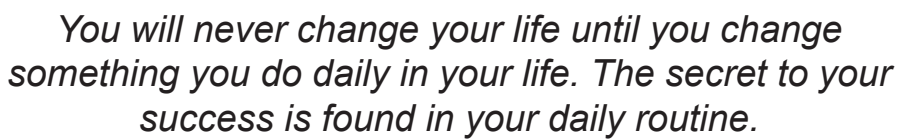


# 15 HABITS OF GREAT HORSEMAN

1. Be Present
2. Stretch Before You Ride
3. Do Groundwork
4. Focus on the Fundamentals
5. Study and Learn Daily
6. Challenge Yourself
7. Be a Leader
8. Learn from the Best
9. Ride with Better Horseman  
than You
10. Be Intentional
11. Ride with a Plan
12. Fire Drill Your Horse
13. Be Particular
14. Get Better Each Day
15. Smile



## This image shows a single sheet of white paper with horizontal blue or grey ruling lines. The lines are evenly spaced and run across the width of the page. There are approximately 20 lines visible. The paper has a slight shadow on the right side, suggesting it's resting on a surface.





# 6 LIFE HACKS THAT WILL IMPROVE YOUR LIFE

1. Two Minute Rule

2. 54321  
(Count Down to Greatness)

3. Power Posture

4. 100% is easy! 99% is hard!

5. Make Lists

6. Smile





# CREATING & EXERCISING GOOD HABITS

Habit Chart					
	Good Habit I would like to Instill	How Excited are you? (1- 10)	How much impact would it have in your life? (1-10)	How much commitment do you have towards it? (1-10)	Total
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					

Pick the Biggest number habit and instill: \_\_\_\_\_

\_\_\_\_\_

I have a habit of: \_\_\_\_\_

\_\_\_\_\_

I have continually done it for (30, 60, 120 days): \_\_\_\_\_

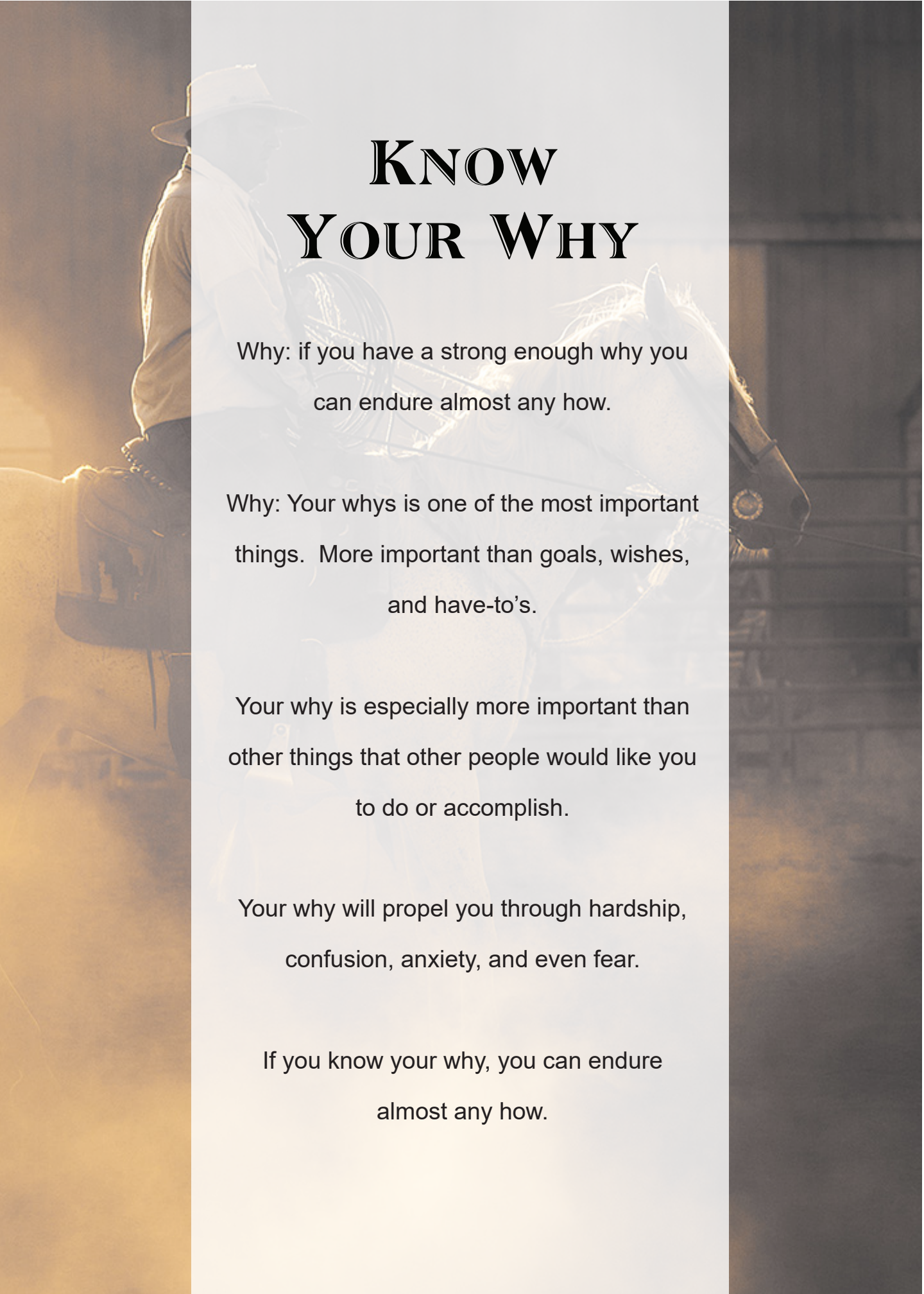
\_\_\_\_\_

It has improved this in my life: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_





# KNOW YOUR WHY

Why: if you have a strong enough why you  
can endure almost any how.

Why: Your whys is one of the most important  
things. More important than goals, wishes,  
and have-to's.

Your why is especially more important than  
other things that other people would like you  
to do or accomplish.

Your why will propel you through hardship,  
confusion, anxiety, and even fear.

If you know your why, you can endure  
almost any how.



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# GROUND WORK EXERCISES

1. Head up, head down
2. Be friendly
3. Pressure means move  
(Porcupine)
4. Back Up
5. Sending
6. Circling
7. Yo-yo
8. Squeeze



9. Side ways/ Sidepass  
(both directions)
10. Soft from the tip of their  
nose to the tip of their tail
11. Floppy leg
12. Pick me up from  
the fence
13. Smell your tail
14. Disengaging hind  
quarters
15. Front end across
16. Lead up- walk, trot

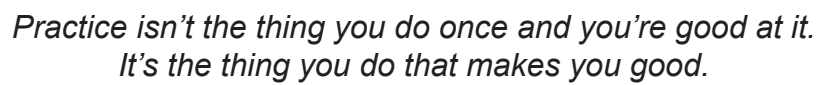


A background image of a cowboy wearing a wide-brimmed hat, a light-colored shirt, and a purple scarf, sitting on a horse. The horse is dark brown with a white blaze on its face. The scene is set outdoors in a sunny, open area with a fence and trees in the background.

## 22 THINGS EVERY HORSE OUGHT TO DO WELL

1. Stand
2. Stop
3. Walk
4. Trot
5. Canter
6. Back
7. Side Pass
8. Half Pass
9. Turn on the Forehand  
(disengage hind)
10. Turn on the haunches  
(a turn around)
11. Canter Depart
12. Lead Change
13. Rollback
14. Lateral Flex
15. Flex at the Poll
16. Counter Bend
17. Back Outside Circle
18. Back Inside Circle
19. Rate
20. Go Straight
21. Slow Down & Speed Up
22. Be Balanced

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# SEE IT THROUGH

When you're up against a trouble,  
Meet it squarely, face to face;  
Lift your chin and set your shoulders,  
Plant your feet and take a brace.

When it's vain to try to dodge it,  
Do the best that you can do;  
You may fail, but you may conquer,  
See it through!

Black may be the clouds about you  
And your future may seem grim,  
But don't let your nerve desert you;  
Keep yourself in fighting trim.

If the worst is bound to happen,  
Spite of all that you can do,  
Running from it will not save you,  
See it through!

Even hope may seem but futile,  
When with troubles you're beset,  
But remember you are facing  
Just what other men have met.

You may fail, but fall still fighting;  
Don't give up, whate'er you do;  
Eyes front, head high to the finish.

See it through!

~ Edgar Guest

# CATTLE WORK

Working with cattle can open up a whole new avenues both for you and your horse. Cattle work puts meaning to many of the advanced maneuvers that we work on. It will also point out and illuminate the weaknesses in your foundation and fundamentals. No matter what type of horse you ride its natural ability or level of training; cow work will improve both you and your horse!

***“On the other side of complexity is another form of simplicity.”***

~ Scott Peck





# COW WORK

These are a few basic exercises that will promote cow work success:

1. One rein rock back
2. Roll back on the fence
3. Back up and come through
4. Back outside circle
5. The Screw
6. Cigar Exercise
7. Circle, Stop, Swap
8. No cow, cow work

***"We are what we repeatedly do.  
Excellent then is not an act, but a habit."  
~ Aristotle***



# CATTLE HANDLING

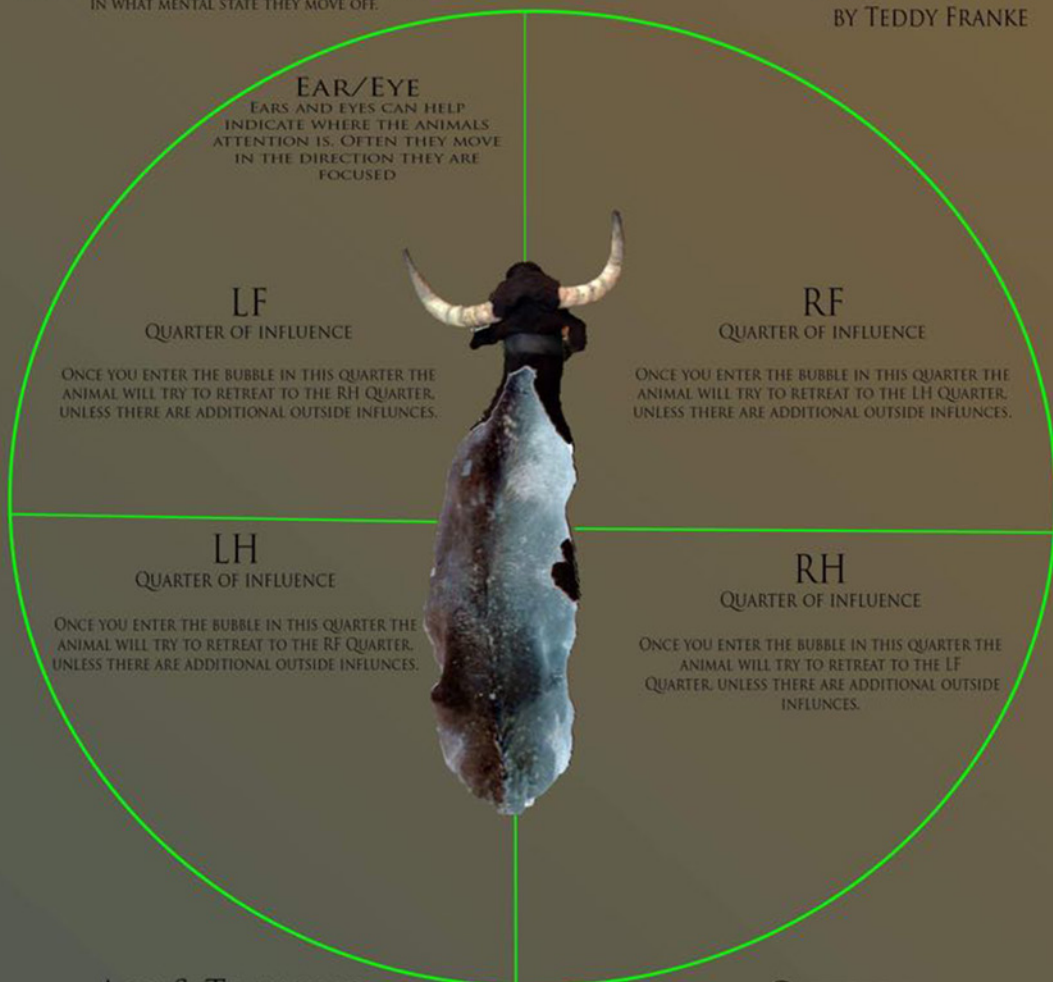
by Teddy Franke

## THE BUBBLE

ALSO KNOWN AS THE "FLIGHT ZONE."  
THIS IS THE AREA WHERE CATTLE WILL START TO SENSE A THREAT AND MOVE OFF. THE SIZE OF THE BUBBLE WILL VARY COW TO COW. THE ENERGY OR SPEED WITH WHICH YOU APPROACH THE BUBBLE WILL DETERMINE HOW QUICKLY, AND IN WHAT MENTAL STATE THEY MOVE OFF.

## THE BASICS OF HANDLING CATTLE

BY TEDDY FRANKE



## AGE & TRAINING

WITH GOOD HANDLING, CATTLE CAN BE TRAINED TO BE INFLUENCED EASILY BY A HORSE, DOG, OR HUMAN. POOR HANDLING CAN CAUSE THEM TO IGNORE PRESSURE. THE AGE OF THE ANIMAL IS ALSO A FACTOR. CALVES ARE NOTORIOUSLY UNPREDICTABLE.

## OUTSIDE INFLUENCES

ANYTHING THAT COULD PUSH, DRAW OR LINE OUT A COW. EXAMPLES COULD BE A FENCE, THE HERD, WATER, A CALF, OR ANOTHER PERCEIVED THREAT.



## This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and extend across the width of the page. There are no margins, text, or other markings on the paper.



### 3. Draw



# HABIT QUOTES

1. Willpower will get you going, habits keep you going.
2. You don't quit a bad habit. You replace it with a good habit.
3. "We are what we repeatedly do. Excellence then is not an act but a habit." ~ Aristotle
4. You got to pull the weeds before you plant the seeds.
5. Use your willpower wisely to instill habits that run on auto pilot.
6. You don't start as a hero in the beginning.
7. Newton's first law - an object at rest tends to stay at rest; an object in motion tends to stay in motion.
8. It takes time. Time is where the magic happens.
9. Whether you think you can or you can't, you're right.
10. The key to a habit is to start now.
11. Dozens of studies show that willpower is the single most important keystone habit for individual success.
12. Willpower is the queen of all ventures. Grit is the king.
13. Practice is the thing you do once you are good. It is also the thing you do that makes you good.



# USE SCIENCE TO BUILD GOOD HABITS

**S = Step ladder**  
Break it down so small, you can't help but be successful.

**C = Community**  
Surround yourself with the people you want to be.

**I = Important**  
Your desire to be has to take precedence.

**E = Easy**  
Make it so easy that you can't fail.

**N = Nero Hack**  
Change your mind.

**C = Captivating**  
All encompassing desire.

**E = Engrained**  
Habits are made second nature by number and time.

# HABIT FORMING

Que + Craving + Response +  
Reward = Habit



## 4 LAWS OF HABIT FORMATION

1. Make it obvious
2. Make it attractive
3. Make it easy
4. Make it satisfying





# HOMEWORK

1. Name three beneficial habits that you have started to do.
2. Name one bad habit that if you stopped doing today, would change your life for the better.
3. Pick a good habit and start it today.  
Document your progress over the next 30, 60, 90 days. If you miss a day, start the next day. No big deal.  
NEVER miss two days.
4. Stop your one bad habit now. How?  
Replace it with a good habit.
5. Make horsemanship a habit.

*"It's not what we do once in awhile that shapes our lives. It's what we do consistently."*

~ Tony Robbins

# BUILD A BETTER HORSE

Name: \_\_\_\_\_

Date: \_\_\_\_\_

Horse's Name: \_\_\_\_\_

Horse's Age: \_\_\_\_\_

How long have you been riding: \_\_\_\_\_

How many times per week are you committed to riding and working on your horse? \_\_\_\_\_

What is your horsemanship goal: \_\_\_\_\_

What is the goal for your horse: \_\_\_\_\_

Rate each item below on a scale from 1 - 10. 1 = worst, 10 being best.

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## Groundwork

Stand \_\_\_\_\_

Lead \_\_\_\_\_

Circle \_\_\_\_\_

Stop \_\_\_\_\_

Disengage hind \_\_\_\_\_

Front end across \_\_\_\_\_

Move off pressure \_\_\_\_\_

Back up \_\_\_\_\_

Squeeze \_\_\_\_\_

Head down \_\_\_\_\_

Head up \_\_\_\_\_

Side Pass \_\_\_\_\_

Touch all over \_\_\_\_\_

---

## Mounted

Stand to get on \_\_\_\_\_

Lateral flex \_\_\_\_\_

Walk \_\_\_\_\_

Trot \_\_\_\_\_

Canter \_\_\_\_\_

Stop \_\_\_\_\_

Turn on the forehand \_\_\_\_\_

Turn on the haunches \_\_\_\_\_

Canter Depart \_\_\_\_\_

Roll back \_\_\_\_\_

Flex at the pole \_\_\_\_\_

Counter Bend \_\_\_\_\_

Back outside circle \_\_\_\_\_

Back inside circle \_\_\_\_\_

Rate \_\_\_\_\_

Go straight \_\_\_\_\_

Slow down, speed up \_\_\_\_\_

Make a perfect circle \_\_\_\_\_

---

## Obstacles

Load in trailer \_\_\_\_\_

Tie and stand quiet \_\_\_\_\_

Ride alone \_\_\_\_\_

Respect your authority \_\_\_\_\_

Ride away from friends \_\_\_\_\_

Ride away from barn \_\_\_\_\_

Cross streams \_\_\_\_\_

Ride in group \_\_\_\_\_

Go where you ask \_\_\_\_\_

---

## Goals

What would you like to work on with your horse?

- 1) \_\_\_\_\_
- 2) \_\_\_\_\_
- 3) \_\_\_\_\_
- 4) \_\_\_\_\_
- 5) \_\_\_\_\_

Send to @scottdepaolohorsemanship on Facebook for additional accountability and encouragement!





# Reading List



## 1. *Willpower*

By Roy Baumeister

## 2. *Marshmallow Test*

By Walter Mischel

## 3. *The Willpower Instinct*

By Kelly McGonigal

## 4. *The Seven Habits of Highly Effective People*

By Stephen Covey

## 5. *Grit*

By Angela Duckworth

## 6. *The Compound Effect*

By Darren Hardy

## 7. *Superhuman By Habit*

By Tyman

## 8. *Atomic Habits*

By James Clear

## 9. *The Checklist Manifesto*

By Dr. Atul Gawande

## 10. *Stick With It*

By Susan Young

## 11. *The Power of Habits*

By Charles Duhigg

## 12. *How to Win Friends and Influence People*

By Dale Carnegie



# CONNECT WITH SCOTT

**facebook**

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Scott DePaolo Horsemanship



A man wearing a brown cowboy hat and a dark jacket is focused on working on the lower leg of a brown horse. He is in a stable or barn setting, with wooden stall doors visible in the background. The horse is standing patiently. The scene is captured in a soft, slightly blurred style, emphasizing the man's concentration and the calm interaction with the horse.

# TAKE AWAY

My greatest desire for you is that you would take these principles, practice them, and form positive habits that become second nature, that through these principles your horsemanship, humanmanship and lifemanship would come up to a new level of greatness !

Horsemanship = Humanmanship = Lifemanship.  
It's all the same.

Make it a Great Day & Happy Trails

*Scott DePaolo*



A full-page photograph of a cowboy on a brown horse, wearing a white shirt, a cowboy hat, and sunglasses, holding a lasso. The horse is running in a dirt arena, and a dark brown calf is being roped. The background shows a green fence and trees.

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by following Scott  
on Facebook, Instagram,  
& YouTube.**

**“To thine own self be true.”  
Act 1, Scene 3, Hamlet**

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and Jan and Linda Photo.**

**Book design by Wendy Hensley**