



# CHAPTER ONE



**Law 7 - get others to do the  
work for you, but always take  
the credit**





# Chapter Summary

This chapter emphasizes the importance of leveraging the efforts of others to advance one's own cause. By utilizing the skills and hard work of others, a person can appear more efficient and powerful. Historical examples, such as Nikola Tesla and Thomas Edison, illustrate how the true geniuses often remain unrecognized while others profit from their efforts. The narrative warns against the pitfalls of working alone and encourages individuals to be strategic in claiming credit for accomplishments. Ultimately, effective power dynamics involve sharing credit wisely while ensuring one's own contributions are recognized.





# Use the Strength of Others

Harness the wisdom and abilities of others to achieve your own goals. By allowing others to do the work, you not only save resources but also enhance your own reputation for effectiveness. This strategic delegation fosters a powerful image of productivity.

"Never do yourself what others can do for you."





# The Tale of Tesla

Nikola Tesla's brilliance was overshadowed by those who used his inventions for their gain. The struggles he faced reflect the harsh realities of innovation and credit. Many contributed to his discoveries yet few recognized his pivotal role.

"Tesla was the real 'father of radio,' yet his name was lost."



# Lessons from Fables

The tortoise's cleverness showcases the power of strategic thinking. By getting stronger animals to do the work for him, he emerges victorious. This illustrates the essence of the law: let others grind while you take center stage.



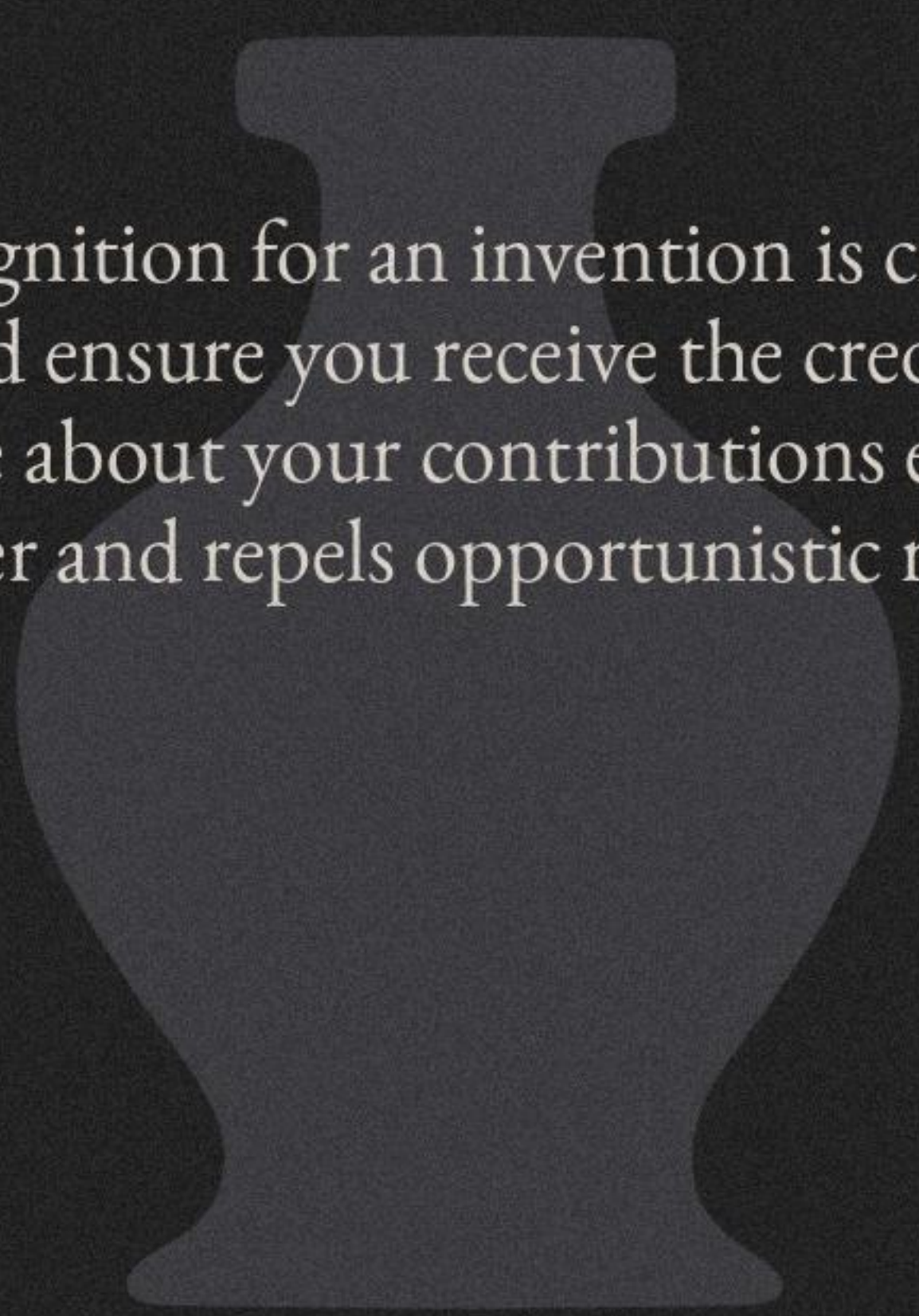


# Tesla vs. Edison

While Tesla toiled endlessly, Edison adeptly marketed and took credit for innovations. This contrast highlights that being perceived as powerful sometimes surpasses actual invention. Edison's strategy underscores the importance of public perception.



# The Value of Credit



Securing recognition for an invention is crucial. Protect your ideas and ensure you receive the credit they merit. Being proactive about your contributions establishes your power and repels opportunistic rivals.



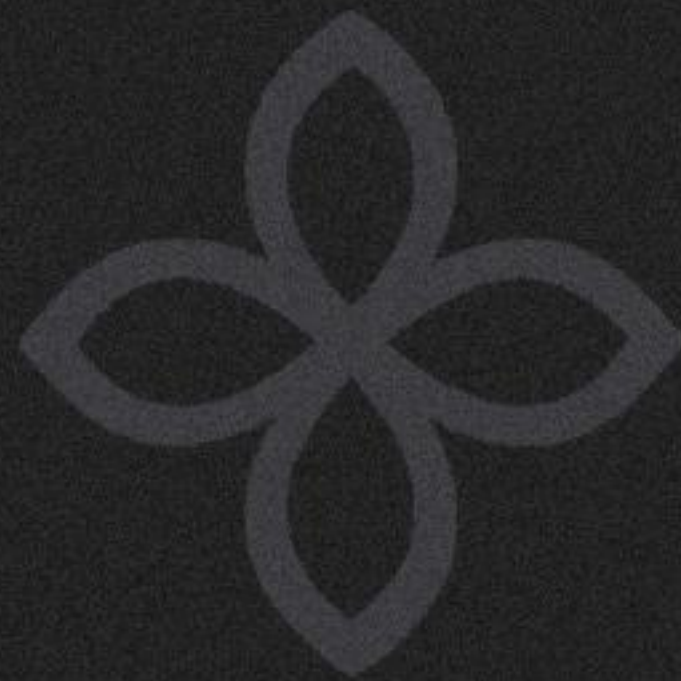
# Join the Game of Power

Rather than lamenting the loss of credit, learn to navigate the game of power. Observe the vultures circling above; they thrive by tapping into the work of others. Embrace this reality and position yourself advantageously.



# Learning from the Past

Use the wisdom of history to your advantage. Stand upon the shoulders of giants, reaping the benefits of their knowledge. This approach allows you to appear innovative while securing your legacy.





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# Do Not Exhaust Yourself



Trying to accomplish everything alone leads to burnout and inefficiency. Recognize the value in collaboration, as it conserves your energy for strategic endeavors. Progress efficiently by utilizing the talents at your disposal.



# The Flaw of Greed



Sometimes, sharing credit can solidify your position. Avoid pushing others away; instead, acknowledge their contributions to maintain alliances. Flexibility in sharing the spotlight is essential for long-term success.





# Recap

- "Never do yourself what others can do for you."
- "Tesla was the real 'father of radio,' yet his name was lost."
- "The credit for creation is as important as the creation itself."
- "Instead of fighting, join the game."
- "Fools say they learn by experience; smart people profit from the experience of others."





# Thank You

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