

REBORN CONTRACTORS NETWORK

FASTING ISN'T JUST FOR FOOD

The 9-Pillar Fast

Identify what isn't working. Let it go.
Capitalize on what is.

A guided fast across your 5 life pillars and 4 business pillars.

COACH THOMAS J. MIFSUD

Faith over fame.

Why a contractor needs a fast

Most owners don't have a **time** problem. They have a **weight** problem: too many jobs that don't pay, habits that drain them, commitments they said yes to out of guilt, and noise they never turned off. You keep adding, and nothing ever comes off the truck.

A fast is an intentional, time-boxed decision to go without something so you can see clearly and make room for what matters. People have fasted from food for thousands of years for exactly that reason: clarity, discipline, and renewal. This guide applies the same principle to all 9 pillars of your life and business.

You can't build on what you won't let go of. Foundation first. Then capacity. Then growth.

The 9 Pillars

5 Life Pillars	4 Business Pillars
Mental · Emotional · Physical · Spiritual · Financial	Production · Profitability · Processes · Predictability

The fast in 3 moves

1. IDENTIFY Find the drains. For each pillar, list what's costing you energy, money, focus, or peace without giving anything back.

2. RELEASE Pick one or two things per pillar and go without them for 21 days. Not forever: 21 days. Long enough to feel the difference, short enough to commit.

3. CAPITALIZE Pour the time, money, and energy you freed up into what's already working. That's where the growth hides.

Ground rules: Write it down. Tell one person what you're fasting from. Expect it to be uncomfortable in week one; that's the point. Don't fast from things that keep you safe, healthy, or legally compliant. Talk to a doctor before any physical or food fast.

STEP 1: IDENTIFY

The 9-Pillar Drain Scorecard

Score each pillar from 1 to 5 on how much it's draining you right now. 1 = barely, 5 = it's crushing you. Your two highest scores are where your fast starts.

Pillar	What's draining it?	Drain 1-5
Mental		
Emotional		
Physical		
Spiritual		
Financial		
Production		
Profitability		
Processes		
Predictability		

My two heaviest pillars:

PART 1

The Life Fast

Your business can only be as strong as the person running it. Start with you.

LIFE FAST

Mental

What you let into your head all day.

Signs you need to fast here

- Endless scrolling, news, and doom content before bed
- Re-running yesterday's arguments and bids you lost
- Saying yes to every 'quick call' that breaks your focus
- Keeping every job, number, and deadline in your head instead of on paper

Swap in: a 15-minute planning block each morning, one book or podcast that makes you better, and a brain dump at the end of the day.

Ask yourself

- *What thoughts or inputs leave me worse every time?*
- *What would I do with an extra hour of clear thinking a day?*

For the next 21 days, in my Mental pillar I'm fasting from:

I'll put that time, money, or energy into:

Emotional

What you carry that isn't yours to carry.

Signs you need to fast here

- Resentment toward a past partner, customer, or employee
- Needing everyone to like you (including bad-fit clients)
- Bottling stress and taking it out at home
- Guilt-driven yeses

Swap in: one honest conversation you've been avoiding, and one weekly check-in with someone you trust.

Ask yourself

- *Who or what am I still carrying from last year?*
- *Where am I saying yes when I mean no?*

For the next 21 days, in my Emotional pillar I'm fasting from:

I'll put that time, money, or energy into:

Physical

What you put in and what you skip.

Signs you need to fast here

- Energy drinks, fast food on the drive, and skipped meals
- Working through sleep
- 'I'll start working out when things slow down'
- Alcohol or substances used to wind down

Swap in: water first, a real lunch, a set shut-off time, and 20 minutes of movement a day. Talk to a doctor before changing how you eat.

Ask yourself

- *What does my body keep telling me that I keep ignoring?*
- *What one habit would give me the most energy back?*

For the next 21 days, in my Physical pillar I'm fasting from:

I'll put that time, money, or energy into:

Spiritual

What crowds out purpose, peace, and the bigger picture.

Signs you need to fast here

- Filling every quiet moment with noise
- Measuring your worth by this month's numbers
- Skipping the practices that ground you (prayer, reflection, worship, gratitude, whatever yours are)
- Chasing recognition over calling

Swap in: 10 quiet minutes to start the day, a gratitude list, and time with people who share your values.

Ask yourself

- *What am I building this for?*
- *When did I last feel at peace, and what was different?*

For the next 21 days, in my Spiritual pillar I'm fasting from:

I'll put that time, money, or energy into:

Financial

Where money leaks without anyone noticing.

Signs you need to fast here

- Subscriptions, tools, and memberships you don't use
- Impulse equipment buys and 'deals'
- Lifestyle creep every time a big job pays
- Not paying yourself first or not knowing your real numbers

Swap in: a weekly 30-minute money review, an automatic transfer to savings, and one leak plugged each week.

Ask yourself

- *What did I spend on last month that gave nothing back?*
- *What would one extra month of runway change for me?*

For the next 21 days, in my Financial pillar I'm fasting from:

I'll put that time, money, or energy into:

PART 2

The Business Fast

Now cut what's draining the company so the company can carry its own weight.

BUSINESS FAST

Production

Work that keeps the crew busy but doesn't move the business.

Signs you need to fast here

- Small 'favor' jobs that wreck the schedule
- Rework caused by rushed starts
- Jobs outside your sweet spot that you take because you're scared to say no
- The owner doing tasks a crew lead should own

Capitalize on: the job types you do fastest, best, and with the fewest callbacks. Book more of those.

Ask yourself

- *Which jobs give me the most headaches per dollar?*
- *What am I doing that someone else should own?*

For the next 21 days, in my Production pillar I'm fasting from:

I'll put that time, money, or energy into:

Profitability

Revenue that doesn't turn into profit.

Signs you need to fast here

- Underpriced bids and 'we'll make it up on the next one'
- Customers who always want a discount
- Change orders you never bill
- Low-margin services you keep out of habit

Capitalize on: your highest-margin service and your best 20% of customers. Raise prices where you're the obvious choice.

Ask yourself

- *Which customers or job types lose me money?*
- *Where am I leaving change orders and markup on the table?*

For the next 21 days, in my Profitability pillar I'm fasting from:

I'll put that time, money, or energy into:

Processes

Chaos you've accepted as normal.

Signs you need to fast here

- Bidding from scratch every time
- Texts and sticky notes instead of a system
- Meetings with no outcome
- Tools you pay for but nobody uses

Capitalize on: the one checklist or template that already works. Turn it into the standard and train it.

Ask yourself

- *What do we redo every week that should be a template?*
- *Which tool or meeting could disappear tomorrow?*

For the next 21 days, in my Processes pillar I'm fasting from:

I'll put that time, money, or energy into:

Predictability

Surprises that keep you reactive.

Signs you need to fast here

- Living job to job with no pipeline
- No weekly numbers (cash, backlog, close rate)
- Cash flow guesses instead of forecasts
- Depending on one customer, one GC, or one salesperson

Capitalize on: the lead source that already works. Feed it, track it weekly, and build a 90-day pipeline.

Ask yourself

- *What surprised me last quarter that I could have seen coming?*
- *Which 3 numbers would let me sleep at night if I tracked them weekly?*

For the next 21 days, in my Predictability pillar I'm fasting from:

I'll put that time, money, or energy into:

STEP 2: RELEASE

Your 21-Day Fast Plan

Pick no more than **two life pillars** and **two business pillars**. Trying to fast from everything at once is how fasts fail.

Pillar	Fasting from	Replacing with	Told

Weekly checkpoints

Week 1: Withdrawal. It will feel uncomfortable. You'll notice how often you reach for the old habit. Write down every time.

Week 2: Clarity. The noise drops. You'll start seeing what actually moves the needle. Write down what you notice.

Week 3: Momentum. Freed-up time, money, and energy start compounding. Decide what stays gone for good.

What I noticed this week:

STEP 3: CAPITALIZE

Double down on what's working

A fast isn't just about subtraction. The whole point is to make room. Once you've cut the drains, put everything you freed up into the few things that already produce results.

The 3 things already working in my life:

The 3 things already working in my business:

Where I'm reinvesting the time, money, and energy I freed up:

What stays gone for good after 21 days:

Fast from what's draining you. Feed what's building you. That's how you go from Crashing to Coasting to Climbing.

NEXT STEP

Know exactly where to fast first

This guide works best when you know which pillar is actually cracking. The **9-Pillar Foundation Assessment** scores all 9 pillars in about 7 minutes and tells you whether you're Crashing, Coasting, or Climbing, plus your weakest pillar and your first fix.

9-Pillar Foundation Assessment (\$4.97)

reborncontractorsnetwork.com/assessment

Find your weakest pillar.

The 9-Pillar Foundation (Book)

reborncontractorsnetwork.com/programs

The full framework behind the fast.

Reborn Contractors Network

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Weekly Thursday calls and a private group of contractor-owners climbing together.

Free Foundation Strategy Call

reborncontractorsnetwork.com/programs

Talk through your fast and your next step with Coach Thomas.

Faith over fame.

Coach Thomas J. Mifsud

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