

# **Harsh Truths I Know At 33 I Wish I Knew At 23:**

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**1. Life isn't fair.** Even if you treat others well, don't expect the same treatment in return.

2. You must always **trade** what you want now for what you want in the future.

3. **Not everyone** will cheer for your self-improvement.

4. Most people don't think about you as much as you believe; you greatly **overestimate** their attention to your actions.

5. You can't please everyone. Trying to do so will cause you to lose yourself.

6. You will miss time with loved ones to build wealth. Once wealthy, you might wish to trade it all for more time with them.

7. Comparison steals joy. Constantly measuring yourself against others, who start from different points, is unhealthy.

8. There is always someone who has faced worse and achieved more.

9. Building a business is risky, but so is living paycheck to paycheck. Life is about choosing your risks.

10. The real key to success in business and life is being the most prepared.

11. As a ~~leader~~, you must lead by example. You can't expect others to do what you won't.

12. Your life will be filled with failure, rejection, and adversity. Look for the **lessons** in them.

13. You'll only become more **resilient** by facing real challenges, which are often uncomfortable.

14. The person who shows up  
the most consistently is likely  
to succeed.

15. If something seems too  
good to be true, it usually is.

16. Hard work is not overrated.  
Most successful people have  
put in a lot of effort.

17. You'll never feel  
completely ready to start  
something new. Don't wait for  
the "perfect time"; start now.

18. Limiting yourself to what you're already good at will prevent you from exploring countless opportunities.

19. Beyond a certain point, money has little impact on happiness. The specific amount varies, but the principle holds.

20. **Consistency** is truly the only bridge between your goals and achievements.

21. The gap between who you are now and who you want to be is determined by your **actions**.