Good evening friends and today we will be summarizing the book ‘The ONE Thing’ by Gary Keller.

…

GOING SMALL

If everyone has the same number of hours in a day, why do some people seem to get so much more done than others? How do they do more, achieve more, earn more, have more? If time is the currency of achievement, then why are some able to cash in their allotment for more chips than others? The answer is they make getting to the heart of things the heart of their approach. They go small.

Going small is a simple approach to extraordinary results, and it works. It works all the time, anywhere and on anything. Why? Because it has only one purpose—to ultimately get you to the point.

When you go as small as possible, you’ll be staring at one thing. And that’s the point.

“Be like a postage stamp — stick to one thing until you get there.” —Josh Billings

…

**THE DOMINO EFFECT**

In Leeuwarden, The Netherlands, on Domino Day, November 13, 2009, Weijers Domino Productions coordinated the world record domino fall by lining up more than 4,491,863 dominoes in a dazzling display. In this instance, a single domino set in motion a domino fall that cumulatively unleashed more than 94,000 joules of energy, which is as much energy as it takes for an average-sized male to do 545 pushups.

Each standing domino represents a small amount of potential energy; the more you line up, the more potential energy you’ve accumulated. Line up enough and, with a simple flick, you can start a chain reaction of surprising power. And Weijers Domino Productions proved it. When one thing, the right thing, is set in motion, it can topple many things. And that’s not all. In 1983, Lorne Whitehead wrote in the American Journal of Physics that he’d discovered that domino falls could not only topple many things, they could also topple bigger things. He described how a single domino is capable of bringing down another domino that is actually 50 percent larger.

A geometric progression is like a long, long train — it starts out too slow to notice until it’s moving too fast to stop.

Do you see the implication? Not only can one knock over others but also others that are successively larger. In 2001 a physicist from San Francisco’s Exploratorium reproduced Whitehead’s experiment by creating eight dominoes out of plywood, each of which was 50 percent larger than the one before. The first was a mere two inches, the last almost three feet tall. The resulting domino fall began with a gentle tick and quickly ended “with a loud SLAM.” Imagine what would happen if this kept going. If a regular domino fall is a linear progression, Whitehead’s would be described as a geometric progression. The result could defy the imagination. The 10th domino would be almost as tall as NFL quarterback Peyton Manning. By the 18th, you’re looking at a domino that would rival the Leaning Tower of Pisa. The 23rd domino would tower over the Eiffel Tower and the 31st domino would loom over Mount Everest by almost 3,000 feet. Number 57 would practically bridge the distance between the earth and the moon!

…

GETTING EXTRAORDINARY RESULTS

So when you think about success, shoot for the moon. The moon is reachable if you prioritize everything and put all of your energy into accomplishing the most important thing. Getting extraordinary results is all about creating a domino effect in your life. Toppling dominoes is pretty straightforward. You line them up and tip over the first one. In the real world, though, it’s a bit more complicated. The challenge is that life doesn’t line everything up for us and say, “Here’s where you should start.” Highly successful people know this. So every day they line up their priorities anew, find the lead domino, and whack away at it until it falls.

Why does this approach work? Because extraordinary success is sequential, not simultaneous. What starts out linear becomes geometric. You do the right thing and then you do the next right thing. Over time it adds up, and the geometric potential of success is unleashed. The domino effect applies to the big picture, like your work or your business, and it applies to the smallest moment in each day when you’re trying to decide what to do next. Success builds on success, and as this happens, over and over, you move toward the highest success possible.

When you see someone who has a lot of knowledge, they learned it over time. When you see someone who has a lot of skills, they developed them over time. When you see someone who has done a lot, they accomplished it over time. When you see someone who has a lot of money, they earned it over time.

The key is over time. Success is built sequentially. It’s one thing at a time.

…

THE SIX LIES BETWEEN YOU AND SUCCESS

- Everything Matters Equally

- Multitasking

- A Disciplined Life

- Willpower Is Always on Will-Call

- A Balanced Life

- Big Is Bad

…

Lie #1. Everything Matters Equally

“Things which matter most must never be at the mercy of things which matter least.”

—Johann Wolfgang von Goethe

…

Equality is a lie.

Understanding this is the basis of all great decisions. So, how do you decide? When you have a lot to get done in the day, how do you decide what to do first?

While to-dos serve as a useful collection of our best intentions, they also tyrannize us with trivial, unimportant stuff that we feel obligated to get done—because it’s on our list. Which is why most of us have a love-hate relationship with our to-dos.

If allowed, they set our priorities the same way an inbox can dictate our day. Most inboxes overflow with unimportant e-mails masquerading as priorities. Tackling these tasks in the order we receive them is behaving as if the squeaky wheel immediately deserves the grease. But, as Australian prime minister Bob Hawke duly noted, “The things which are most important don’t always scream the loudest.”

Achievers operate differently. They have an eye for the essential. They pause just long enough to decide what matters and then allow what matters to drive their day. Achievers do sooner what others plan to do later and defer, perhaps indefinitely, what others do sooner. The difference isn’t in intent, but in right of way. Achievers always work from a clear sense of priority.

…

The Pareto’s Principle and To-do List

The 80/20 Principle or Pareto’s Principle says the minority of your effort leads to the majority of your results. Pareto points us in a very clear direction: the majority of what you want will come from the minority of what you do.

A to-do list becomes a success list when you apply Pareto’s Principle to it.

….

Lie #2. Multitasking

“To do two things at once is to do neither.”

—Publilius Syrus

“Multitasking is merely the opportunity to screw up more than one thing at a time.”

—Steve Uzzell

…

So, if doing the most important thing is the most important thing, why would you try to do anything else at the same time? It’s a great question.

In the summer of 2009, Clifford Nass set out to answer just that. His mission? To find out how well so-called multitaskers multitasked. Nass, a professor at Stanford University, told the New York Times that he had been “in awe” of multitaskers and deemed himself to be a poor one. So he and his team of researchers gave 262 students questionnaires to determine how often they multitasked. They divided their test subjects into two groups of high and low multitaskers and began with the presumption that the frequent multitaskers would perform better. They were wrong.

“I was sure they had some secret ability” said Nass. “But it turns out that high multitaskers are suckers for irrelevancy.” They were outperformed on every measure. Although they’d convinced themselves and the world that they were great at it, there was just one problem. To quote Nass, “Multitaskers were just lousy at everything.”

Multitasking is a lie.

…

Every time we try to do two or more things at once, we’re simply dividing up our focus and dumbing down all of the outcomes in the process.

Here’s the short list of how multitasking short-circuits us:

1. There is just so much brain capability at any one time. Divide it up as much as you want, but you’ll pay a price in time and effectiveness.

2. The more time you spend switched to another task, the less likely you are to get back to your original task. This is how loose ends pile up.

3. Bounce between one activity and another and you lose time as your brain reorients to the new task. Those milliseconds add up. Researchers estimate we lose 28 percent of an average workday to multitasking ineffectiveness.

4. Chronic multitaskers develop a distorted sense of how long it takes to do things. They almost always believe tasks take longer to complete than is actually required.

5. Multitaskers make more mistakes than non-multitaskers. They often make poorer decisions because they favor new information over old, even if the older information is more valuable.

6. Multitaskers experience more life-reducing, happiness squelching stress.

…

Lie #3. A Disciplined Life

There is this pervasive idea that the successful person is the “disciplined person” who leads a “disciplined life.”

It’s a lie.

The truth is we don’t need any more discipline than we already have. We just need to direct and manage it a little better. Contrary to what most people believe, success is not a marathon of disciplined action. Achievement doesn’t require you to be a full-time disciplined person where your every action is trained and where control is the solution to every situation.

Success is actually a short race—a sprint fueled by discipline just long enough for habit to kick in and take over. When we know something that needs to be done but isn’t currently getting done, we often say, “I just need more discipline.”

Actually, we need the habit of doing it. And we need just enough discipline to build the habit. In any discussion about success, the words “discipline” and “habit” ultimately intersect. Though separate in meaning, they powerfully connect to form the foundation for achievement — regularly working at something until it regularly works for you. When you discipline yourself, you’re essentially training yourself to act in a specific way. Stay with this long enough and it becomes routine—in other words, a habit. So when you see people who look like “disciplined” people, what you’re really seeing is people who’ve trained a handful of habits into their lives. This makes them seem “disciplined” when actually they’re not. No one is.

…

**SELECTED DISCIPLINE WORKS SWIMMINGLY**

Olympic swimmer Michael Phelps is a case study of selected discipline. When he was diagnosed with ADHD as a child, his kindergarten teacher told his mother, “Michael can’t sit still. Michael can’t be quiet... . He’s not gifted. Your son will never be able to focus on anything.” Bob Bowman, his coach since age 11, reports that Michael spent a lot of time on the side of the pool by the lifeguard stand for disruptive behavior. That same misbehavior has cropped up from time to time in his adult life as well. Yet, he’s set dozens of world records. In 2004 he won six gold and two bronze medals in Athens and then, in 2008, a record eight in Beijing, surpassing the legendary Mark Spitz. His 18 gold medals set a record for Olympians in any sport. Before he hung up his goggles in retirement, his wins at the 2012 London Olympic Games brought his total medal count to 22 and earned him the status of most-decorated Olympian in any sport in history. Talking about Phelps, one reporter said, “**If he were a country he’d be ranked 12th over the last three Olympics.**” Today, his mom reports, “Michael’s ability to focus amazes me.” Bowman calls it “his strongest attribute.” How did this happen? How did the boy who would “never be able to focus on anything” achieve so much? Phelps became a person of selected discipline.

From age 14 through the Beijing Olympics, Phelps trained seven days a week, 365 days a year. He figured that by training on Sundays he got a 52-training-day advantage on the competition. He spent up to six hours in the water each day. “Channeling his energy is one of his great strengths,” said Bowman. Not to oversimplify, but it’s not a stretch to say that Phelps channeled all of his energy into one discipline that developed into one habit—swimming daily. The payoff from developing the right habit is pretty obvious.

It gets you the success you’re searching for. What sometimes gets overlooked, however, is an amazing windfall: it also simplifies your life. Your life gets clearer and less complicated because you know what you have to do well and you know what you don’t. The fact of the matter is that aiming discipline at the right habit gives you license to be less disciplined in other areas. When you do the right thing, it can liberate you from having to monitor everything.

Michael Phelps found his sweet spot in the swimming pool. Over time, finding the discipline to do this formed the habit that changed his life.

…

**TODDLER TORTURE**: In the late ’60s and early ’70s, researcher Walter Mischel began methodically tormenting four-year-olds at Stanford University’s Bing Nursery School. More than 500 children were volunteered for the diabolical program by their own parents, many of whom would later, like millions of others, laugh mercilessly at videos of the squirming, miserable kids. The devilish experiment was called “The Marshmallow Test.” It was an interesting way to look at willpower.

Kids were offered one of three treats—a pretzel, a cookie, or the now infamous marshmallow. The child was told that the researcher had to step away, and if he could wait 15 minutes until the researcher returned, he’d be awarded a second treat. One treat now or two later. (Mischel knew they’d designed the test well when a few of the kids wanted to quit as soon as they explained the ground rules.)

Left alone with a marshmallow they couldn’t eat, kids engaged in all kinds of delay strategies, from closing their eyes, pulling their own hair, and turning away, to hovering over, smelling, and even caressing their treats. On average, kids held out less than three minutes. And only three out of ten managed to delay their gratification until the researcher returned. It was pretty apparent most kids struggled with delayed gratification. Willpower was in short supply.

Initially no one assumed anything about what success or failure in the marshmallow test might say about a child’s future. That insight came about organically. Mischel’s three daughters attended Bing Nursery School, and over the next few years, he slowly began to see a pattern when he’d ask them about classmates who had participated in the experiment. Children who had successfully waited for the second treat seemed to be doing better.

A lot better.

Starting in 1981, Mischel began systematically tracking down the original subjects. He requested transcripts, compiled records, and mailed questionnaires in an attempt to measure their relative academic and social progress. His hunch was correct—willpower or the ability to delay gratification was a huge indicator of future success. Over the next 30-plus years, Mischel and his colleagues published numerous papers on how “high delayers” fared better. Success in the experiment predicted higher general academic achievement, SAT test scores that were on average 210 points higher, higher feelings of self-worth, and better stress management. On the other hand, “low delayers” were 30 percent more likely to be overweight and later suffered higher rates of drug addiction. When your mother told you “all good things come to those who wait,” she wasn’t kidding.

…

Lie #4. Willpower Is Always on Will-Call

Think of willpower like the power bar on your cell phone. Every morning you start out with a full charge. As the day goes on, every time you draw on it you’re using it up. So as your green bar shrinks, so does your resolve, and when it eventually goes red, you’re done. Willpower has a limited battery life but can be recharged with some downtime.

Stanford University professor Baba Shiv’s research shows just how fleeting our willpower can be. He divided 165 undergraduate students into two groups and asked them to memorize either a two digit or a seven-digit number. Both tasks were well within the average person’s cognitive abilities, and they could take as much time as they needed. When they were ready, students would then go to another room where they would recall the number. Along the way, they were offered a snack for participating in the study. The two choices were chocolate cake or a bowl of fruit salad—guilty pleasure or healthy treat. Here’s the kicker: students asked to memorize the seven-digit number were nearly twice as likely to choose cake. This tiny extra cognitive load was just enough to prevent a prudent choice.

The implications are staggering. The more we use our mind, the less minding power we have. Willpower is like a fast-twitch muscle that gets tired and needs rest. It’s incredibly powerful, but it has no endurance. As Kathleen Vohs put it in Prevention magazine in 2009, “Willpower is like gas in your car... . When you resist something tempting, you use some up. The more you resist, the emptier your tank gets, until you run out of gas.” In fact, a measly five extra digits is all it takes to drain our willpower dry. While decisions tap our willpower, the food we eat is also a key player in our level of willpower

…

**FOOD FOR THOUGHT**

The brain makes up l/50th of our body mass but consumes a staggering 1/5th of the calories we bum for energy. If your brain were a car, in terms of gas mileage, it’d be a Hummer. Most of our conscious activity is happening in our prefrontal cortex, the part of our brain responsible for focus, handling short-term memory, solving problems, and moderating impulse control. It’s at the heart of what makes us human and the center for our executive control and willpower.

Here’s an interesting fact. The “last in, first out” theory is very much at work inside our head. The most recent parts of our brain to develop are the first to suffer if there is a shortage of resources. Older, more developed areas of the brain, such as those that regulate breathing and our nervous responses, get first helpings from our blood stream and are virtually unaffected if we decide to skip a meal. The prefrontal cortex, on the other hand, feels the impact.

Unfortunately, being relatively young in terms of human development, it’s the runt of the litter come feeding time. Advanced research shows us why this matters.

A 2007 article in the Journal of Personality and Social Psychology detailed nine separate studies on the impact of nutrition and willpower. In one set, researchers assigned tasks that did or did not involve willpower and measured blood-sugar levels before and after each task. Participants who exercised willpower showed a marked drop in the levels of glucose in the bloodstream. Subsequent studies showed the impact on performance when two groups completed one willpower-related task and then did another. Between tasks, one group was given a glass of Kool-Aid lemonade sweetened with real sugar (buzz) and the other was given a placebo, lemonade with Splenda (buzzkill). The placebo group had roughly twice as many errors on the subsequent test as the sugar group.

The studies concluded that willpower is a mental muscle that doesn’t bounce back quickly. If you employ it for one task, there will be less power available for the next unless you refuel. To do our best, we literally have to feed our minds, which gives new credence to the old saw, “food for thought.” Foods that elevate blood sugar evenly over long periods, like complex carbohydrates and proteins, become the fuel of choice for high-achievers—literal proof that “you are what you eat.”

…

Lie #5. A Balanced Life

COUNTERBALANCING — THE LONG AND SHORT OF IT

When we say we’re out of balance, we’re usually referring to a sense that some priorities—things that matter to us—are being underserved or unmet. The problem is that when you focus on what is truly important, something will always be underserved. No matter how hard you try, there will always be things left undone at the end of your day, week, month, year, and life. Trying to get them all done is folly. When the things that matter most get done, you’ll still be left with a sense of things being undone—a sense of imbalance. Leaving some things undone is a necessary tradeoff for extraordinary results. But you can’t leave everything undone, and that’s where counterbalancing comes in. The idea of counterbalancing is that you never go so far that you can’t find your way back or stay so long that there is nothing waiting for you when you return.

This is so important that your very life may hang in the balance. An 11-year study of nearly 7,100 British civil servants concluded that habitual long hours can be deadly. Researchers showed that individuals who worked more than 11 hours a day (a 55-plus hour workweek) were 67 percent more likely to suffer from heart disease. Counterbalancing is not only about your sense of well-being, it’s essential to your being well.

(Continued on next slide)

…

Lie #5. A Balanced Life (Continued)

There are two types of counterbalancing: the balancing between work and personal life and the balancing within each. In the world of professional success, it’s not about how much overtime you put in; the key ingredient is focused time over time. To achieve an extraordinary result you must choose what matters most and give it all the time it demands. This requires getting extremely out of balance in relation to all other work issues, with only infrequent counterbalancing to address them. In your personal world, awareness is the essential ingredient. Awareness of your spirit and body, awareness of your family and friends, awareness of your personal needs—none of these can be sacrificed if you intend to “have a life,” so you can never forsake them for work or one for the other. You can move back and forth quickly between these and often even combine the activities around them, but you can’t neglect any of them for long. Your personal life requires tight counterbalancing.

Whether or not to go out of balance isn’t really the question. The question is: “Do you go short or long?” In your personal life, go short and avoid long periods where you’re out of balance. Going short lets you stay connected to all the things that matter most and move them along together. In your professional life, go long and make peace with the idea that the pursuit of extraordinary results may require you to be out of balance for long periods.

Going long allows you to focus on what matters most, even at the expense of other, lesser priorities. In your personal life, nothing gets left behind. At work it’s required. In his novel Suzanne’s Diary for Nicholas, James Patterson artfully highlights where our priorities lie in our personal and professional balancing act: “Imagine life is a game in which you are juggling five balls. The balls are called work, family, health, friends, and integrity. And you’re keeping all of them in the air. But one day you finally come to understand that work is a rubber ball. If you drop it, it will bounce back. The other four balls — family, health, friends, integrity—are made of glass. If you drop one of these, it will be irrevocably scuffed, nicked, perhaps even shattered.”

…

Lie #6. BIG IS BAD

“We are kept from our goal, not by obstacles but by a clear path to a lesser goal.”

—Robert Brault

“Big is bad” is a lie.

…

THE BIG DEAL

For more than four decades, Stanford psychologist Carol S. Dweck has studied the science of how our self-conceptions influence our actions. Her work offers great insight into why thinking big is such a big deal.

Dweck’s work with children revealed two mindsets in action —a “growth” mindset that generally thinks big and seeks growth and a “fixed” mindset that places artificial limits and avoids failure.

Growth-minded students, as she calls them, employ better learning strategies, experience less helplessness, exhibit more positive effort, and achieve more in the classroom than their fixed-minded peers. They are less likely to place limits on their lives and more likely to reach for their potential. Dweck points out that mindsets can and do change. Like any other habit, you set your mind to it until the right mindset becomes routine.

When Scott Forstall started recruiting talent to his newly formed team, he warned that the top-secret project would provide ample opportunities to “make mistakes and struggle, but eventually we may do something that we’ll remember the rest of our lives.”

He gave this curious pitch to superstars across the company, but only took those who immediately jumped at the challenge. He was looking for “growth-minded” people, as he later shared with Dweck after reading her book. Why is this significant? While you’ve probably never even heard of Forstall, you’ve certainly heard of what his team created. Forstall was a senior vice president at Apple, and the team he formed created the iPhone.

…

LIFE IS A QUESTION

You may be asking, “Why focus on a question when what we really crave is an answer?” It’s simple. Answers come from questions, and the quality of any answer is directly determined by the quality of the question. Ask the wrong question, get the wrong answer. Ask the right question, get the right answer. Ask the most powerful question possible, and the answer can be life altering.

Voltaire once wrote, “Judge a man by his questions rather than his answers.” Sir Francis Bacon added, “A prudent question is one-half of wisdom.” Indira Gandhi concluded that “the power to question is the basis of all human progress.” Great questions are clearly the quickest path to great answers. Every discoverer and inventor begins his quest with a transformative question. The scientific method asks questions of the universe in hypothesis form. The more than 2,000-year-old Socratic Method, teaching through questions, is still embraced by educators from the heights of Harvard Law School to the local kindergarten class. Questions engage our critical thinking. Research shows that asking questions improves learning and performance by as much as 150 percent. In the end, it’s hard to argue with author Nancy Willard, who wrote, “Sometimes questions are more important than answers.”

I first became aware of the power of questions as a young man. I read a poem that affected me profoundly and I’ve carried it with me ever since.

(Continued on next slide)

…

**LIFE IS A QUESTION (Continued)**

"MY WAGE" By J. B. Rittenhouse

I bargained with Life for a penny,

And Life would pay no more,

However I begged at evening

When I counted my scanty store.

For Life is a just employer,

He gives you what you ask,

But once you have set the wages,

Why, you must bear the task.

I worked for a menials hire,

Only to learn, dismayed,

That any wage I had asked of Life,

Life would have willingly paid.

The last two lines deserve repeating: “... any wage I had asked of Life, Life would have willingly paid.” One of the most empowering moments of my life came when I realized that life is a question and how we live it is our answer. How we phrase the questions we ask ourselves determines the answers that eventually become our life.

The challenge is that the right question isn’t always so obvious. Most things we want don’t come with a road map or a set of instructions, so it can be difficult to frame the right question. Clarity must come from us. It seems we must envision our own journeys, make our own maps, and create our own compasses. To get the answers we seek, we have to invent the right questions— and we’re left to devise our own. So how do you do this? How do you come up with uncommon questions that take you to uncommon answers?

(Continued on next slide)

….

**LIFE IS A QUESTION (Continued)**

You ask one question: the Focusing Question.

Anyone who dreams of an uncommon life eventually discovers there is no choice but to seek an uncommon approach to living it. The Focusing Question is that uncommon approach. In a world of no instructions, it becomes the simple formula for finding exceptional answers that lead to extraordinary results.

“What is the one thing I can do such that by doing it everything else will be easier or unnecessary?”

…

PURPOSE, PRIORITY AND PRODUCTIVITY

Think of purpose, priority, and productivity as three parts of an iceberg.

With typically only 1/9 of an iceberg above water, whatever you see is just the tip of everything that is there. This is exactly how productivity, priority, and purpose are related. What you see is determined by what you don’t.

….

**THE BEGGING BOWL**: Upon coming out of his palace one morning and encountering a beggar, a king asks, “What do you want?” The beggar laughingly says, “You ask as though you can fulfill my desire!” Offended, the king replies, “Of course I can. What is it?” The beggar warns, “Think twice before you promise anything.”

Now, the beggar was no ordinary beggar but the king’s past-life master, who had promised in their former life, “I will come to try and wake you in our next life. This life you have missed, but I will come again to help you.”

The king, not recognizing his old friend, insisted, “I will fulfill anything you ask, for I am a very powerful king who can fulfill any desire.” The beggar said, “It is a very simple desire. Can you fill this begging bowl?” “Of course!” said the king, and he instructed his vizier to “fill the man’s begging bowl with money.”

The vizier did, but when the money was poured into the bowl, it disappeared. So he poured more and more, but the moment he did, it would disappear. The begging bowl remained empty.

Word spread throughout the kingdom, and a huge crowd gathered. The prestige and power of the king were at stake, so he told his vizier, “If my kingdom is to be lost, I am ready to lose it, but I cannot be defeated by this beggar.” He continued to empty his wealth into the bowl. Diamonds, pearls, emeralds. His treasury was becoming empty. And yet the begging bowl seemed bottomless. Everything put into it immediately disappeared!

Finally, as the crowd stood in utter silence, the king dropped at the beggars feet and admitted defeat. “You are victorious, but before you go, fulfill my curiosity. What is the secret of this begging bowl?”

The beggar humbly replied, **“There is no secret. It is simply made up of human desire.”**

One of our biggest challenges is making sure our life’s purpose doesn’t become a beggar’s bowl, a bottomless pit of desire continually searching for the next thing that will make us happy. That’s a losing proposition. Acquiring money and obtaining things are pretty much all done for the pleasure we expect them to bring. On one hand, this actually works. Securing money or something we want can spike our happiness meter—for a moment. Then it goes back down. Over the ages, our greatest minds have pondered happiness, and their conclusions are much the same: having money and things won’t automatically lead to lasting happiness.

…

FAITH

“Only those who will risk going too far can possibly find out how far one can go.”

— T. S. Eliot

One evening an elder Cherokee told his grandson about a battle that goes on inside all people. He said, “My son, the battle is between two wolves inside us. One is Fear. It carries anxiety, concern, uncertainty, hesitancy, indecision and inaction. The other is Faith. It brings calm, conviction, confidence, enthusiasm, decisiveness, excitement and action.” The grandson thought about it for a moment and then meekly asked his grandfather: “Which wolf wins?” The old Cherokee replied, *“The one you feed.*”

Your journey toward extraordinary results will be built above all else on faith. It’s only when you have faith in your purpose and

priorities that you’ll seek out your ONE Thing.

…

**SUCCESS IS AN INSIDE JOB / YOU ARE THE FIRST DOMINO**

So, how do you live a life of no regrets? The same way your journey to extraordinary results begins. With purpose, priority, and productivity; with the knowledge that regret must be avoided, and can be; with your ONE Thing at the top of your mind and the top of your schedule; with a single first step we can all take.

I believe the best way to share this is in a story.

One evening, a young boy hopped up on his father’s lap and whispered, “Dad, we don’t spend enough time together.” The father, who dearly loved his son, knew in his heart this was true and replied, “You’re right and I’m so sorry. But I promise I’ll make it up to you. Since tomorrow is Saturday, why don’t we spend the entire day together? Just you and me!” It was a plan, and the boy went to bed that night with a smile on his face, envisioning the day, excited about the adventurous possibilities with his Pops. The next morning the father rose earlier than usual. He wanted to make sure he could still enjoy his ritual cup of coffee with the morning paper before his son awoke, wound up and ready to go. Lost in thought reading the business section, he was caught by surprise when suddenly his son pulled the newspaper down and enthusiastically shouted, “Dad, I’m up. Let’s play!” The father, although thrilled to see his son and eager to start the day together, found himself guiltily craving just a little more time to finish his morning routine. Quickly racking his brain, he hit upon a promising idea. He grabbed his son, gave him a huge hug, and announced that their first game would be to put a puzzle together, and when that was done, “we’ll head outside to play for the rest of the day.”

Earlier in his reading, he had seen a full-page ad with a picture of the world. He quickly found it, tore it into little pieces, and spread them out on the table. He found some tape for his son and said, “I want to see how fast you can put this puzzle together.” The boy enthusiastically dove right in, while his father, confident that he had now bought some extra time, buried himself back in his paper. (Continued on next slide)

…

Continued from previous slide:

Within minutes, the boy once again yanked down his father’s newspaper and proudly announced, “Dad, I’m done!” The father was astonished. For what lay in front of him—whole, intact, and complete—was the picture of the world, back together as it was in the ad and not one piece out of place. In a voice mixed with parental pride and wonder, the father asked, “How on earth did you do that so fast?”

The young boy beamed. “It was easy, Dad! I couldn’t do it at first and I started to give up, it was so hard. But then I dropped a piece on the floor, and because it’s a glass-top table, when I looked up I saw that there was a picture of a man on the other side. That gave me an idea!

“When I put the man together, the world just fell into place.” I first heard this innocent narrative when I was a teenager and I’ve never been able to shake it. It became a tale I continually retell in my head, and ultimately a central theme in my life. What struck me isn’t the apparent issue with life balance the father had, though I certainly got that. What grabbed me and stuck with me was the inspired solution of the son. He cracked a deeper code: a simple and more straightforward approach to life. A starting point for any challenge we face personally or professionally. The ONE Thing we must all understand if we are to achieve extraordinary results at our highest level possible. Undoubtedly. Unquestionably.

**Success is an inside job.**

Put yourself together, and your world falls into place. When you bring purpose to your life, know your priorities, and achieve high productivity on the priority that matters most every day, your life makes sense and the extraordinary becomes possible. All success in life starts within you. You know what to do. You know how to do it. Your next step is simple. **You are the first domino.**

-- Thank You (By Ashish Jain)