



# CHAPTER ONE



Get others to do the work for you, but  
always take the credit





# Chapter Summary

This chapter emphasizes the importance of leveraging the work and talents of others to achieve one's own goals while ensuring you receive the credit for their efforts. Through the stories of Nikola Tesla and the clever tortoise, it illustrates how those who take advantage of others' labor can appear more powerful and godlike. It cautions against the naive belief that hard work alone will secure recognition, and urges a strategic approach to collaborations and credit. Ultimately, the chapter teaches that using the skills of others to bolster your own success is a key strategy in the pursuit of power.





# Utilize the Strengths of Others for Your Success

In any endeavor, leveraging the wisdom and efforts of others can propel you to greater heights. Do not hesitate to call upon those who can assist you, as they can save you energy and time. Remember, it is not just about completing the work; it's about managing perceptions and outcomes.

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



# The Tale of Nikola Tesla

Nikola Tesla was immensely talented yet struggled to secure recognition for his groundbreaking inventions. Hired by Edison, he found his efforts undermined, illustrating how brilliance alone does not guarantee credit. Tesla's story serves as a cautionary tale about the consequences of not claiming the acknowledgment for one's work.

"Tesla labored tirelessly, yet he remained in obscurity."



# The Fable of the Tortoise

In a clever fable, the tortoise outsmarts the elephant and hippopotamus by utilizing their strength to prove his own equality. He orchestrates a situation where he can shine while others do the heavy lifting. This story reminds us that strategy often trumps brute strength in the quest for power.





# On the Importance of Credit

At the heart of this law lies the principle that the credit you receive for your work can be more critical than the work itself. Securing your reputation demands vigilance against those who would claim your accomplishments. Always be proactive in ensuring your contributions shine bright.



# Edison Versus Tesla

The contrasting figures of Edison and Tesla illustrate two approaches to success: Edison, a businessman, thrived on hiring talent, while Tesla, the visionary, faced neglect. This exemplifies a key truth: being adept in managing others' talents is essential to gaining visibility and respect.



# Beware of Vultures

As you pursue projects, be aware of opportunists who aim to benefit from your hard work. If you do not safeguard your efforts, you risk being overshadowed and deprived of credit. Stay vigilant, and safeguard your creative pursuits from competitors.





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# Mastering Collaboration



The art of collaboration involves understanding how to navigate the dynamics of credit and recognition. By fostering relationships where mutual benefit is prioritized, you can expand your own power while uplifting the contributions of others.



# Embrace Strategic Exploitation




In the world of power, knowledge and efficiency are your greatest allies. By consciously choosing to utilize others' strengths, you can achieve greater success without becoming overburdened. Harness their work, and rise to the top—be smart about it.





# Recap

- "Never do yourself what others can do for you."
  - "Tesla labored tirelessly, yet he remained in obscurity."
  - "Edison spotted opportunities; he was a master at hiring the best."
  - "Stand on the shoulders of giants to reach new heights."
  - "While you work hard, vultures circle above, waiting to profit."
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Thank You

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