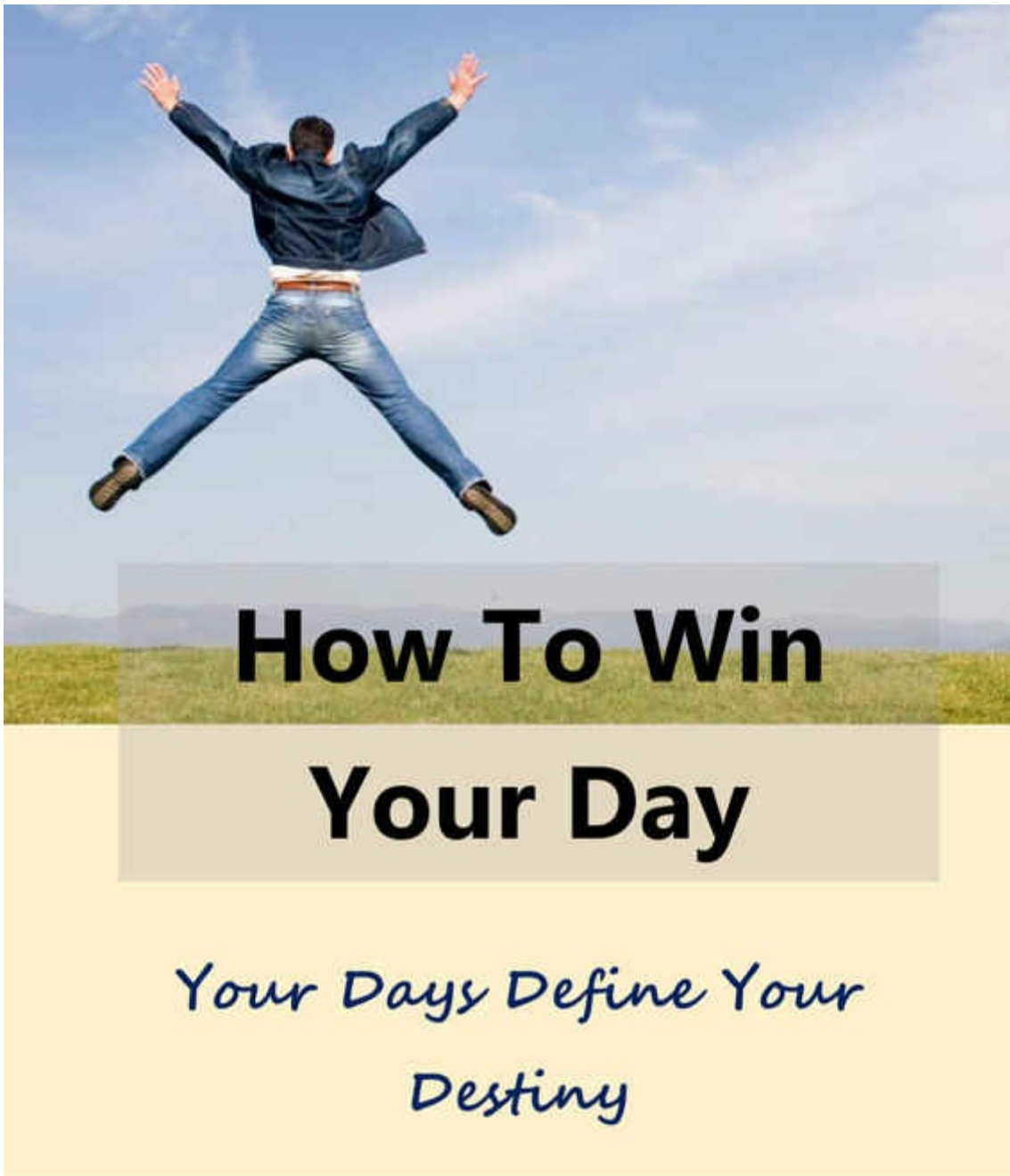
The background of the cover is a vibrant, low-poly illustration. On the left, a jagged, red and orange rock formation rises vertically. A silhouette of a person in a climbing harness is shown in mid-air, having just jumped or fallen from the edge of this formation. The sky is a mix of bright yellow and orange, suggesting a sunrise or sunset, with soft, wispy clouds. In the bottom right corner, there are more jagged, low-poly rock formations in shades of red, orange, and yellow.

VOLUME 1

# **HOW TO WIN YOUR DAY**

**PRASHANTH SAVANUR**



*I love u Rachu*  
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## **Dedication**

The only way we can show gratitude to our teachers is by passing on the knowledge that we have learnt from them. This book is dedicated to my guru Balakrishnan, to my inspiration Sachin Tendulkar, and to my family and friends.

***"Success is nothing but few disciplines  
practiced every day."***

***- Jim Rohn.***

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# Chapter 1:

## What's in a DAY

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When you read the title “**How to win your day**” the first question that would have come to your mind is, “**What do you mean by ‘your day’?**” or “Which day is he referring to as ‘your day’?”

*“Is it your birthday?”*

*Or*

*“Is it our anniversary day?”*

*Or*

*“Is it the first day of the year?”*

The word “your day” simply refers to the day when you get up with full energy. It’s the day when you can get up with all your strength renewed to overcome the obstacles and challenges that come your way. It’s the day to continuously improve, and to not only fulfill our dreams, but also help others to achieve their dreams.

It’s the day where your spouse feels that he/she has the best wife/husband, your parents feel they have the best son/daughter, and your children start feeling that they have the best parents in the world.

Is it possible? Yes!

Will all of this happen in a day? No.

All of these will not happen in a single day, but we all have the capacity to bring them to each day of our life. We all have the chemistry, the making to enjoy every single day of our life and to make it count. The only way we can achieve that is by winning each day of our life.

If we flash back to our past, the exact occasions when someone in our place of work, at home, or in our neighborhood, came and hurt us with spiteful words such as: “You are useless person”, “Nothing can change you”, “You are stupid”, “I don’t think you can make it”. Whenever people challenge our ability to do something, we’ve all made these statements in response: “One day I will show him/her who I am, and what I am capable of”, or, “One day I will do this”.

One day does not necessarily mean a single day, but it can be anything we have always focused on to do or achieve in the future, or the very things we've achieved in the past. Many of us have the enthusiasm, the zeal for one week, and before we know it we've lost it and we are back to square one.

There is no one day until we realize that *today* is that one day where we possess all the energy we need to achieve our dreams. It is neither the past nor future, but the *present* that matters.

***“Yesterday is HISTORY, tomorrow is a MYSTERY, but today is a GIFT. That is why it is called PRESENT.”***

If you carefully observe your life, you will discover that it is completely based on energy levels. You would have experienced this situation before, especially at your place of work. When you resume work in the morning, you do everything given to you with full concentration, and you even enjoy it. But when the same work is set before you in the evening or at the end of the day when you are tired, you felt it very boring or tedious. What made the difference between the two cases? Your energy level.

This book focuses on how you can increase your energy level, and the best ways to maintain a consistent level throughout the day.

But why are we focusing on one day? Success is not all of a sudden, it occurs moment by moment in a progressive manner. If we have to be successful in life, it will never happen in just one day.

As a software engineer by profession, I'm always faced with challenges while designing software which I have to solve before moving forward. The way to solve these challenges is by dividing the problem into smaller pieces. Similarly, becoming successful in life is like a challenge that's been set in front of us, and the way to solve it is by dividing our life into days, taking each day one at a time.

***“Our days are our life in Miniature.”***

***-Robin Sharma***

If you want to be successful in your life, then you have to know “How to win your day”.

Will Smith said in one of his interviews that when he was a kid his father tore down a brick wall, then asked him to rebuild it. At first he and his brother thought it was impossible to do so, but they worked to replace one brick at a time, placing them as perfectly as possible. As they continued placing one brick at a time, they found that they had a strong wall in front of them within few months.



Will Smith said, “Never try to build a wall at the first attempt. Instead, go with an attitude that will lay bricks, and build the wall as perfect as possible”.

Similarly, if we look into our past we might see that we have made many mistakes. We have all tried to solve our problems and challenges in one shot. We’ve tried to build our Rome in a day, and many times we have failed in doing so and came to a conclusion that, “I can’t do this”, “It’s out of my reach”.

But now let’s not try to be successful in our life. Instead, let’s try to be successful every day. Let’s focus on things that we have to do every day so that we can ultimately win our life.

***“Our Future is created by what we do TODAY and not TOMORROW.”***

## **What’s in a day?**

A day has the potential for a new start. A day has the ability to draw lines to what ever happened yesterday. Every day carries potential for a new beginning, and it can take it to greater heights.

Our lives are made up of six pillars:

- Personal
- Family
- Intellectual
- Financial
- Social
- Spiritual

Most of us are making a big and common mistake: we are only focusing and trying hard to build and strengthen *one* pillar. Some people only focus on their personal pillar, some others only focus on their family, while most people focus only on the financial pillar, neglecting other pillars.

Whenever a monument is built, it’s expected that all the pillars are equally strong so that it can survive and last for centuries, standing strong during, and against earthquakes. If out of these six pillars only one of them is strong, then there is a higher tendency of the monument collapsing when a minute problem surfaces in that pillar.

When something happens and their money is lost to those who have given high importance and strength to their financial pillar, they will go mad. Some of them may

even go to the extent of committing suicide. When the ones that have given much more importance to their family loses the control over their family to the point where their families don't listen to them anymore, they can go into a serious depression.

All these things happen because we give too much importance to one particular area in our life, making it an aspect a priority. For us to really strike it in life there must be checks and balances. We need to develop every area of our life to meet standards for success. As we have learnt, our life is made up of days, and every day we have to work towards strengthening every area of our life. In this book, what we are going to learn will directly or indirectly help us to strengthen the six pillars of our life.

Many of us hesitate to think big because we have heard one negative statement or another that has settled into our subconscious mind. A hypnotherapist will call this "limiting belief".

***"If you want to achieve something, then you should be ready to sacrifice anything."***

When I heard this my reaction was like, "Oh man! Most of a person's achievements in life means having financial freedom."

So, upon hearing this statement, what comes to mind is that we have to sacrifice the enjoyment we have with our friends, the time we spend with our family and children, and even the time we spend on entertainment. Unfortunately, many people are doing this. The statement, like any other similar statements, has limited the belief of many, causing them never to rise above a certain level in life.

Yes! At the age of thirty, you have become the youngest Vice President in your company, but how will that matter to your kids? They just need you to spend some valuable time with them. If we are unable to give that, how can we call ourselves successful?

Yes! At young age you already have financial freedom, you have money to buy each and every thing you want, but how will that matter when you have no health to enjoy? What is the use of that financial freedom when you cannot enjoy your favorite foods?

After discussing and giving thorough thought to the statement, I actually found out what it meant. I understood that it's not that we have to sacrifice our happiness, our health, or the time that we spend with our love ones. The actual meaning of "sacrifice" is that we should be ready to sacrifice the extra time we spend in bed, the time we spend in front of TV or browsing the internet, and sacrificing the junk food which makes us unhealthy. It is about giving up the excesses in our lives.

Once upon a time there was a king who had four wives. He loved the fourth wife the most, adorning her with rich robes and treating her to the finest of delicacies. He gave

her nothing but the best. He also loved his third wife very much and was always showing her off to the neighboring kingdom. However, he feared that one day she would leave him for another.

He also loved his Second wife. She was his confidant, and was always kind, considerate, and patient with him. Whenever the king faced a problem, he could confide in her, and she would help him get through the difficult times.

The king's first wife was a very loyal partner and had made a great contribution in maintaining his wealth and kingdom. However, he did not love his first wife. Although she loved him deeply, he hardly took notice of her.

One day, the king fell ill and knew his time was short. He thought of his luxurious life and wondered, "I have four wives with me now, but when I die I will be all alone."

Thus, he asked the fourth wife, "I have loved you the most, endowed you with the finest clothing, and showered great care over you. Now that I am dying will you follow me and keep me company?"

"No way!" replied the fourth wife, and she walked away without another word. Her answer cut like a sharp knife into his heart.

The sad king went ahead and asked the third wife, "I have loved you all my life. Now that I am dying, will you follow me and keep me company?"

"No," replied the third wife. "Life is too good! When you die I am going to remarry!"

His heart sank and turned cold. He then asked the second wife, "I have always turned to you for help and you have always been there for me. When I die, will you follow me and keep me company?"

"I'm sorry. I can't help you this time!" replied the second wife. "At most, I can only send you to your grave." Her answer came like the lightning, and the king was devastated.

Then a voice called out, "I will leave with you and follow you no matter where you go".

The king looked up and there was his first wife. She was skinny, as she suffered from malnutrition. Greatly grieved, the king said, "I should have taken much better care of you when I had the chance."

In truth, we all have four wives in our lives. Our fourth wife is our body. No matter how much time and effort we lavish in making it look good on the outside, it will leave us when we die.

Our third wife is our possessions, status, and wealth. When we die, they will go to others.

Our second wife is our family and friends, and when we die, no matter how much they have been there for us, the closest they can stay by us is up to the grave.

And our first wife is our soul, our internal personality which often gets neglected in pursuit of wealth, power, and pleasures of the world. Our soul is the only thing that will follow us whenever we go, but we focus the least on it.

I strongly feel that you have already started giving importance to your first wife, which might be the reason why you have bought this book and started reading it. Only a few people buy non-fiction books, and 90% of the non-fiction will not be read further than the first chapter. Let this not be one of the other books which you have not finished.

This book contains all the things that I have learned from various teachers and implemented in the last five years. As you proceed with the next chapter, you will start getting many ideas and find solutions to many problems in your life. However, before proceeding with the next chapter, write down the problems to which you are trying to find a solution. By the time you reach the last chapter, you will have at least two solutions to each one of the problems on your list. So, let's rock and roll!

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# Chapter 2:

## Win the Battle of the BED

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This is the battle that everyone has to win to make every day “our day”. However, 95% of people fail, or give up within a week. In this chapter we’ll find a way to get up early every single day.

One common mistake everyone makes is that we’re always busy, trying to find what should be done to get up early, or how we can get up early, but we forget one important question.

*Why do we have to get up early?*

When we get up early, our **WILL POWER** is at its peak. Our will power increases when we do things that are difficult to do, and it depletes as we fail to do things which have been planned. Once our will power is at its peak, no one can stop us. We’ll have the confidence to face anything that comes our way.

*“Will power is like baking powder. Without it, we are flat. With it, we will rise.”*

The next major advantage of getting up early is that we get time for ourselves. Just think for a second. When was the last time you had time for yourself? If you’re already giving enough time for yourself, that’s awesome, but many people around the world are so busy in their day-to-day activities that they’re not able to find time to read their favorite author’s books, listen to music that they love, or able to learn the new things they desired.

When we get up late in the morning, our whole day is driven by the circumstances we face. When we get up late, we have to rush to our offices, and most of the time we end up arriving late. Since we are rushing from the morning, our mind will not be in calm state because now the work that ought to have been completed in four hours will take eight hours, or we may not make good decisions in our business lives. We end up failing, and not giving time to ourselves or our loved ones.

By just getting up early and planning our day, we can manage every area of our lives.

Now that we have the answer as to *why* we have to get up early, let us see what we have to do next.

Many times when we have to travel and our flight is at six or seven AM, we may have to reach the airport by four or five AM. During situations like this, we automatically wake up before the alarm rings.

Why?

The answer is because we know what we have to do, and why we have to do it. It means we know we need at least an hour to reach the airport. If we don't get up early, there's a chance we may be late, or we may miss the plane altogether. So, before we go to bed, we'll set our minds to the idea that we have to wake up early.

In a similar way, we set our minds into the idea that we have to get up early and go for walk or a jog first. But in this case we won't get up, even after the alarm rings. This happens because our mind doesn't have a clear picture of what we have to do from the time we get up until we go to work.

Let's assume our work day starts at seven in the morning and we plan to get up six AM. Our mind should know in advance what that we have things to do from six to seven A.M. This puts a plan in place.

People who have achieved great feats say that the morning is the golden hour. When we get up we're like a fully recharged battery with full voltage, and we will have all the energy we need to achieve our dreams. Morning hours are like a train engine, and just like a train engine has the capacity to pull the whole train, our morning hours have the same capacity to take us to the next level, to pull us through the hurdles of the day.

One last reason why I get up early is that when I get up, I am literally two to three hours ahead of the world. While your competitors are still sleeping, you're preparing to win the day. Imagine that while all the people are still struggling to get up, we're already set to create wonders.

Getting up early will help you to plan your day. You'll reach the office on time while others are still stuck in traffic. Since we reached there on time, we have some time to settle down and set our minds towards our work. By doing this we will finish four hours of work within only three hours. By just getting up early, we are increasing our performance in the workplace. If getting up early improves our business, we're able to build a better family. It's worth getting up early!

**Somewhere a small voice is telling us:**

“Yes! I have to do this!”

“Yes! I can become the best employee.”

“Yes! If I follow this concept, my business *will* grow.”

“Yes! I can make my family the best.”

Your mind has already told you of the beautiful things that will happen to you if you get up early. With those things in mind, you start thinking that by reducing the time you'll be able to sleep, you'll do better overall.

WAIT! After reading this, you'll be pushed to get up early. You'll feel pumped, saying, “Yes, I have to get up early!” But until we get to know why and what we have to do to get up early, our mind will not support us in this process. If our mind does not support us, then this will turn out to be one more plan which will happen for two days and then will be dropped, thinking, “It's not for me”.

**So, to make it simpler, I have divided my morning hour as so:**

First, 20-25 minutes are spent on my health.

Next, 20 minutes will be spent on my mind.

And last, 30 minutes is spent on updating my knowledge.

I do the necessary planning the night before so that my mind is prepared to get up on time.

## **Working on our body**

Working on our body doesn't mean only jogging or walking. Engage yourself in any of your favorite sports such as football, cricket, or, if you enjoy dancing, just dance for twenty minutes. If you love water, then swim. You can do any kind of exercise. The basic rule is whatever activity you like, do it until you can't catch your breath and your whole body starts sweating, then allow your body to recover.

Imagine that all your goals are achieved. You have a beautiful mansion, millions of dollars, but every now and then your body breaks down. You're not able to enjoy your favorite food. You're not able to play with your children and grandchildren. What was the use of achieving all your goals?

On the other hand, if you have kept your health at its peak, then the goals which you have planned to achieve in ten years will be achieved in seven. The better the condition of our body, the better our minds work. The better our minds work, the higher the chances of reaching our goals becomes.

\*Some of the little habits which have helped me to get up early are shared at the end of the chapter.

# Working on our mind

How many times have we felt like our head is going to burst from the pressure?

How many times have we felt like: “Why didn’t I get this idea before?”

or,

“Oh! If I had thought a little bit deeper about this, I would have gotten the answer.”

How many times have we faced situations when we don’t know what to do? When our mind is totally confused and we don’t know what our next step will be?

We face such situations frequently because our mind is not trained, or it’s not ready to handle such situations. The only way to easily handle such situation is by making our mind strong. The only way we can make our mind strong is by doing **NOTHING**. Yes, you heard me right. Doing nothing can make our minds stronger.

Doing nothing is sometimes called “**Mind calming**”. Some people call it “**Solitude**” and others call it “**Meditation**”.

Just imagine a bucket of water that is so full of filth that we cannot see through to the bottom of the bucket. But if we give it some time the dirt settles, and we are able to see through the clear water. In the same way, whenever our mind is full of thoughts and we are unable to make a decision or are not able to find a solution to our problems, we have to allow our mind to calm down. This we can achieve with meditation.

Before doing meditation our mind will be like a sea. Thoughts will be coming continuously like waves, but once we start practicing meditation every day, our mind will become like the still water in a pond. Throw a big stone into the sea, and we will not see much change. It is like any big idea that comes to our mind in an unsettling situation. It will not have any impact. But if our mind is calm like water in a pond, any small idea that comes to our mind will create ripples. That small idea can bring about big success in our life if we operate in a calm state of mind.

To calm our mind we need the support of our body, so it is always better to meditate once our physical exercise is over. Take twenty minutes to go to your room, or any place with minimal disturbance, sit in a comfortable position, and close your eyes. For the first ten to fifteen minutes your mind will be bombarded with thoughts. Let them come. You will not participate in any of the thoughts. Your focus should be only on your breathing. By the end of the tenth or twelfth minute, your mind starts calming and you will start enjoying the silence.

Once you start enjoying the silence, your body and mind comes together, and if you



practice this meditation regularly, then slowly your body will start responding to your thoughts. That is the reason why people say that they healed themselves by simple affirmation and meditation.

Once your body starts responding to your thoughts and words, that's the time you can cure any kind of health issue. But it takes some time and consistent effort.

“Hold on! Everyone tell us to do meditation and even tells us the benefits of doing meditation, but who will teach us how to meditate?” Right now this might be your question, and fortunately we have a solution for that too. Please go our website, [www.howtowinyourday.com](http://www.howtowinyourday.com), and go to the download section where you will get a free guided meditation audio file, or simply click this URL <http://howtowinyourday.com/#download>. It is a twenty minute audio file that has all of the instructions required to start meditation. Just follow the instructions, and after twenty minutes you will have a top of the world feeling.

As mentioned earlier, after this wonderful twenty minutes, our mind will be like still water. We will feel like a battery that is totally charged. The next thirty minutes will be the ideal time to upgrade our self, because our mind will be in a totally receptive mode.

## Working on our knowledge

According to a survey, both men and women won't complete a book (non-fiction or related to their profession) after they get out of college. If we make a habit of reading for just thirty minutes every day, we can end up completing a book in one month. The basic principle when it comes to our profession or business is,

***“Learn More to Earn More.”***

There was a woodcutter who was looking for a job. While searching, he came across a wood merchant and asked for a job in his timber yard. He got it. His salary was good, and so were the working conditions. For that reason, the woodcutter was determined to do his best. His boss gave him an axe and showed him the area where he was supposed to cut down trees. The first day, the woodcutter brought down fifteen trees.

“Congratulations!” the boss said. “Carry on with your work!”

Highly motivated by the words of his boss, the woodcutter tried harder the next day, but he only could bring down ten trees. The third day he tried even harder, but he was only able to bring down seven trees. Day after day, he was getting less and less trees.

‘I must be losing my strength,’ the wood cutter thought.

He went to his boss and apologized, saying that he didn’t understand what was going on.

“When was the last time you sharpened your axe?” the boss asked.

“Sharpen? I had no time to sharpen my axe. I have been very busy trying to cut down trees.”

While reading this story, many of us think, “I know this story. Why is he telling it again?” Yes, we all know this story, and we even know the moral of the story, but my question is are you *implementing* it?

If **yes**, take your right hand and pat your back. You are doing awesome work.

If the answer is **no**, then it’s time to think over it.

Like the woodcutter, most of us have never updated our skills. We think that whatever we’ve learnt is enough. But just “good” is not good when “better” is expected. It is not only important to work harder, but it is also important to work “**SHARPER**”. The best time to sharpen our axe (update our knowledge) is in that time after our meditation.

***“If you’re not willing to learn, no one can help you. If you’re determined to learn, no one can stop you.”***

**Here are some useful ideas which I follow to get some quality sleep and still get up on time.**

Put the computer, tablet, and mobile away for thirty minutes before going to bed. Most people have a peculiar habit of watching the news before going to bed, but the news never shows positive news. Most of the time the news we watch will be negative, and during the night, whatever was the last thing we saw or listened to is what our mind will process throughout the night. So, it’s better to read a motivational book, listen to soft music, or plan for next day so that our mind calms down during the process and we can have a quality sleep.

Eat three hours before going to bed. It is always suggested to have light food during the night so that our food gets digested before we go to bed. If we eat until our stomach is full and try to go to bed, our sleep energy will be spent on digesting food and, when we get up in the morning, we feel a lack of energy. We start feeling that we didn’t get an adequate amount of sleep. Thus, we are forced to spend more time sleeping and, ultimately, when we get up we will feel sluggish because we’ve been sleeping longer.

This is a killer technique where we confuse our mind whenever we get up or the

alarm rings. The first thing our mind does is the calculation:

$$\textit{Time I woke up} - \textit{Time I Slept} = \textit{Total sleeping hours.}$$

From our childhood, we have learnt that the human body needs a minimum of eight hours of sleep. So, whenever we try to get up early, our mind starts calculating and tells us:

“You have not slept for 8 hours.”

“You did not have a complete sleep.”

“You may feel sleepy the whole day.”

So, how do we tackle it?

What if one part in the above calculation was missing?

Our mind cannot calculate the total number of hours slept. We are going to hide the time we slept so that whenever we get up in the morning, our mind cannot complete the calculation at that time. Then our mind comes to the conclusion that we had a complete sleep.

## How to hide that time?

What I normally do is make sure that I don't have any wall clocks in my room. I will finish my work and then go to bed at whatever time, but one thing I make sure of before I go to bed is that I will assume the time now is 9:30 PM. Whenever people listen to this technique, they laugh. Will it work? Is it so simple? Yes, it is this simple. Our whole life is very simple, but we humans have made it so complicated. Going further, we will get to know how easy it is to win our day. We will learn how easy it is to take control of every day, and ultimately, our life.

**At the end of every chapter, we have two sections:**

Action time

Miracle moments

Assume that after reading the whole chapter you did not understand anything, but you understood what actions you have to take and you start implementing them. Miracles are definitely going to take place in your life then.

You might know everything I'm going to say in this book, but ask yourself how much of it have you implemented? So, to give a clear picture of what happens if we take actions,

the result we get will be mentioned under the “Miracle moments”.

***“I am not scared of the person who has practiced 10,000 kicks once, but I fear the man who has practiced one kick 10,000 times.”***

***– Bruce Lee.***

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## Action time:

Fix a time that you want to get up, and try getting up at that same time every day.

Decide on what physical activities you will do once you are out of bed. It doesn't need to be the same activity every day. For the first three months, you jog. The next two months try swimming. Then for the next three to four months try the gym.

Reserve some time to sharpen your axe. Read something related to your field, preferably after your morning meditation.

Eat less in the night.

Start reading a book before going to bed. Keep your mobile phone away from the bed.

Decide the place and time where you are going to meditate.

If you are not able to follow what we discussed in any of the chapters, then read the chapter again, because:

***“Repetition is the mother of all learning.”***

## Miracle moments

For the first few days you will feel sleepy during the day time, but once getting up becomes routine, you will have higher energy levels.

You will have more peace of mind since everything is planned for the whole day.

You will have more confidence at work due to a constant knowledge upgrade.

Your health conditions are going to improve.

Your performance at the office will improve, and in turn, your income will increase.

You will get more time for yourself and your family.

# Chapter 3:

## Go With Your GOALS

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I know that after reading the last chapter, many of us will have decided to get up early and have started working on our body and mind. These morning rituals increase our energy level, and we will be enthusiastic throughout the day. But what is the use of having that energy and enthusiasm if we don't know where, and how to apply it?

Let's assume it's a long holiday and everyone at home is getting ready to go out. Everyone is packing their stuff, clothes, food, emergency medical kit, etc. You packed all your stuff and took the money required to spend during the outing. Everyone is ready, stepping out of the house, when you suddenly remember, "Oh! We have not planned where to go!"

***"The trouble with not having a goal is that you can spend your life running up and down the field and never score."***

***– Bill Copeland***

Most of us are in a similar situation; holding our luggage at the door and not knowing where to go. It is very important to know what we actually have to do. Whenever we see the word "GOAL", the first thing that comes to our mind is the goal setting we did on January 1<sup>st</sup>, and which did not last more than twelve days. It's this failure that we remember every time we see the word "GOAL", and our mind immediately tells us that "goal setting" doesn't work.

Since I always believe in doing things differently, let us see why we always have a hard time when it comes to goal setting and achieving our goals. We will see how to set goals in different ways. There are two types of problems we encounter when we want to achieve our dreams. People who are not able to fulfil their dreams are stuck in one of these two problems

1. Not having a goal towards their dreams.
2. Having a goal (but a huge goal) that they are unable to continue working on.



***“People with goals succeed because they know where they are going”.***

Let's see this situation with an example. Assume you have a dream that you want to take your health to the peak, meaning you want to have the best body, you want to reduce unwanted fat, and you want to improve your stamina.

## **Case 1**

You do not have any goal at all. You don't know what to do. You've tried a couple of things you were told by your friends, but within few days you lost interest, the zeal, and you stop.

## **Case 2**

Now assume you have a goal. You got to know that by running you can manage your weight and increase your stamina, and it's a more cost effective way where we don't have to spend money on a trainer or equipment. So let's say today is the first day. You got up at six AM, got ready with your running shoes, and started running. After ten years you've finally started the running. You ran for twenty minutes, but somewhere you heard a voice say “push yourself”, so you got motivated and completed thirty minutes of running. On the second day you again got up at six AM, but this time you ran for thirty minutes. On the third day when you got up you were in severe pain. The first thing your mind tells you is that, “I'm suffering from this pain because I am running”.

But the actual reason is because you have not run for the last the years and all of a sudden you ran for thirty minutes. Your intuition tells you to take a rest today. On the seventh day you will go in front of a mirror and see that nothing has changed. Not your weight, nor your stamina, and you will start feeling that it's not working, it's not going to work, and the show is stopped.

90% of the people are stuck in scenario two, where they will start with full enthusiasm and fail to persist until the end.

So, here is a solution which works for everyone and has worked like magic in my life. For those people who are in category one, never start working on anything without having a target end in your mind. Assume you want to reduce your weight. Set a number which you want to drop your weight down to because our mind always works to its



complete capacity when it knows the direction in which it has to work.

For those who are in category two, the main reason for encountering problems in your pursuit is either your goal is too big, or you don't have clarity. Let's assume increasing your stamina is your goal, but your mind is totally confused looking at your goal because it doesn't know how much stamina it has to increase and by when it has to be done.

So always be specific about your goal and the time limit. "I am going to run a 10K marathon in March." The statement clearly specifies how much stamina I should increase, and by when.

The next step is do not jump over the goal at once. Take it step by step. Once you complete one step, appreciate and honor yourself. Appreciation creates magic. It is a sign of encouragement. If people around you do not appreciate or credit you for work well-done, self-appreciation will go a long way towards working wonders in your life. For example, you decided to run 10K marathon, so start with a small jog of a half to one Km, then slowly keep increasing the distance. By doing this you will be motivated to do something more every day, and improve yourself.

But running the marathon is just an example. This technique can be applied to any of our goals.

*"Is it so simple?"* Yes, it is as simple as that. My teacher always says that "Life is simple and beautiful", but humans have made it so complicated that if someone comes and tells us that it is very easy to do this or that, then all we think is that something is wrong with them, or that what that person is saying is fake. We do this even before trying it just because we believe that things are never simple in life. But the reality is that "Life is very simple" if you know how to lead it.

Now that we know the techniques of achieving our goals, we just have to learn how to set them. These days we have learnt how to *set* goals, but somehow we've forgotten or are unable to figure out how to *achieve* them. It was like we bought a car but forgot to learn how to drive. Now that we know how to drive a car, it's just that we are waiting for a car to drive.

**During the early days when my teacher asked me to set goals, the goals I set were as follows:**

I want to buy a bike.

I want to change my job.

I want to buy a watch.

I want to buy a camera.

I know you are laughing, but that is the case with most of the people who do goal setting. Later, I got to know how setting goal should truly be done, and I am going to explain that now.

The primary thing that we have to keep in mind before, or when setting a goal is “**Happiness**” and “**Peace**”, which should be the paramount of all your goals. You can set anything as your goal, but once you achieve that goal your happiness and peace of mind should move to the next level. Our happiness and peace of mind will keep on improving by doing things which we love, not by getting things which we like. The above goal list only had a list of things I liked, and by getting those things I’ll only be happy for a day or two before I would be back to my old state.

A young kid wanted a bicycle. He thought that if his parents could get him a bicycle, he would be the happiest kid in this world. One fateful day, his parents bought him his favorite bicycle. He was so happy that he went and showed it to all his friends. He was proud to own a bicycle, but after a couple of years he was not so happy. He was not feeling excited anymore when he saw his bicycle. So, he felt that he would be happy if he owned a motorcycle. He started part time work. He worked very hard and saved his income for two years. At last, he got a brand new motorcycle.

He was so excited that he felt he would forever be happy. But the happiness did not last for many days, so he bought a car to see if he would find happiness in that. Unfortunately, he couldn’t find it. After making a lot of money as a young rich man, he then bought himself a big mansion and a helicopter for his own use. Initially, he felt good but after a while, but there was again emptiness in his heart. The happiness he was looking for was not in the helicopter or the big mansion.

After some time, one of his friends came and told him that he was going to Africa to help the poor kids, and asked him if he was able to join him. He decided to go with his friend. While helping the poor people who were in need, he felt very good. There was this joy in his heart he could not describe. He felt ultimate happiness when he saw a big smile on those poor people’s faces. He felt fulfilled for the first time in his life, and at that moment he realized that his happiness was hidden in helping others, and not in his possessions.

Similar to that man, we are also busy focusing on the things we need, but if you want to achieve that ultimate goal of happiness and peace, focus on what, and how, you do. Not on material things.

After reading this chapter, I want you to take thirty to forty minutes to go for a walk or sit in a silent place where there is less disturbance and try to find answers to the questions below.

- “What is it that I am ready to do at any cost?”
- “What is it that I want to do until my last breath?”
- “What is it that I am ready to do when the whole world is against me?”
- “What is it that I can take any risk for?”

For Sachin Tendulkar, it was “**Cricket**”, which was above everything else in his life.

For cricket, he sacrificed his studies and took the biggest risk in playing cricket as a profession.

For Will Smith it's "**Acting**", which has taken first place in his life. He is ready to give any level of commitment to his acting.

For Mahatma Gandhi and Nelson Mandela, their goal was to free their people and society from their oppressors. For that they were ready to take any risk, such as going to jail. They were even ready to die for their goal.

I am not telling you not to dream of your own car or dream of your own house. You can dream anything, but if you focus on *what* you do, then all these small things will come to you more easily, and with happiness.

Once you find the answer to those questions, and then try to write your goals based on the answers. Let's look at an example. Assume that you love talking to people, so when you analyzed those earlier questions you got the answer that you will become a trainer.

The main work or aim of a trainer is helping people, giving them more clarity, and showing people the way to happiness. Now your goals should be like the ones below.

**Goal 1-** I will help 1,000 people this year by transforming their lives in all areas.

Being a trainer, you should always upgrade your skills and knowledge so that you can share it with the people you want to help.

**Goal 2-** This year I will attend two workshops.

**Goal 3-** I will read four books.

**Goal 4-** I will attend one spiritual program.

**Goal 5-** I will attend yoga classes.

Since you have a family, kids, and a personal life, you should also take care of them.

**Goal 6-** I will start saving for my dream home.

**Goal 7-** My earning will reach a seven figure mark.

**Goal 8-** I will take my family on a vacation to "Australia".

Being a trainer you also have a small responsibility towards society.

**Goal 9-** I will help five underprivileged kids in their studies.

**Goal 10-** I will donate blood every six months.

This was a perfect example of goal setting. Our life is standing on all six pillars, and our goals should be based on them as well.

Personal

Family

Financial

Professional

Social

Spiritual

If we go through the goals we listed, it focuses on all the pillars of our life. These days we were focusing on a single pillar, which was financial. So, most times, other areas like our health, family, etc., are unbalanced, often disturbed, and lacking merits. If your goal setting focus on all of these areas, then you will feel like you have total control over your life. You will be like a captain of the ship and your whole life will be like a vacation.

A long time back there was a young man who was the son of an Itinerant who would go from stable to stable, racetrack to racetrack, ranch to ranch, training horses. As a result, the boy's high school education was continually interrupted. When he was a senior, he was asked to write a paper about who he wanted to be, and what he wanted do when he grew up.

That night he wrote a seven page paper describing his goal of someday owning a horse ranch. He wrote his dream in great detail, and even drew a diagram of a two-hundred acre ranch, as well as a plan for a 4,000 square-foot house that would sit on his dream ranch.

He put a great deal of his heart into the project, and the next day he handed it to his teacher. Two days later he received his paper back. On the front page was a large red F with a note that read "See me after class".

The boy went to see his teacher after class and asked, "Why did I receive an F?"

The teacher said, "This is an unrealistic dream for a young boy like you. You have no money, and you come from an Itinerant family. You have no resources. Owning a horse ranch requires a lot of money. There is no way you can ever do achieve that." Then the teacher added, "If you rewrite this paper with a more realistic goal, I will reconsider your grade."

The boy went home and thought about it long and hard. He asked his father what he should do. His father said, "Look son, you have to make up your own mind on this. However, I think this is an important decision for you."

Finally, after sitting with it for a week, the boy turned in the same paper, making no changes at all.

He said, “You keep your F, and I will keep my dream”. The young man did not give up on his dream. He achieved his dream, but the best part was that after some years the same school teacher brought thirty kids to camp out on his ranch.

When they were leaving, the teacher said, “I can tell you this now. When I was a young teacher, I was something of a dream stealer. During those years I stole a lot of kid’s dreams. Fortunately, you had enough gumption not to give up on your dreams.”

After reading, understanding, and setting our goals, we should be careful about the people like the teacher in the story. With full confidence about our goals, we can start sharing them with people in our family or outside. But there are also many people who are waiting to steal your dreams, to convince you that your goals are not realistic. Be careful about the people with whom you share your dreams and goals.

By setting a goal in the way mentioned earlier, we aren’t only moving towards our ultimate goal, but we are also making other people’s lives better and better.

***“If you are not making other’s lives better, then you are wasting your life.”***

***–Will Smith***

It doesn’t mean trying to change another person’s life. It means that on the way of achieving your dream, the lives of the people in your family and society should be affected and become better as well.

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## **Action time:**

Go to a silent place and find the answer for four questions.

Write the goals based on the answers you receive.

Make sure your goals focus on all six pillars of life.

Beware of the people who steal your dreams.

## **Miracle moments**

Now we know where we actually have to apply the energy generated during the morning hours.

When we have goals, we are ready to put more time and effort into achieving them.

When you are working and progressing towards your goals, you will have great confidence and peace of mind.

# Chapter 4:

## Just One STEP

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Many years ago, a farmer in the countryside was in a very bad way. He was unable to fulfil his obligations as the head of the family. One morning he went to his farmland holding a bag containing seeds and decided to give it one last try. “If I don’t make a profit this time, I will kill myself,” he vowed. The seeds he was holding were a rare species of bamboo, which can grow to be eighty feet tall.

With this final hope, he planted those seeds. Every day, day after day, he personally carried out watering the spots where he had planted the seeds. Every day he watched those spots carefully with a dream that the bamboo would grow soon.

With the same hope he continued watering the seeds every day. While the neighbor’s crops sprouted within weeks, his seeds had not shown any signs of sprouting, even after months. Since he had decided this was his last chance, he never gave up. He continued watering the seeds. Years passed by, but still nothing happened. Neighbors started laughing and giving their own suggestions that he might have planted rotten seeds, or that the seeds had died before they had gotten the chance to grow.

But the farmer didn’t bother with their words and gave no ears to their suggestions. He continued to haul water to the seeds. A couple more years passed. All of the other farmers had started with their second crop, but his farmland was still empty land. As time passed, the farmer started to doubt the seeds he planted. He started having negative thoughts. “Am I watering dead seeds? These seeds may not grow at all. Have all my efforts gone to waste?”

But there was small voice still saying, “***Keep going...***” The farmer trusted that voice, and again he continued to apply water to the seeds. Four long years passed, but still there was no result. All his savings had been spent in supporting his family. Every morning he used to put water on the seeds and sit on his farmland, looking at the spots and thinking, “The seeds may sprout now.” Looking at this farmer, the neighbors stopped laughing. They felt he had gone mad.

Another year passed. It had been five long years and not a single sprout came out of the ground. All of his savings were gone, and his hope was too. One morning he felt no point in waiting anymore, and as he had said before planting the seeds, that he would kill himself if there was no result, he decided to do just that.

But on the same day, something miraculous happened. He came running and shouting in the direction of his house. People thought that he had finally gone mad. He started crying with joy. He took his whole family to the field and showed them the green sprouts bursting out of the ground.

The farmer was dancing with joy. The neighbors who once were looking with pity, came and asked him if it has taken five years to sprout, how much time would it take to grow ten feet tall? “There’s no point in farming this kind of bamboo,” they told him.

But the farmer was so happy and excited that their words did not affect, nor bother him. Within the next six weeks, the bamboo grew to be ninety feet tall. The whole village was stunned, and everyone was amazed at what was happening. The seeds were a special type of bamboo called “Chinese bamboo”. For five years the bamboo grew beneath the surface, making its root strong so that it can support a height of eighty to ninety feet.

Like the farmer, each of us has that special seeds called “goals”. Once we start working, we may or may not get immediate results, but one thing that is important is to make sure that we continue the good work and be patient, just like the farmer.

According to recent studies, only 8% of people who set goals will achieve them. Why? What’s so special about those 8%? What is it that they do differently from us that makes them achievers?

Once in my workplace, a senior architect of my company came and asked me a question. “*How will you solve a problem?*” I was shocked, and I asked him back, “What kind of problem?” He answered, “*Any kind of problem.*” I was totally confused. Without knowing what the problem is, how I can solve the problem? With that confusion, I asked him back, “*What is the answer? How can we solve problems?*”

His answer was a mind opener for me. He said, “Just divide the problem into smaller pieces and start solving them one by one. This is the basic principle of Object Oriented programming.” His answer gave me clarity on why I had not been able to do the things which I know I had to do. The other 92% of people who set their goals and are not able to achieve them have the same guilty feeling. They know what to do, but somehow they are failing, and the worst part is that they can’t figure out the reason why.

When we were kids, we all had our own dreams that “I will be the richest man”, “I will fly an airplane”, “I will become like Pele”, and so on. But our teachers told us to “*think practical*”, “*think of the things you can achieve*”. By telling us things like that, they re-programmed our mind to become an engineer, or a doctor, or an ordinary person.

Somewhere in our life though we read a motivational book or met a trainer who made us believe that we could achieve all our dreams again. Dreams do come true. You might be wondering how I know that you have read a book or came across a teacher or person with positive thinking. You reading this book and sticking with it until the fourth chapter



automatically shows how much you want to achieve something great in your life.

The book or the trainer told us to think big. “Your Goals should be so big that it should frighten you. It should not allow you to sleep.”

However, there is a small gap between *dreaming* and *achieving* big goals. I am not asking you to stop dreaming. Actually, it is a very important part when it comes to achieving our goals. But to achieve these big goals we need a lot of focused effort for a long period of time. Our focus will always be interrupted by other things. It may be our personal life problems or issues associated with our professional life which can deviate our focus from the big goal. It ultimately shifts our thinking to “*It’s not the right time*”, or “*I will start this next month*”, and ends up pushing that goal to the next year, or in dropping it permanently. It’s not our mistake. The design of our mind is simply like that. If it doesn’t have a clear path or instructions to do an activity, then the mind tries to drop the goal because it’s not seeing any kind of results to get out of it. So, when we start towards the big goal and we don’t know how to achieve it, and after a little effort trying there is no result, we drop it.

## So what is the solution?

The solution that I discovered when I was faced with the same kind of situation is “**JUST ONE STEP**”.

When I first came across this concept, I was totally confused as to how we could reach such big goals by just going one step at a time.

***“It’s not about how big a step you take. It’s about how many small steps you take every day.”***

Achieving our goal mainly depends on our belief system. Our belief system is like a muscle; we have to work on it to make it stronger. It gets stronger and stronger when we do stuff which we can’t do, and by doing stuff which others thought we couldn’t do. The same muscle gets weaker when we fail and when we couldn’t do the things which we planned and thought could be done easily.

At the beginning of every year, and with great enthusiasm, we write a list of big goals and start working on them from day one. With full energy we keep working on our goals at the time when our belief muscles are the strongest. Since our belief is stronger, it will continue working on these goals for the first and second week.

But somewhere at the end of the third week a small seed of doubt sets in. As we

discussed earlier, since our goals are big and we are yet to see any result after two weeks of effort, our mind starts doubting the goals and our ability to achieve them. When we allow doubt to set in, our belief muscles start losing their strength, and ultimately those goals will be reluctantly moved to the following week or are even dropped completely.

So this is what we have to do. No matter how big your goal is, all you need to do is to take “**JUST ONE STEP**” towards your destination. Your goal might be writing a book, running a marathon, opening your own company, or anything for that matter. At the end of the day just ask yourself this one question: “Have I taken that one step today?” If yes, then feel proud and go to bed, or if not, spend fifteen to thirty minutes to do something about it before going to bed. Believe me, you will go to bed with the best feeling, and the good news is that the feeling continues on to the next morning.

When we start taking things one step at a time towards the goal, we will start gaining confidence that our goal can be easily achieved. We will start to build the momentum that is required for a long run. Once the momentum is built, BOOM! Everything will happen so fast that you will be astonished.

It's all about building the momentum like we saw in the farmer's story. The bamboo seeds were taking little steps beneath the surface to grow. They were trying to build the momentum needed for the journey ahead. Once the momentum is built, the results we get and the magic that happens will amaze everyone, including ourselves.

The only way to build momentum is by taking small steps every day towards what we want to achieve. Whenever you complete that day's task, or when you take that one step, take a break and appreciate yourself. You are the best. You can achieve any big goal. No goal is bigger than what you are capable of achieving, and appreciating ourselves is another way to make our belief muscle strong. Why wait until others appreciate you? You know you are the best, you are the masterpiece, so don't wait for other's appreciation.

There is a setback statement or thought that we need to get rid of in our mind. One big thought in our mind is, “Let me be perfect. Then I will do it.”

From our childhood, everyone has told us to think before acting, to get yourself ready before you take a step, don't rush, etc. We have been following these instructions carefully and we are so stuck in this thinking that we forgot to take the next step, which is *implementation*.

There was a survey carried out, the outcome of which revealed that people who have more knowledge and qualifications earn less income, and that people with less qualification earn more income. This is because the people with more qualification think more before taking a step. They will be analyzing until that analysis becomes paralysis, whereas people with less qualifications think less and try more. They may fail a couple

of time, but they are the ones who succeed later on. It's better to fail twice and succeed than sitting around and analyzing throughout your life.

***“You don't have to see the whole stair case. Just take first step.”***

No company started with the perfect plan, but it doesn't mean to not think at all. It's just that we don't get everything at the beginning. We have to take that first step towards implementation, and when we proceed all will come our way, working together for our good. (More on this will be discussed in later chapters.) The company that made it to great heights never waited until they had the perfect plan. They started on a little idea, and as they kept moving, their plan started to become more and more perfect.

From today, discard this statement. “If I do, I will do perfectly, or else I won't do.” There is nothing called a perfect start. You have to start on a good note and keep up the excellent pace until you come to the perfect end.

In 2013, I set a goal to complete a 10 Km marathon. Right from my childhood, the state of my health had not been great. In my early years I was suffering from Asthma, which kept me out of sports. It was a big challenge for me to complete the 10 Km, where in reality I was not able to run 100 meters at a stretch. I started practicing, and all I had was a month to do so. That was the very period I learnt about taking **“Just One step”**.

Running a 10 Km is a big goal, and my health condition at that time was not that good, so my belief in my goal was low.

To tackle this problem I started following one step at a time. I fixed my goal at 10 km, and then divided that into smaller pieces. The first thing I did was to plan the next morning every night, and that I would run a little more than I ran yesterday.

**Day 1:** I started jogging, and I ran about half a kilometer before my body sent a message of “I can't take anymore.” I stopped there and returned home by walking.

**Day 2:** With lot of body pain, I started running again. I was decided and determined to always run a bit more than I had the previous day. You know how I felt? Like I had already completed the 10 Km.

This continued for two weeks, and by the end of the second week I was able to run three to four km non-stop. A fellow who could not run 100 meters was covering two to three Km already at a stretch. This made me believe that I could do more. My belief system was growing stronger and stronger.

Slowly, I had started building the momentum by taking small steps every day. Exactly one week before the marathon, it was a Sunday. I thought that I would give my best and see exactly how far I could run. I started running around 6:10 AM and kept on running

until I reach a situation where I couldn't take one more step. When I stopped and checked how far I had covered, the result was shocking. I had ran continuously for fifty-five minutes and covered seven Km! I wasn't discouraged with fact that I could not make it to the 10 km mark, but I was already feeling like I had achieved something in life. One week later I completed the 10 Km marathon in sixty-five minutes and ten seconds without a single break. That was my biggest achievement to date. Until then I used to just watch my friends play, but on that day I was watched and appreciated by thousands of people who were cheering us on. I won't forget that moment in my life. This happened by taking **"JUST ONE STEP"**.

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## **Action time:**

I hope by now you have come up with a list of goals. Now it's time to take those goals and divide them into smaller parts.

Work wholeheartedly on one part of your goal at a time.

Appreciate yourself once you finish each part.

Try to do something every day to build that momentum.

## **Miracle moments**

Whenever you finish one part and move towards others, your belief muscle will get stronger.

You will start respecting yourself.

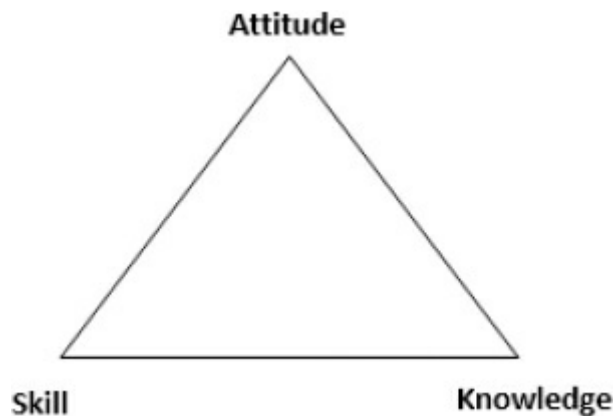
The confidence gained by taking that one step every day will be shown in all the work you do, and the world will see you as a confident person.

## Chapter 5:

### It's all about ATTITUDE

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We can start implementing the things we learnt in earlier chapters. We now have the abundant energy, and at same time we know where we really have to apply that energy. On many occasions we feel that we are doing everything right, but still the expected results are not coming. For now, whenever you are in such a situation, then “ASK” the triangle.



Whatever your profession, it might be sports, software, singing, dancing, training, or medicine, if you are putting forth efforts and keeping attitude, skill, and knowledge in mind, than at any given moment of time success will be on your side.

Many times in life we have seen people, especially in our school/college days, who know everything about a subject and seems to have every piece of knowledge regarding that subject. Yet when it comes to exams, he always performs below good marks, or the result he got were nowhere near related to his knowledge about the subject. On the other side, where another friend knows limited stuff and it comes to exams and results, he always comes out with excellent grades. The same scenario is there at our work place, or take any other phase of our life where we would have faced such a situation.

By now you might have guessed what may be the reason behind this. As the chapter name states, “It’s all about **ATTITUDE**”. Attitude is the basic requirement for any great achievement, and it’s attitude which separates these two categories of people.

***“Nothing can stop the man with the right mental attitude from achieving his goal; nothing on earth can help the man with the***

## *wrong mental attitude.”*

Unfortunately, I fitted into category one in my college days. I always felt that I had a considerably good amount of knowledge. But when it comes to my results, it used to be on the lower side. Fortunately, with the help of my teacher, today I have moved to category two, and it's time for you to move to category two where success will be with you.

Don't take my words the wrong way; that people with the correct attitude don't fail at all. They too fail, but the difference is that when they fail, they will know why they failed or they will have the mindset to find out why they failed. In other cases, if they fail they will be completely disturbed by it, and they will also disturb others. They end up blaming the reason of failure on others. When I used to fail in my college days, I put the blame on my teachers for not teaching properly, blamed my parents for sending me to a bad college, and the list goes on and on. But now I realized what the actual reason was, what I was missing those days. It's the problem with the attitude.

According to a report, 80% of the people who are working don't like their job. They are always waiting for the weekend, and most are eagerly waiting for the time when they can retire.

Most heart attacks happen on Monday between eight and eleven AM.

## **Why is it like this?**

**Is it our fault, or there is a fault in the way we look at things?**

*Just see what our feelings are when it comes to our office or business.*

“Oh... It's Monday again.”

“Again, I have to see the same ugly face of my boss.”

“Again, I have to work with those same idiots.”

“My company will never grow.”

“It was my bad luck. I joined this company.”

“No one knows my value.”

If it's a business man:

“These guys will never improve.”

“How many times have I told them that it's waste of time?”

“Why did I hire these guys?”

Just take a moment and think. Wherever we are in our life today, it's because of our job isn't it? We have a nice house to live in, even if it's a rented house, and it's because of our job. If you are able to make lots of money from a business, then it's because of our employees. If your family is having some good times and your children are getting a good education, it's all because of your job or business.

If you are a student, then how thankful should you be towards your institution and teachers? What you've learned from them is what you are going to use to develop yourself, to get jobs, or start your own business.

“Wait! Hold on! You do not know how horrible my company is. They don't recognize my talent and won't pay me well!”

There was a carpenter by the name of Chris who worked for a builder for several years. One day, Chris looked at his life and made up his mind to retire from his job. He approached his employer and told him about his plans to leave the job in order to live a leisurely life with his wife and enjoy his lovely, extended family.

The employer was not happy to see his best worker go away and asked for a favor; if he could build just one more house. Chris agreed and started working on his final project at the company. Since it was his last project, he worked half-heartedly and he said goodbye to working overtime.

He did not consider finding the best cement mixture, and also he did not include a swimming pool in his last project. He did not use good quality wood for the doors and window. The furniture design and quality was not good because he just wanted to finish this final job and retire. He never bothered to put in the same amount of effort to maintain the same quality as he had in his earlier projects.

The carpenter completed the whole project before the end date. He went to the builder and said, “I have finished the project. Now I will not be coming anymore. I want to retire and spend time with family.”

The builder replied, “Thank you! You have done an awesome job for me for the last two decades, and I am really sad to let go of such an extraordinary worker. For all the good work you have done for this company, the last house you built is a gift for you and your family. Please take the keys.”

The carpenter was totally shocked and was feeling very bad because he knew that the house he built was not the best. But now he and his family would live in that very house.

Isn't it the same with us also? We build our lives a day at a time, often putting less than our best into the building. Then, with a shock, we realize we have to live in the house we have built. If we could do it over we could have done it much differently, but we cannot go back. We are the carpenter, and every day you hammer a nail, place a board, or erect a wall.



“Life is a do-it yourself project.” Our attitude and the choices we make today will help to build the house we live in tomorrow.

I am not asking you to work in a company where you never liked working, or to work with people who never supported your business. If you do not like the company, if you do not like the management or the system, then change the job or go out and start a company. Show them how a company should operate. Hire the best people, give the best salary, recognize their efforts, and make your company a better place to work. Or if you love your job, love the company you work. Never have the wrong attitude towards your job, the company, or the people you are working with.

When you have the wrong attitude, it goes deep into your mind that: “I have a bad job. I am in one of the worst places to work. I have the worst boss,” etc. But if you continue to carry this attitude, very soon it will enter your subconscious mind, and it will be a big tragedy in the long run. Our subconscious mind is like Aladdin’s “Genie”. Whatever we feed our subconscious mind, it will try to manifest in the real world, whether it’s good or bad. Once we feed it the wrong things, then no matter how often we change our job, we will still get the so-called “worst job”, or no matter how much harder we worked, our efforts will not be recognized, or even how every talented employee we hire will be a liability to the company.

So, from now on let’s work on our attitude. Whatever the current position is in your office, just have the attitude that you are in the best company, you have the best employees working for you, you have the best team working with you, and that even the smallest of effort is getting recognized.

When I heard about correcting our attitude, the first doubt in my mind was that if my attitude was right, how would the boss who scolds everyone starts caring about me? How would my workers suddenly start putting more effort into their work? Or how would I get the best salary? The same questions might be there in your mind. Once our attitude is right, situations will automatically come where a boss who was scolding for every mistake starts ignoring your mistakes, or that person will be replaced by a better manager.

**But sometimes I feel if you have the:**

“BEST JOB”

“BEST MANAGER”

“BEST COMPANY”

“BEST SALARY”

Then anyone can perform and become successful in life. It’s the toughest time and condition where only tough people stand and others retire. This is where the champions

are separated from the losers. This is where men are separated from boys.

So, from today, let's have the best attitude towards work. Let Monday be the holyday for our work. Our co-workers and our employees are like our family. From tomorrow, start going to work with the attitude "I have the best job" and "I am working in the best company". When people around you have no idea about how attitude works, they will still be complaining about their job, boss, etc. Then you will try to explain to them what you learnt from this chapter and how their attitude and thinking should be towards the development of their company and their work.

The first time you explain it to them, expect a scolding from them. But with further explanation from time to time, they will begin to understand how much better it is to have a positive attitude towards their boss and company. This is the point where it will be decided whether you will become great, or will continue being average.

***“First they ignore you. Then they laugh at you. Then they fight you. Then you WIN.”***

***-Mahatma Gandhi***

If you are hardworking, you are not complete. If you have got the best knowledge, then also you are not complete. What does this mean?

If we substitute A-1, B-2, C-3, and so on until Z-26,

**Then:**

H+A+R+D+W+O+R+K

8+1+18+4+23+15+18+11= 98%

K+N+O+W+L+E+D+G+E

11+14+15+23+12+5+4+7+5=96%

But with right knowledge and hard work, if we cultivate good attitude we have a 100% chance of reaching the goal.

A+T+T+I+T+U+D+E

1+20+20+9+20+21+4+5=100%

Just take a moment and think. Can you maintain the same attitude in all areas of your life, even if people laugh at you, or even if people fight with you? If the answer is a big "YES", then take a word from me that the golden period in your life has started. It's

because of your attitude that you will stand out of the group. It's because of your attitude that every small step in your business will bring big results. It's because of your attitude that the relationship with your co-worker, manger, or employees will improve.

But when I heard this, in my mind I thought, "First, let my boss treat me well, and then I will try to have a good attitude towards them." But later I realized that we won't get sprouts before planting the seeds. First we have to plant the seeds, have a bit of patience, and we will definitely get the sprouts of success.

Once a little boy went to a drug store. He reached for a soda carton and pulled it near the telephone. He climbed on the carton so that he could reach the buttons of the phone and started to punch in numbers. The storekeeper, who was observing this, listened to boy's conversation.

Boy: "Lady, can you give me a job of cutting your lawn?"

Woman (at the other end): "I already have someone to cut my lawn."

Boy: "I will cut your lawn for half the price of the person who cuts your lawn now."

Woman: "I am very satisfied with the person who is presently cutting my lawn."

Boy: "Lady, I will even sweep your curb and your sidewalks so that on Sunday you will have the prettiest lawn".

Woman: "No, thank you."

With a smile on his face, the little boy cuts the call. The store owner who was listening to all this walked over to the boy and said, "Son... I like your attitude. I like your positive spirit and would like to offer you a job."

The boy said, "No. Thank you."

"But you are really pleading for one," said the store owner.

"No Sir," the boy replied, "I was just checking on my performance at the job I already have. I am the one who is working for that lady I was talking to."

The owner was amazed with the boy's attitude

We can't wait for other's appreciation. This is the time where we have to understand the good work we are doing, appraise ourselves for doing such good job, and move on.

If we carry such an attitude and start moving, the way we treat the world changes. The way we treat people changes. And finally, the way world treat us changes too. Don't think that now that we have got the best attitude that our chances of getting our goals are

easier. There is still a problem: we have some enemies to deal with. Once we kill them, then, and only then, can we achieve our goals more comfortably.

***“Promote what you love instead of bashing what you hate”.***

***I love u Rachu***

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## Action time:

Tonight I want you to take your personal diary or a big sheet and start listing down the things which you like about your job / business/ studies.

If you really dig down deep, you will find around six to seven points.

**When I learnt about this, I had listed the below points:**

- I like my job because I have best co-workers.
- I like my job because I have the best manager.
- I like my job because I get an awesome salary.
- I like my job because my commute to the office is easy.
- I like my job because I have an awesome team to work with.
- I like my job because I get good increment.

Always start your statement with “I like my job” or “I like my business”.

## Miracle moments

**1.** When our attitude changes the way we see things changes:

You will start working with more enthusiasm.

You will start enjoying your work.

Your small shift in attitude will bring a huge difference in your performance.

More people will start to like you and support you in your work or business.

Ultimately people will start following you, and it will simultaneously increase your income.

# Chapter 6:

## Kill Your ENEMIES

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### Who is your enemy?

Is it that David who broke your toy when you were a kid?

Is it your teacher who scolded and insulted you in front of the class when it was not your mistake?

Is it your co-worker who snatched your promotion when all the hard work was yours?

### Who is it? Who is your enemy?

The enemies whom we are trying to kill do not exist in reality, but they have all the power to destroy your dreams, stop you from achieving your goals, and make your life meaningless. Because of them, you are not able to reach the point you were supposed to reach. If we don't kill them today, they have the power to make us commit suicide.

***“Kill enemies with success and bury them with a smile.”***

**The first enemy we are going to kill is:**

### **FEAR**

**“FEAR** is not real. The only place it exists is in our thoughts of the future. It's a product of our imagination, causing us to fear that which is not present, or may not ever exist.”

We always live in our fear of the future because of the things that happened in our past. Because of this, we end up losing what we have in our present.

Every time we are afraid, it's about the things that are yet to happen in the real world,

and 90% of the time it will not actually happen. It's our mind trying to create a situation based on previous experiences. Ultimately, this will stop us from taking actions.

We are not scared of the dark,

but we are scared of what's in it.

We are not scared of heights,

but we are afraid of falling.

We are not scared of people,

but we are afraid of what they will think.

We are not afraid of trying again,

but we are afraid of getting hurt for the same reason.

# What is that we are afraid of?

Is it the fear of failure?

Is it the fear of what others will think?

Is it the fear of not knowing enough?

F-E-A-R has two meanings.

*“Forget Everything and Run.”*

*OR*

*“Face Everything and Rise.”*

*– Zig Ziglar*

Fear can exist in any situation, but if we observe closely, we can see that we are not afraid of getting up in the morning and walking on the road or talking to a friend. Fear comes into the picture when we do things for the first time, or whenever change comes in our routine life. Just recollect these moments:

The first day in college.

The first time when we started driving.

The first day at work.

In these moments, every one of us had felt fear, but where we were successful in conquering that fear, some of us failed in conquering that fear. That same fear started affecting our studies at college, our performance at work, and in many other places of our lives.

**Whenever we face situations like this, our mind starts giving us possible tragedies that can happen.**

What if people in the class get to know that I am not so intelligent?

What if I fail to fulfil my boss' expectations?

What if they fire me for my mistakes?

What if I hit a person walking on the road?

What if the police arrest me for hitting that person?

Who will take care of my family?



What will my friends think?

***“Fear is inevitable. I have to accept that, but I cannot allow it to paralyze me.”***

***- Isabell Allende***

To overcome any kind of fear, the first thing is to be conscious of the fear and to accept it. Everyone in this world who has reached the height of success had been under fear one way or another. In the last test match in Mumbai, even Sachin Tendulkar was a little scared. Every time Roger Federer enters the tennis court he will be confronted with fear, but what matters is what we do when we face this fear.

## ***“Thinking will not overcome fear, but action will.”***

**- W. Clement Stone**

This is the major difference between people who achieve and an ordinary man. When fear comes our way, the only thing we know how to do is just to think, think, think, and analyze the situation so much that it paralyzes us from taking actions. Most times the reason for this fear is the “**Result**”. Will I be able to succeed? What if I Fail?

To overcome this kind of fear, take a sheet of paper and write down the things that are causing the fear. Now, if we take any situation, we will have one of the below results.

- Results will be as expected.
- Results will be better than expected.
- Results will be a little less than expected.
- Results will be totally opposite than expected.

Assume that you are going to meet a client to drive business to your company. The result will be that the:

- Client accepts your presentation and gives you a project.
  - Client was very impressed with your presentation and gave a reference to his friend.
  - Client was not impressed and postponed the plans.
  - Client didn't like your presentation and denied to work with you.

Let's assume that we got worst results, i.e. completely opposite our expectations. Even then we will be alive and the world will continue to exist. No one will jail us just because we failed to get the client. After all, effects given by your mind are not real at least 95% of the time. One sure thing though is that if you know a person who has never failed, it means that he has never tried new things. He is playing in his comfort zone (more about the comfort zone in the next chapter). If you are failing now, it is because you are trying new things, and according to achievers, there are only two outcomes of trying new things. It's either you **WIN**, or you **LEARN**.

The people who always come up with suggestions or pass comments to us will ignore you or tell you that, “You were lucky enough,” if we get good results. If we fail, instead of helping us rise again, they come with mockery and say, “I told you earlier, but you never listen to me.” Whatever we do, they will keep talking. One thing we can do is to ignore such people and forge ahead.

***“If we throw a stone at every dog barking at us, then we may never reach our destination.”***

So, let us worry less about what others say or what others think about us. People who care for us doesn't need explanation, and people who don't care can never agree to our explanation.

**The next enemy we are going to kill is:**

## **Worrying**

***“Worrying is like a rocking chair. It gives us something to do, but it won't get us anywhere.”***

Worrying is like an extension of fear. Most of the time we worry about things that have already happened, or about the things that have yet to happen

“I don't know if I replied to my boss in the way he likes.”

“I don't know if I will take the right job.”

“I don't know if my decision was correct.”

By worrying about every little thing in life, it has come to a point that if someone is cool and calm and doesn't seem to worry about things, people concluded the person is jobless, doing nothing worthwhile, or that he/she is not responsible.

Nowadays if people don't have anything to worry about in their life, they will start worrying about society, about the country, or things that will keep them thinking unnecessarily.

“Who will change our politicians?”

“Where are we heading to in this country?”

“Why is there is an increase in terrorism?”

“Why are these guys not playing well?”

***“70% of our diseases can be cured if we manage to control our stress and worries”.***

We are worrying so much about things that have yet to happen in our life. Now, suddenly

questions pop up in your mind. “Should we not think of society? Should we not care about the people around us?”

I am not telling you not to care about the people whom you read about in the newspaper or watch on television, but my question is what difference are you bringing into their life by worrying about them? The only thing we can do is to pray to God. “God, please give them the strength to face and overcome their challenges.”

One of the players is not playing well, there is drastic increase in the crime rate, traffic on the road is increasing every day, and my boss is not doing his work properly. 50-60% of our worries are why others are not doing their work. In reality, we don’t have *any* control over those situations.

Most of us always worry of the bad things that have happened in our past. What happened has already happened. We *can’t* change the things that have happened in the past. The only thing we can do is learn from them and use that experience to tackle our current problems.

Once, two monks were returning to their home. It had rained heavily, and water had blocked the roads in the village. At one place a beautiful young lady was stuck and was unable to cross the road. The elder monk went up to her, lifted her up, helped her to cross the road, and continued on his journey home.

The other monk was confused, and wondered, *How can he touch the lady? As monks, we are not to touch a woman.* He walked to the elder monk and asked him, “Sir, as a monk we are not allowed to touch a woman, right?”

The elder monk replied, “That’s true brother.”

“Then how come you carried that woman to the other side of the road?”

The elder monk replied, “I dropped her on the other side, but you are still carrying her in your thoughts.”

Like the younger monk, we are all carrying the burden of things that have happened in the past, or things which are not in our control, and keep worrying about them. By worrying about them, we are losing lots of energy.

I am not telling to stop worrying, which is not practical. I am just asking you to reduce the worrying, especially about things which are not in our control. It will help us to conserve more energy, which can be utilized in doing other important work. We can stop worrying by adopting points below.

- **Accept it:** Yes, the kids are not listening to me. Accept it. My wife shouts at every little thing. Accept it. My Boss doesn’t appreciate me. Accept it. Politicians are not doing what they promised. That’s fine, accept it. Once you have accepted the

situations, now think of what else you can do. How can you handle the kids so they will listen to you? What extra effort can you put in place to make your wife understand you? And so on.

- **It's not in your control:** Yes, It's not in our control how our boss should behave. It's not in our control if the traffic in the city is increasing. It's not in our control which shot Sachin should play. It's not in our control to stop crime. So let's not worry about the things which *are* not in our control, work on the things which are in our control, and try to do them in the best possible way.

When Barack Obama was young, he would have definitely seen the problems around him. But he did not sit around worrying about the problems. At that moment, all the problems were not in his control. So instead of worrying and wondering why these things were happening, he just worked on the things which were in his control. He worked in such a way that today he now has control of all the problems in our society.

Similarly, let us work on the things which are in our control and focus on our present. Let's not waste the best time and energy of our life on things far beyond our control. Let us work to increase the areas where we have influence.

***“Learn from the past. Prepare for the future.***

***Live in the present.”***

The last enemy whom we are going to kill may look small, but he has the ability to kill all our precious time.

# Gossiping

*“If gossip were food, many people would be overweight.”*

Gossip is idle talk or rumor, especially about the personal and private life of others. On average, an individual gossips for about thirty to forty minutes a day. That's not the end. An extra twenty minutes will be wasted on thinking about what to gossip. It's said that gossiping is worse than blackmailing. In blackmailing, the black mailer gives the victim a chance to silence him, but gossiping exposes the secret without warning.

Gossiping about another person does not show what kind of person he/she is, but actually shows what kind of person we are. Most of the time gossip is negative, and if we are focusing on the negative things in another person, it means that we are training our mind on how to find negative things in others.

Now that we've understood that gossiping is like training of our mind in a negative manner, we need to learn how to avoid it. Gossip happens mostly between two people. It is possible to stop people around us from engaging us in gossip, but we also have roles to play.

If we observe Buddha's teaching, he has addressed this problem in a superb way. If you have to speak, always ask yourself:

Is it true?

Is it necessary?

Is it kind?

First and foremost, avoid talking about others when they are not with you. By doing this, we will stop 90% of gossip.

Secondly, when another person comes to us telling us about a third person, ask them the same three questions

Is it 100% true?

Is it necessary?

Is it good or bad?

This method is also referred to as the triple filter technique. If we pushed these questions to the other person, then he/she will not continue the discussion. One warning though is that if we follow this method, in the beginning people might not like your way. They may even stop talking to you temporarily, and you may become a hot topic for discussion yourself.

***“Once they stop talking to you, they start talking about you.”***

Let others talk about us. Let's not involve ourselves in talking negatively about others. Great minds discuss ideas, average mind discuss events, and small mind discuss people. At the same time, we will start thinking of our great ideas and goals and take action to achieve them.

## Action time:

Apply the triple filter technique whenever someone tells negatives about a third person.

There is no point in worrying, as the results will be one of four:

- As expected.
- Little more than expected.
- Little less than expected.
- Opposite of our expectations.

By understanding the outcome of any situation, fear about failure will be reduced. This helps us to take required actions.

Increase your area of influence by working on things which are in your control.

## Miracle moments

With less worries, more energy will be utilized on important tasks.

We will be more confident, as we have conquered the fear of failure.

Success rates will increase since we are giving our best in any work by focusing on process and not on results.

Your health will improve, as there will be less stress and worry.



# Chapter 7:

## Put in Something EXTRA

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The Difference between ordinary and extra-ordinary is just “extra”. Many of us who are ordinary just have to do that “extra” to become extra-ordinary. With all the energy we are saving by using the techniques we’ve learnt in the last chapters, it will be very easy to put that “extra” in all our work.

### **So, what do you mean by giving “extra”?**

Let us consider that I am making a product and it costs around \$1,000. If I have an intention of giving extra, then I will make sure that the person who buys the product will receive more than the price he pays for it.

Here’s another example. Let’s assume I’m a trainer who trains or teaches people how to be successful, how to be happy, and how to achieve their goals happily and peacefully. If I am charging \$500 for my session, then I have to train my participants in such a way that by using the technique I taught them, they should be able to double their income, double their happiness, and achieve their goals two times faster than others.

It means I have to give more than what I have taken from them. Giving extra can be by means of giving follow up classes, or by motivating them every week.

In case of a product, we can give extra by providing a unique type of service which no one else gives, or it can be extra in how we treat our clients or customers.

Many years ago an elderly lady was strolling through a Pittsburgh department store, obviously killing time. She used to come every day just to look at the things, and then she would leave the store without buying or selling anything. At first, people used to ask her, “Madam, how can we help you?” She used to reply with, “I am just killing time.” Within a few days the workers at the department store spotted her as an idle “looker” who had no intention of buying. They made it a point of looking in the other direction when she stopped at their counters.

One fine day, as always, the lady came to the department store when it started raining heavily. On the same day a young, enthusiastic man had joined the store. While visiting counter to counter, the lady came to the counter that was attended by the young man, who bowed politely and asked if he might help her. “No,” she replied. “I am just killing time

and waiting for the rain to stop so I can go home.” The boy replied with a smile, “Very well madam. May I bring out a chair for you?”

And he brought it without waiting for her answer. After the rain stopped, the young man took the lady by the arm and escorted her to the street before he bade her goodbye. As she left, she asked him for his card.

Several months later the owner of the store received a letter, asking for the young man to be sent to Scotland to take an order for the furnishing of a home. The owner of the store wrote back that he was sorry, but the young man did not work for the home furnishing department. However, he explained that he would be glad to send an “experienced man” to do his job.

Back came the reply that no one would do except for this particular young man. The letter was signed by Andrew Carnegie, and the house he wanted furnished was the Skibo Castle in Scotland. The elderly lady was Mr. Carnegie’s mother. The young man was sent to Scotland and received an order for several hundred thousand dollars’ worth of household furnishings. He later went on to become the owner of the store.

The young man could have neglected the lady when she told him she was just killing time, but instead he went one step ahead and treated her as his million dollar client. That one step transformed his life completely. Like the young man, we should always try to give something extra in any work we do.

***“Be willing to give the extra effort that separates the winner from the one in the second place.”***

***-Jackson Brown Jr***

But there is a problem now. To give something extra, we must have done so because we can only give what we have. If I have apples, then I can give out apples. If I have knowledge, I can give out knowledge. If I have sadness, I can give that out, and If I have clarity, clarity is what I can give.

From childhood, all our teachers and books have taught us that we have to share, that we have to give more, but they forgot to stress that we should *have* before we can *give*. So in order to give extra in any area of our life, it can be our profession, or our relationship, or our family, we should first have what we want to give.

The only way to have is by upgrading ourselves. We can upgrade ourselves with continuous learning.

***“The illiterate of 21<sup>st</sup> century will not be those who cannot read***

*and write, but those who cannot learn, unlearn, and re-learn.”*

If we ask the people who have achieved great height what the master secret of their success is, the answer will be learning new things and implementing them as early as possible. Yes, some of us are learning new things, but we forget to *implement* them. Implementation is as important as learning, because it's the applied knowledge which gives us the ultimate result.

***“Once we stop learning, we start dying.”***

***-Albert Einstein***

Just look back at how many books you have read after your graduation or at how many courses you have since attended. According to a survey, most adults don't read more than one book a year, and most of them are nonfiction books that are not read after the second chapter. So it is good, or important, to learn something on our field for half an hour to one hour every day. But one common mistake everyone makes is that we start a book with the intention of finishing it in two days. Then when some other work surfaces and it disrupts the reading, we lose all our enthusiasm and stop reading the book.

***“The more we learn, the more we earn.”***

Let's apply something which we learnt in “**Just on Step**”. Do not start with the intention of completing a book /course in one or two days. Just start for one hour every day. If we develop this habit, then we end up finishing a decent sized book in two to three weeks. Do not stop at reading alone, but also try to implement what you've read. According to research, if we don't use the knowledge we've gained within eight hours of learning it, it will evaporate from our conscious mind. So, if we cultivate this habit of reading, within a year we will finish ten to twelve books, which is equivalent to pursuing a two year course in our field.

Next, try to attend a workshop or course and learn from the experts in your field. Courses offered by experts teach us more in a day or two that would otherwise have taken months if we have opted to learn on our own. It will also help us to adopt the thinking of experts and learn from other people in the same field.

When I started cultivating this habit of learning every day, my mind did not accept it at first. I started myself giving excuses.

Why do we need to learn every day?

I don't think I can concentrate after a day at the office.

I have to sleep eight hours. So I cannot get up early and spend time on reading.

If I wake up early, I will be feeling sleepy throughout the whole day.

These are some of the fences which our own mind has erected, and it is hindering us from going to the next level. The only way to break through these fences is by first taking one step at a time. By taking these small steps, we are raising the bar of excellence and making ourselves more eligible for bigger opportunities.

Look through the past at the times when we were really uncomfortable, or when our life

had many uncertainties, such as our exam time. This is when we used to put in long hours of study and avoid all forms of distraction. That time I used to have unpleasant thoughts as to when I would finally be done with these exams.

In reality, those ten to fifteen days were when we put in a little extra effort, when we went the extra mile from our normal routines, and which indeed took us to the next grade. We might have felt uncomfortable during those periods, but those were the periods that aided us in crossing every limit, broke all the fences set up by our mind, and to me, those are moments when we actually stepped out of our comfort zones.

And again, after graduation when we finished all our exams and we got a job, we were not comfortable during the initial days. We struggled, but we learned a lot of things. Then, slowly, we started adapting, feeling comfortable in our work, and from there we entered a zone where we had less risk and uncertainty. Now that most of us have reached a stage where we don't have to take risks, our life is moving very slowly when compared to the college days where we used to have to step out of our comfort zone.



***“Everything we want is just outside our comfort zone.”***

**So what should we do to come out of our comfort zone?**

The first reason that we are afraid of stepping out and trying new things is the fear of failure.

What if I fail?

What if I cannot come back after failing?

Whenever I want to try new stuff, the first question I ask is what is the worst thing that can happen if I fail?

If I'm working on my own project and I fail, the worst thing that can happen is that I lose what I have invested, but I would still be living.

If I want to change my current job and if I failed the interview, the worst thing that can

happen is that I will be rejected by the company, but there are hundreds of other companies there to give the same job as well.

It has never come to a state where someone tried new things, his wife and kids left him for it, and his government gave an order to kill that person. So it is fine if we lose some money, and it is not bad if we fail a couple of times. Einstein once said, **“If we are not failing, then we are not trying anything new.”** Without trying anything new, we cannot stand out of the group, and it will be quite impossible to achieve our dreams. Yes, being in our comfort zone we may get three square meals and a house to live in. But if we are dreaming anything bigger, than we *have* to step out of our comfort zone.

The second reason why we are not able to step out of our comfort zone is, “What will others say if I fail?”

We have to understand one very important thing: that people in the society will *always* have something to say about us. If we fail, they will say, “I told you earlier, but you turned deaf ears,” or they will start looking for our mistakes and they will ensure we don’t try again. If we succeed, instead of appreciating our efforts, they will say, “He was just lucky,” or, “It was a fluke win.” People are there to talk, and we can’t stop them from talking about us.

***“For people who understand me don’t require an explanation.  
People who don’t understand me will never agree to my  
explanation.”***

Some days ago, a group of frogs were travelling through the woods when two of them fell into a deep pit. When the other frogs saw how deep the pit was, they told the two frogs that they were as good as dead. The two frogs ignored their comments and tried to jump out of the pit with all their might. The other frogs kept telling them to stop, that they were as good as dead, and finally, one of the frogs took heed of what the other frogs were saying and gave up. He fell down and died.

But the other frog continued to jump as hard as possible. Once again the crowd of frogs told him to stop the pain and just die, but the frog didn’t give up and kept on trying. The other frogs grew more frustrated and started jumping and yelling at the frog in the pit. Even after that, the frog jumped harder and harder and finally made it out. When he got out, the other frogs asked him, “Did you not hear us?” One of the friends of that frog explained that he was deaf, and that he had thought that they were encouraging him the entire time.

Similarly, like the other frogs, people around us are always ready to find mistakes in all of our actions, so there is no point in continuing to explain things to people who don’t understand us. If we explain, then they are ready to give some other opposite opinion, so

let's not waste time and effort on people who don't understand us.

Now, once we start moving out of our comfort zone the real magic starts. Anything we do to stretch ourselves out of our comfort zone will ultimately produce results, and enabling us to take bigger calculated risk.

***“The lesser the risk, the less the profit. The bigger the risk, the bigger the profit.”***

Everyone has big dreams of a beautiful mansion, car, company, etc., but no one is ready to leave his or her comfort zone. Since we now have the understanding of how to come out of it, things will be like a game to us. If we observe carefully, we see that all our dreams and goals are not within our comfort zone. It's here, outside our comfort, that our creativity, our imagination, and our special skills manifest. Many people have such heights that they can fulfil any of their dreams, and that can contribute tangible things to their society and the people around them.

## **Action time:**

Start small. Decide on the area of your life that you will give something extra to for the next month. Then, slowly make it a habit and let it become a part of your life.

Start improving your skills by continuously learning in your field.

Take small steps to come out of your comfort zone. Do something positive and different that you have never done before which makes you quite uncomfortable.

## **Miracle moments**

Life will no longer be boring. It will be more happening and adventurous.

People will start recognizing your work once you start doing something extra.

The chances of achieving your dreams double as you have started moving out of your comfort zone.



# Chapter 8:

## Tackle Your TONGUE

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### What is food?

In a common man's language, food is the fuel to the so called most sophisticated machine called the "**HUMAN BODY**". So, strictly speaking, the main job of fuel is to provide energy to the machine to do its work. In reality though, it's our food habits that are causing our system to break down now and then.

Why is this happening? The food which has to help us along in carrying out our day to day activities slows us down, or sometimes brings us to a standstill. One of the reasons behind this is that most of us are not eating to satisfy our hunger, which means that we are not eating to fill our stomach, but we are eating to satisfy our *emotional* hunger. Some of us concentrate more on the taste of the food rather than on the nutritional content of it. According to research, there are less people who are dying from hunger than people who are dying from obesity and other related diseases.

# So what to eat?

Most of us don't know what we eat, and we continue eating food which is good in taste, but our focus should be on food with high nutritional value. Whenever we have to decide on what kind of food to eat, the first question that comes to our mind is should we be vegetarian, or non-vegetarian.

Basically, why do we eat food? We eat food to get the energy required to perform our day to day activities. Food also provides essential nutrients for body growth, and maintenance to keep the body in a healthy state.

To digest any food we eat, some amount of energy is spent on the digestion process, and the actual difference exists here. Assuming the food we eat is light food with more green vegetables, then the energy needed to digest the food will be less than the energy released, so we get some energy from the food. If the food is spicier and heavy, then the energy required in digesting that food will be more than the energy released from the food.

Let us understand this with numbers. Assume food gives 1,000 calories to our body after digestion. If the consumed food is light and healthy food, then around 400 calories will be spent on its digestion.

$$1000-400 = 600 \text{ calories gained}$$

So our body gains 600 calories and we feel more energetic. Another case is if our food is heavier, spicy, and unhealthy. Then our body spends 1,200 calories to digest food

$$1,000-1,200 = 200 \text{ calories lost}$$

It means that instead of gaining energy, our body is losing energy after the meal. This might be the reason why our body feels tired and lethargic after having a heavy meal which has more fat. I am not forcing you to become a vegetarian or to leave behind all non-vegetarian food. I am just trying to explain what the correct food for our body is. It's you who has to find which kind of food suits you. Listen to your body. When you felt more energetic and fresher after eating, then that is the diet which you have to follow. Include a lot of green in your food, and increase the live food content in your diet.

# What is live food?

Food that is not packed or processed is called live food. Whenever our food is cooked or processed, we are indirectly killing most of the nutritional values present in it. By including live food like sprouts, raw vegetables, fruits, grains, etc., we are increasing the nutritional content in our diet.

## When to eat?

In our school days we all learnt:

*“Eat like a king in the morning.”*

*“Eat like a prince in the afternoon.”*

*“Eat like a beggar in the night.”*

This is one of the best and simple things we can do to keep our body healthy and maintain it in a perfect shape. But we humans never consider the simple way. We always look for complications such as weight loss programs.

**One of the main reason we always postpone our work is because:**

It might be boring work.

We are feeling tired, so we will postpone it until later.

The first reason we give is that we are bored, but most of the time it is that we do not have enough energy to do whatever we want to do, and to tackle this boredom we have to make some things interesting. Even at the end of the working day, all we will be waiting for is to go to bed due to a lack of energy. You know what the end result of this is? We are not able to commit more time and energy towards our goals and towards our family.

If we look at our daily routine carefully, when is it that we actually need more energy? Is it in the morning when the day is fresh, or in the evening at the end of the day? The answer is in the morning, but if we take a look at our diet plan in the morning we take a light breakfast while at dinner we take a heavy meal. Going to bed with such a full stomach means that the food will not be completely digested. You know why? Because the digestive system will not function to its full capacity during the night. When we try to

get up early in the morning after this, we will still be feeling tired and sluggish.

So our breakfast should be heavy? Yes. It will be a bit different in the beginning. We may feel sleepy after a heavy breakfast, but our body will adjust to it very soon and we will have energy at the start of the day. By eating lightly in the night, we are then giving enough rest to our body and this in turn will help us to get up early in the morning.

Food which contains sugar or any kind of sweet should be consumed before four PM so that we can make sure it is digested completely before we go to bed. This is because any food with sugar content eaten during the night time will accumulate as fat. Take green food at night so that it can be digested easily, and make sure that the dinner is eaten two hours before we go to bed.

# How to eat?

According to some research, it takes fifteen to twenty minutes before our brains receive the signal from the stomach that it is full. But sometimes when we are late to the office we eat breakfast as quickly as possible. We eat our food so mechanically that we don't know how much we ate, and sometimes *what* we ate. When we are less busy we eat in front of TV, or the computer, or with the mobile in one hand.

Because of such incorrect habits, we always end up eating more food than is required to satisfy our hunger since we would have eaten a lot more before the signal reaches from the stomach to the brain.

In our school days we learned how much we should eat. We also learned how to eat, but unfortunately we left all those ideas there because they were simple and easy.

We all know that we have to chew our food for at least twenty-five to thirty times because 30% of digestion happens with the help of saliva. If we start chewing twenty-five to thirty times, the speed of consuming food reduces.

30% of food gets digested in the mouth.

We will be aware of how much, and what we have eaten.

The stomach has enough time to send the signal to the mind that it's full.

So, by chewing our food properly, we are tackling one of the biggest problems in the world: obesity.

In our mind we think that we knew all this already, so why is he saying it again? For that, my question is that we know many things about what we *should* do, but are we *doing* them? If yes, then pat yourself on the back. If not, start them now.

***“Discipline is doing what you know needs to be done, even though you don't want to.”***

It doesn't matter what we know. The things that matter is what we do, and how we do things will bring the best results.

To implement this chewing habit, I made sure that I don't sit in front of TV or computer when I'm eating. I then put my mobile on silent mode while I am having my food. By doing this, I am able to eat my food consciously and chew it twenty-five to thirty times.

You can follow the same idea, or you can find your own idea to make sure you chew the

food twenty-five to thirty times as well.

Last but not least, drink plenty of water. Water acts as a cleanser to our body. It cleans the unwanted stuff from our body and keeps our body hydrated.

If you start following the techniques in this chapter, within the duration of one month changes will start to happen. You will be amazed to see how these small changes will make big differences in your health.

## Action time:

Increase the amount of live food in your diet.

Avoid spicy and heavy food which absorb energy from our body.

“Eat like a king in the morning.”

“Eat like a prince in the afternoon.”

“Eat like a beggar in the night.”

Food which contains more sugar should be eaten before four PM.

Make a habit of chewing food twenty-five to thirty times

Find a convenient way that will make you chew the food properly.

## Miracle moments

You will have energy throughout the day.

Since we are eating light food in the night, it will be very easy to get up early in the morning.

Since we have introduced a lot of nutrients in our diet, our body will feel more energetic. You will start feeling light from the inside.

By chewing food a certain number of times, we are helping our digestive system, which in turn helps us keep our weight in check.

If you follow the king, prince, beggar method and chew your food properly, drastic change in our weight will be noticed within three to four months.

# Chapter 9:

## Flourish with Your FAMILY

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Whenever I think of family, a conversation from the Iron man movie strikes me. When “Tony Stark”, the person who become Iron man, was kidnapped by terrorists, he met a scientist there who was helping Tony Stark to make some weapon for terrorist.

Tony stark: “You got a family?”

Yinsen [scientist]: “Yes, and I will see them when I leave here. And you Stark?”

Tony stark: “No.”

Yinsen: “So, you are the man who has everything and nothing.”

Yes! If we achieve everything in the world, if we get all the money we need, all the success and fame, but we don’t have a family to share that happiness with, then we are still on the losing side.

Today there are many millionaires who are ready to sacrifice all their fame, all their money, if someone can get them their family back, because they sacrificed their family and friends in the process of becoming successful.

One day a father was doing some work and his son asked, “Dad, may I ask you a question?”

The father replied, “Yeah, sure. What is it?”

“Dad, how much do you make an hour?” the son asked.

The father got a bit upset and said, “That is none of your business. Why would you ask such a thing?”

“I just want to know. Please tell me how much you make an hour?”

“I make 500 per hour,” the father said.

“Oh!” the son said. “Dad, may I please borrow 300?”



The father furiously said, “If the only reason you asked about my pay is to borrow some money to buy a silly toy or any other non-sense junk, then go to your room. Think about why you are being so selfish. I work hard every day son, and I do not like this childish behavior.”

The little boy quietly went to his room and shut the door. The man sat down and was even angrier about the little boy’s quest. How dare he ask such a question to get some money?

An hour later the man calmed down and started thinking. “*May-be there is something he really needed to buy with that 300, and he really doesn’t ask for money often.*” The man went to the door of the boy’s room and opened it, asking.

“Are you asleep, son?”

“No daddy, I am awake,” the son replied.

“I have been thinking,” the father said. “Maybe I was too hard on you. Here is your 300.”

“Oh! Thank you daddy,” the boy said with a big smile.

Then, reaching under the pillow, he pulled some crumpled up notes. The father saw that he already had some money, and he was getting angry again.

“Why do you want money if you already had some?” the father asked his son.

“Because I didn’t have enough, but now I do,” the son replied. “Daddy, I have 500 now. Can I buy an hour of your time? Please come home early tomorrow. I would like to have dinner with you.”

The father was dumbstruck.

We all are working so hard that we don’t even remember when we last spent quality time with our family. Unfortunately, if we die today, the company we are working for could easily replace us in no time. But what about our family to whom we matter the most?

We all have our excuses. We have common excuses, such as, “All this hard labor I am engaging myself in is for my family, for my kids.”

Your family needs all the wealth you earn, but more than that, they also need some quality time to be spent with them. To our children, we are super heroes. They always want us around. For your spouse, you are the reason of their happiness, and for your parents, you are the stars of their life. Your family just needs half an hour of quality time. If you are ready to give that half an hour to your family, then the whole environment of

your home will be different.

Some people are busy with work, some are busy in pursuing their dreams, and others are busy in their own world, but amidst this busy schedule we are unable to understand what sacrifices our family is making for us. Many of us are working overtime to secure our future after our retirement and in securing our children's future as well. I am not against securing your future or your children's future, please do it, but at the same time spend some quality time with your kids. Teach them how to be a better person. If you are investing in your children to make them a better person, then I feel there is no need to save money for their future, or even for yourself. If you are already investing in them by giving them the moral support they need, then they are definitely going to take care of you after your retirement.

So, from today on, spend some time with your family. Recognize the sacrifices that they are making for you. Appreciate them now for the sacrifices they are making for your sake, and show them some love.

***“It takes hands to build a house, but only hearts can build a home.”***

Now another question that might be bothering you is, “Why is he telling us all these things here? I am reading this to be successful in my life. How is this related to winning my day?”

Yes! Our success in the outside world directly depends on how we are in our inside world. Our home is like a powerhouse, the engine room. This is the place where we will come and equip ourselves with the required energy we need to achieve something in the outside world.

But we can see something opposite happening in the real world. We are actually spending more energy on keeping our family together, and instead of receiving energy from the family, we are losing it. A number of us feel that it is better to stay in the office than at their home.

Why is this happening? Why should we prefer staying in the office to being at home? The only reason might be because we are not giving enough time to our family.

My guru always says this: “If you want to achieve any progress in the outside world, then one of the best and proven formulas is...”

***PEACE + POWER = PROGRESS***

It means when we start spending some quality time with our family, they will also start

understanding, and even start supporting us in our professional life. Once they give us this support, we will have peace of mind, we will get power, and we will know that our mind works at its best when there is calm. So, once we have peace and power in the inside world, we will automatically achieve progress in the outside world.

Nowadays we spend a whole lot of time convincing our family members of why I am doing this, and why they should endure, leading to misunderstanding, worrying, and “Why the hell do you not understand?” At the end of the day, the energy from which we have to achieve and make our world better is lost in small fights and misunderstandings at home.

After twenty-one years of marriage, a lady wanted her husband to take another woman out for dinner and to watch a movie. She said, “I love you, but I know this other woman loves you and would love to spend some time with you.”

The other woman that the lady wanted her husband to take out was her husband’s mother, who had been with him for the last nineteen years, but the demands and commitment of his work life had made it impossible to even visit her occasionally. The husband called his mother and invited her for movie and dinner. Suddenly the mother asked, “What’s wrong? Are you alright?”

His mother was the type of woman who suspected that a late call in the night or surprise invitation was a sign of bad news. So he responded politely, “Just two of us.”

She thought about it for a moment, and then said, “I would like that very much.”

That Friday after work he drove over to pick her up. He was a bit nervous. When he arrived at her house, he noticed that she was also nervous. She waited near the door with her coat on. She had curled her hair and wore the dress she wore to celebrate her last wedding anniversary. She smiled, and her face was as radiant as an angel’s.

“I told my friends that I am going out with my son and they were impressed,” she said.

They went to a nice restaurant. His mother took his arm as if she was his first lady. After they took their seats, he started reading the menu, but her eyes could only read large print. After a minute, his mom was looking and staring at him. He lifted his eyes from the menu and looked at her. A nostalgic smile was on her lips. “It was I who used to read the menu when you were small,” she said.

“Then this time you relax and let me return the favor,” her son responded.

During the dinner they had an agreeable conversation. Nothing extraordinary, but catching up on recent events of each other’s lives. They talked so much that they missed their movie. As they arrived back at her place, she said, “I will go out with you again, but only if you allow me to invite you.” He agreed.

After a few days, his mother died of a massive heart attack. It happened so suddenly that he didn't have a chance to do anything for her. Sometime later he received an envelope with a copy of a restaurant receipt from the same place where he and his mom had dined. An attached note said, "I paid this bill in advance. I wasn't sure that I could be there, but nevertheless, I paid for two plates. One for you, and another for your wife. You will never know what that night meant to me. I Love you son."

At that time, he learnt the importance of saying "**I LOVE YOU**", and to giving our loved ones the time they deserve. Nothing in life is more important than your family. Give them the time they deserve because this cannot be put off until some other time.

Today's families are very busy, usually with both parents working, but making some time for the family is very important. Spending some quality time with them is very crucial, but spending time doesn't include the time you watch T.V together, or time spent with smart phones in everyone's hand. Spending quality time with family members might be a small walk, or sitting and discussing with direct eye contact.

By doing this we and our family receive huge benefit, such as:

Spending time and engaging in activities where all the family members are involved will increase emotional bonding with each other, which in turn will increase understanding between each other.

Children who spend time interacting with parents will perform well in academics.

Teenagers who are actively involved in family matters and spend time with family tend to have less behavioral problem.

Parents are super heroes to their children. The more the time you spend with them, the more the chances are that they will follow in your footsteps.

Adults who spend more time with their family are reportedly less prone to diseases that are caused by stress.

*I love u Rachu*

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## **Action time:**

It is still running in some of our heads. “Boss! You don’t know anything about my family!” Whether your family supports you or not, just start spending fifteen to twenty minutes a day with them. In the beginning there won’t be support, but in the span of fifteen days, family members will start supporting you.

Give some special importance to your spouse. Make them feel special. Treat them like a queen/king. As you do, address them and be more devoted in giving them your time and space.

Talk to your children and ask them, “How was your day?” In the beginning the response from them may not be good. However, within a week they will start sharing things with you. Relate well with your kids and let there be a cordial relationship between you.

## **Miracle moments**

More understanding and less misunderstanding.

Developing a strong bond between family members.

Whenever big/small problems come, family members will come to help and support you in all aspects.

You will become a good role model for your family members.

# Chapter 10:

## It's Just The BEGINING

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“What has happened to this guy? We’ve reached the last chapter and he has named it as if it is Just the Beginning.”

This thought might have come into your mind. If you observe carefully, our journey of winning our day and conquering it starts at the end of this chapter.

You might have understood everything from first the first nine chapters, but the master secret is that you will conquer your day if you are ready to become a “DONKEY”.

“What! Donkey?”

Yes!

A farmer in a village had a donkey. The donkey was very loyal to its owner and helped him in most of his work for ten years.

One day while coming from the field, the donkey fell into a well. The animal cried piteously for hours as the farmer tried to figure out what to do.

Finally, he decided that the donkey has grown old anyway, and that there was no point in putting in the effort to bring it up. *Let's bury it there and forget about it*, he thought.

So, the farmer called his neighbors and asked for their help to bury the donkey alive. They all started to put mud in the well. At first donkey was shocked. *I have helped my owner so much all these years, and instead of helping me to get out, he is trying to bury me alive*. It started to cry loudly.

But suddenly something struck the donkey. Each time people put mud on the donkey, it shook the mud off its body and took a step up on the mud. Slowly, each time they poured in the mud, the donkey shook it off and stepped up on the mud. Doing the same thing for some time, the donkey finally stepped up over the edge of the well. The farmer and neighbors were amazed.

After reading through this whole book, we will start planning our days with full enthusiasm, know what exercises to do in the morning, how to sharpen your axe, how to

spend some quality time with our family, and then we will start implementing it, thinking, “Yes! I have the formula that will transform my life to a different level!” On day one, everything goes perfectly according to our plan and we feel superb. Day two also goes smoothly as per plan and we will feel awesome. But on the third day (perhaps not exactly on day three, but very soon), your boss asks you to stay late at the office because some important work has to be completed that day. So you decided to stay back and complete the work. By the time you finished at work and got home, it was around two in the morning. Before you go to bed you are already thinking, “How will I get up early in the morning?” So you skipped the early morning jogging. When it was time to meditate, again your mind pitched in and said, “Since you missed jogging, I guess I cannot meditate,” or, “I cannot go deeper into meditation. Let me do it tomorrow.”

Like this, someday we won't follow the routine. Some days we follow it, and this continues for a month. But after a month, if we are not very careful, our plans will be thwarted and we will be back to our normal, regular lives.

## *“Unimplemented knowledge is a burden to our mind.”*

From today on, anytime you read or if you get some knowledge, ensure that you put it into practice as soon as possible. If we don't, then it will be burden to us. You will start feeling somehow guilty. “I know so many things, and I am not doing any of them.” It leads to lot of frustration. I have been in this situation, and believe me, it makes me feel bad. So always try to implement the things which you learn.

After two to three weeks of normal life, a small voice within will say, “Boss! It's not gonna work like this. You have to do something.” This is the voice that comes out of guilt. You may again read this book or some other motivational book, and you will again start following the earlier plan, or you will come up with a new plan.

This time it won't be your boss. It may be your spouse or your friend who will ask for a late night party where you will lose control over your mouth, which we learned about in earlier chapters, and before you know what's going on, your stomach is over loaded.

When you go to bed again your mind will come and say, “Oh! I ate too much. How can I get up early? Let's skip that tomorrow.”

If I am not wrong, you will have a big smile on your face right now. Am I correct? Because this has happened to every one of us at some point whenever we start something new. Believe it or not, I have written fifteen timetables for my daily routine stating what I have to do in the morning, what I have to do in the afternoon, and again for the evening. It all failed within two weeks, and again I would come up with a new routine. This almost continued for a long time. This book is the experience got from all of those failures.

The donkey in the well faced the mud from his owner. We will come across many situations: some will be in form of our boss, wife, kids, husband, health, etc. They may come in any form, but whenever they come, we have to remember to “Just shake it off, and take a step up.”

It doesn't matter how many times we fall, the only thing that matters is how many times we are ready to get up and fight back. In boxing, a boxer will not be declared a loser simply because they fall, but they are declared loser when they fail to get up and fight back.

The things which we've learnt in the last nine chapters might be small ideas, but they have got so much power that no situation can keep you down. Whatever the situation is, you will be able to “Shake it off, and take a step up.”

Somewhere around 1883, a creative engineer named John Roebling was inspired by an



idea to build a spectacular bridge connecting New York with Long Island. However, bridge building experts thought that this was an impossible feat and told Roebling to forget the idea. *It just cannot be done. It is not practical. It had never been done before.*

Roebling could not ignore the vision he had in his mind of this bridge. He thought about it all the time, and he knew deep in his heart that it could be done. He just had to share his dream with someone else. After much discussion and perseverance, he managed to convince his son Washington that the bridge could be built.

Working for the first time, the father and son developed concepts of how this could be overcome. With great excitement and inspiration, they hired a crew and began to build their dream bridge.

The project started well, but when it was only a few months underway a tragic accident on the site took the life of John Roebling. Washington was also injured, and was left with a certain amount of brain damage that resulted in him no longer being able to speak or walk.

“We told them so”, “Crazy men and their dreams”, “It’s foolish to chase wild visions.”

Everyone had a negative comment to make, and it was felt that the projects should be scrapped since the Roeblings were the only ones who knew how the bridge could be built.

In spite of his handicap, Washington was never discouraged. He still had a burning desire to complete the bridge, and his mind was still as sharp as ever. He tried to inspire and pass on his enthusiasm to some of his friends, but they were too daunted by the task.

As he lay in his hospital room bed, an idea hit him. All he could do was to move one finger, and he decided to make the best out of it. By doing this, he slowly developed a code of communication with his wife.

He touched his wife’s arm with that finger, indicating to her that he wanted her to call the engineers again. Then he used the same method of tapping her arm to tell the engineers what to do. It seemed foolish, but the project was soon underway again.

For fifteen years Washington tapped out his instruction with his finger on his wife’s arm until the bridge was finally completed. Today, the spectacular Brooklyn Bridge stands in all its glory as a tribute to the triumph of one man’s indomitable spirit, and his determination not to be defeated by circumstance.

Like John and Washington, we face obstacles in our day to day life. If we get that attitude of continuing what we have started, even after many obstacles appear in our way, then success will be ours.

After reading everything and giving our best every time, sometimes life brings us some difficult challenges or situations that we have never faced before, or it may be above our maturity level. We may succeed sometime, and other times we may fail. So, what do we have to do so that we can keep going?

# Accept It

Everything will not go according to our plan every time, and there are some times where we will have to bend.

Assume that you have read this book completely and you are so inspired by it that you started implementing the steps one by one like getting up early, doing meditation, giving extra at the workplace, etc. All of a sudden your boss calls you to his office and shouts at you for not completing work. Unfortunately, that was the extra work you had taken on after your routine work. You could not say anything to your boss. You came out frustrated and started thinking that all this happened because I thought it was good for me to give some extra contribution from my side, that it would help my boss, but it only ended up getting a bad scolding from him.

Sometimes life gives us such situations to test whether we are doing all these things for ourselves, for the sake of getting a good name in front of the manager, or simply for getting a pay hike. People who do it for the sake of getting a good name/pay hike will drop such attitude after facing a situation like this. But for people who really cultivate such attitudes for themselves, they will keep on continuing in any situation.

So there is no point in getting frustrated that these guys will not allow me to do anything. Instead, accept it. This might be one of the tests to check if you are only doing it for yourself.

*“It is always better to bend than break.”*

# Forgiving Yourself

Always remember that you are not a person who fails in everything. Everyone will fail in one thing or another. Remember though that there is a big difference between a loser, and a person who lost one game. A loser is one who lost in a game and did not give it another try, but a person who lost in one game has every chance to win the next game because he has not decided to quit, he has decided to go on.

So whenever you couldn't follow the route you prepared for one or two days, don't feel guilty. You haven't done anything wrong. You are not a loser. You have every chances to start again. So, whenever you fail to follow something, become the donkey. Shake it off, and start again.

# Watch Your Circle

Today what we are, be it a good, successful, average person or a person with high moral values, is completely because of our circle. The same thing applies to the other side. If you have any bad habit, again it's all because of the people around us.

So, whenever we fail in anything, it all depends on our circle of friends whether we rise and try again, or we stop and start thinking that this is not for us.

If you have already started doing the things that you have learned from this book, then people might have already noticed a lot of changes like you are no longer gossiping and you're demonstrating high energy throughout the day.

If the people in your circle are the ones who think that they have to spend their life and go from here to there, there is a maximum chance that are pulling you down. They will start giving hundreds of reasons why things will not work, why things will not yield results, and they will pull you again back to their level. It required ten chapters to take you one level above the common people, but it won't take more than ten minutes for them to get you back to their level.

It's not that all your friends are bad, nor am I insulting your friendship with them, nor am I asking you to leave them.

Consider you want to start a business. Whom should we ask for advice? We should ask the person who has achieved by doing business, a professional who understands the business market. If we are not feeling well, then whom will we consult? A person who has a specialization in medicine, right? Then why do we end up contacting people in our group who have done nothing to make crucial decisions for us? When you contact such people, they will end the conversation with a lot of reason as to why we can't do it.

It's simple. Whenever you want to do something in your life, or when you want to share an idea with someone, please share it with the people who have the same mindset as yours. Don't expect that everyone will have people with a common mindset in their circle. But one thing we must know is that all of the people who are reading this book have a common mindset. They want to achieve something massive in their life and become successful. This will be a great platform to share your thoughts, your ideas, and to get opinions.

Almost everyone will have the problem that once we read books like this, or attend a seminar, we will have that energy for two weeks, and then again we will be back to square one. For this problem, Buddha has already given a solution over 2,000 years ago.

***“BUDDHAM SHARANAM GHACHAMI,***

***DHAMMAM SHARANAM GHACHAMI,***

***SANGHAM SHARANAM GHACHAMI.”***

**This means, to have the high energy throughout the life you must:**

- 1.** Be with the teacher.
- 2.** Be with the teachings of the teacher.
- 3.** Be with the good, and people with the same mindset.

As the title of this chapter says, this is not the end of the book or end of our relationship. Instead, this is the first step or door to the new world where everything is possible and all our dreams will be fulfilled. So, with an intention of providing a platform where one can share their success stories, we have created a Facebook group exclusively for the readers of this book.

To keep you on track and to inspire you frequently, we will be posting articles on our blog. I am a person who always wants to try new things. Whenever I try something new, I will share it with you. If you have a great idea or achieved success following the things you’ve learnt from this book, please share it with us. We will share it with the world.

My Guru always says that the goal of all goals should be happiness and peace. Whatever might be your goal, it should ultimately lead to more happiness and peace in your life. One common mistake we have all made is that we kept our happiness on a high level, which means that we will be happy only when something big happens in our life. We all are postponing happiness by waiting for something big to happen in our life.

We convince ourselves that life will be better after we get married, or have a baby, then another. Then we will be frustrated that the kids aren’t old enough and we will be more content when they are. After that we get frustrated that we have a teenager to deal with.

We will say to ourselves that our life will only be complete when our spouse get his or her act together, when we get a nice car, nice house, when we are able to go on a nice vacation, and then when we retire. But the truth is that there’s no better time to be happier than *right now*.

Our life will always be filled with challenges. It’s best to admit this to yourself now and decide to be happy anyway.

Once Alfred D'souza said, “For a long time it had seemed to me that life was about to begin –real life. But there were always some obstacles in the way, something to be gotten through first, some unfinished business, time to still be served, or a debt to be paid. Then life would begin. At last it dawned on me that these obstacles *were* my life.”

This perspective has helped me to see that there is no way to happiness. Happiness *is* the way. So enjoy every moment you have, and enjoy it more because you got a chance to share it with someone special.

**Remember that time waits for no one. So stop waiting:**

Until you finish school.  
Until you lose ten kilos.  
Until you gain ten kilos.  
Until you have a perfect partner.  
Until you get a job.  
Until you have kids.  
Until Friday night.  
Until Sunday morning.  
Until you have a new car.  
Until you retire.  
Until you die.  
Until you are born again.

After the completion of this book, we know that we will fail in a couple of places. It's not that we will be perfect, but now we know what we have to do if we fail in anything, or in any part of our life.

As I told earlier, do not wait until you get results from what you've learnt. From here on out, start being happy and enjoy the process of implementing the things you have learnt from this book. If you are implementing the things you learned in this book and you are still becoming more depressed and sad, then I personally insist for you to not follow whatever has been said. All the things said in this book are said with the whole and sole reason of improving happiness and peace in your life.

***“Happiness is the journey, not the destination.”***

*I love u Rachu*

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## Action time:

Become the donkey. Many obstacles will come our way. Do not let it not stop us from following what we have learnt.

Accept that everything might not go according to our plan.

Forgive yourself and watch out for your circle.

Let happiness be the journey, not a destination.

Subscribe to our blog at – <http://www.howtowinyourday.com/blog/>

If you are stuck in any situation in your life and are looking for some kind of solution, then please drop an e-mail to [prashanthavanur88@howtowinyourday.com](mailto:prashanthavanur88@howtowinyourday.com) and you will get a response from my end. I am not telling you that I have answer for all your questions, but if I have the answer, I will share it. If not, I will try to get the solution from my teachers.

To be with likeminded people, please send a request to our Facebook group - <https://www.facebook.com/groups/702396869905795>. Note: only those who have subscribed to the blog will be allowed to be on the friends list. This is just to make sure that whomever has read the book will always be there on that platform. That is the only reason why these details are given in the last chapter. So please subscribe on our website first, and then send the request on Facebook.

## Miracle moments

Indirectly you will develop a “Never give up” attitude.

You will start finding happiness in each and every step of your life.

Since you are in touch with people who also want to achieve, you will be on track throughout your life.

The articles posted on our blog will remind us of the main reason why we started with this book.

*I love u Rachu*

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*“Give a man a fish and you feed him for a day; teach a man to fish and you feed him for a lifetime.”*

I personally feel that the only way we can help another person is by giving education. Education alone has the power to take a **Human being to Being human**. So, if you feel that the knowledge shared in the book is useful to any of your family member or friends, then give a small description about the book, what the things are that you liked in the book, and redirect them to our website – [www.howtowinyourday.com](http://www.howtowinyourday.com).

Also, please post your review from where you bought the book. It will help others to decide to buy this book, and also help us to extend this knowledge to more people. If you have any suggestions, please send any e-mails to [support@howtowinyourday.com](mailto:support@howtowinyourday.com)

We will meet you again very soon with the next edition of **How To Win Your Day**.

**Thank you so much for reading.**

*I love u Rachu*

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