I asked what's the difference between a thousand a month and two thousand a month. And I don't mean a thousand a month, right? I could figure that out.

我来问一下，一个月挣一千，和一个月挣两千，有什么区别？用两千减去一千然后得到一千？我指的不是这样的差别。这个数我自己能算。  
But what, what makes the difference? Why would one person do twice as well three times as well? Speaking economically, now I know there's more than one way to do well. I understand that.

我想问的是，到底是什么造成了这样的差距？为什么一个人能比别人做得好两倍，好三倍？从经济角度讲，我知道，要做得好，方法不止一个。我明白这个道理。  
But in this little narrow(狭窄的，有限的；勉强的；精密的；度量小的) area called compensation(补偿；报酬；赔偿金), what's the difference? Well back then, with my faulty thinking, I'm trying to reason it out.

但是，从价值补偿的角度看，不同之处到底是什么？以前，以我那有缺陷的思维，我就已经开始思考其中道理了。  
I thought well maybe time makes some of the difference. Right? Some people do better because they have more time.

我想，也许，是时间造成了这样的不同，对吧？有的人做得更好，因为他们时间更多。  
I used to say Harold ought to be able to do well. He's got a lot of time. If I had all of Harold's time, I could do well.

我以前经常说，Harold应该做得比我好，因为他有很多时间。如果我有像他那么多的时间，我也能做好。  
Now that's got to be dumb(愚蠢的), right? Number one, you can't get somebody else's time.

这样想很愚蠢，对吧？首先，你不可能得到别人的时间。  
A guy says to me one time. He says, you know, if I had some extra time, I could make some extra money. 以前有个人跟我讲，如果我有额外的时间，我就能挣到额外的钱。  
I said, then, forget it, there isn't any extra time. Hey, when the clock strikes 12 midnight, that about wraps it up, right? I mean, you can look around the gongs(锣) there for a little more, but it's over. 我说，那就别指望了吧，因为你根本没有额外的时间。午夜时分，当挂钟指针走到12那里，这一天就结束了，对吧？你可以在大钟的周围找找看看还有没有多出来的时间，但事实上一天已经结束了。  
You say to the guy, what are you doing. He said, looking for extra time. See they'll come and take you away, right? There isn't any more time.

你问那个人，你在做什么？他说，我想找额外的时间。时间自然会到来，它们也会把你们带走。但是，没有额外的时间这一说。  
Now if you can't get more time, which you can't, what could you get more of that would make a difference in economic results? And here's the key word. Make it a part of your notes. We're going to consider it tonight. The word is, value.

如果你得不到额外的时间，你要获得更多的什么东西，来让自己挣到更多钱呢？我来说一个关键词，请你把它记到笔记里，我们今晚也会思考它。这个词就是，价值。  
And I have a little phrase for your notes. Value makes the difference in results. Value makes the difference.

我有一句话，请你记下来。价值不同，结果就不同。价值是决定因素。  
You can't get more time, but you can create more value.

你得不到更多的时间，但是你能创造更多价值。  
Now here's the first lesson of economics. Everybody should learn it from the time they're old enough to understand what a dollar means, how to earn one, how to get one, how to keep one, what to do with it.

这就是经济学的第一课。当一个人长大了，能够明白一美元是什么，如何挣到一美元，如何得到一美元，如何保管好一美元，如何使用一美元，那么他就应该学习这一课的道理。  
First lesson of economics. We primarily get paid for value. That's lesson one. Bringing value to the marketplace, that's how you get paid. You don't get paid for the time. I know it takes time to bring value to the marketplace, but you get paid for the value, not the time.

经济学的第一课，主题就是，我们创造价值，所以我们得到报酬。这就是第一课。为市场带来价值，你就会得到报酬。你不会因为付出时间而得到报酬。我知道，要想把价值带到市场上，需要时间，但是，你因你创造的价值而得到报酬，而不会因为你付出了时间而得到报酬。  
Now since that's true, here's one of the key questions of the evening.

既然这是对的，今晚的其中一个关键问题就来了。  
Is it possible to become twice as valuable at the marketplace and make twice as much money in the same time?

是否有可能做到，在市场上创造两倍的价值，同时能挣得两倍多的钱？  
Could you become three times as valuable make three times as much money in the same time?

你是否能创造三倍的价值，同时挣到三倍的钱？  
Is that possible? The answer is, yes, if, and it's always if, right? Life is known as the big if. Harry Truman once said, life is iffy(adj. 未确定的；富于偶然性的；可疑的). How true!

这有可能实现吗？答案是，有可能，如果…… 又来了，又是如果。生活就是一个巨大的假设。Harry Truman曾经说过，生活就是充满了假设，这句话太真实了！  
And here's the big if. We're going to consider it tonight. It's possible to do much better at the marketplace if you go to work primarily on yourself. And that's the theme of our seminar(讨论会，研讨班) tonight. Learning to work primarily on yourself.

这就是一个巨大的假设。我们今晚会对此进行思考。如果，你首先提升自己，那么就有可能在市场上做得更好。这就是今晚我们这个研讨会的主题，学会首先提升自己。  
People have asked me for the last 24 years, how do you develop an above average income? And the answer is become an above average person.

过去这24年来，人们问过我很多次，你是如何让自己的收入高于平均水平的？答案就是，要成为一个比平均水平更优秀的人。  
Develop an above average handshake. Some people want to be successful. They don't even work on their handshake, as easy as that would be to start on. They let it slide. They don't understand. 握手，也要高于平均水平。有的人想成功，但是他们连怎么握手都不去练习，这样的开头多简单啊。但他们忽略掉这样的事情，他们不明白其中的意义。  
Develop an above average smile. Develop an above average excitement. Develop an above average interest in other people. Develop an above average intensity(强度；强烈；[电子] 亮度；紧张) to win.

微笑，要高于平均水平。激动的情绪，要高于平均水平。对他人的兴趣，要高于平均水平。对胜利的渴望，也要高于平均水平。  
See? That'll change everything. Probably one of the most frustrating experiences in life is looking for an above average job with above average pay without becoming an above average person. It's called frustration.

明白了吧？这将会改变一切。也许，人生中，最沮丧的事情，就是，想找到工资高于平均水平的工作，自己却不是一个比平均水平更优秀的人。这才是真正令人沮丧的事情。