

The difference between amateurs and professionals:



Amateurs love the prize, Professionals love the process.

You'll never make it if the view at the summit is the only thing motivating you to keep climbing.

The hunt has to be just as exciting as the meal at the end.

Professionals truly fall in love with the process.



Amateurs make it look effortful, Professionals make it look effortless.

You have to put in more effort to make something appear effortless.

Professionals know that elegant performances are the result of a large volume of gritty practice.

Small things become big things.



Amateurs blame others, Professionals are accountable.

In the wake of a failure:

The Amateur looks outward—bad luck, unfair circumstances, a cheating opponent.

The Professional looks inward—lack of preparation, gaps in routine, uneven intensity.

Accountability breeds progress.



Amateurs enter with 100 mediocre moves, Professionals enter with 1 perfect move.

Professionals know their unique edge—they play *their* game.

"I fear not the man who has practiced 10,000 kicks once, but I fear the man who has practiced one kick 10,000 times." - Bruce Lee

Amateurs are flashy, Professionals are relentless.

Many people are able to produce bursts of energy—few are able to produce consistent, steady flows, day-in day-out.

The former is flashy, but the latter is relentless.

Never bet against the person who just keeps showing up.



Amateurs let the day come to them, Professionals have a routine.

The greatest performers in any craft share one thing in common:

They have a routine and they stick to it.

Greatness is simply the result of tiny daily actions done well—over and over and over again.

Amateurs are patient with actions and impatient with results, Professionals are impatient with actions and patient with results.

Professionals play long-term games—they delay gratification.

But they simultaneously embrace that long-term games are won through tiny daily actions.



Amateurs fear failure, Professionals embrace it.

Our greatest moments of growth often stem directly from our greatest failures.

Professionals don't accept failure as inevitable, but they certainly don't fear it either.

Remember: You will fail. Embrace it. Fail smart and fast.

Amateurs are a part of their environment, Professionals are the master of it.

It's important to have a plan—but a plan is useless if the environment is unsuited to following it.

Professionals *create* their environment, they don't just exist in it.

They dictate the terms.



Amateurs hope for good breaks, Professionals create them.

Amateurs enter the arena with their fingers crossed. Professionals enter the arena with a plan.

They realize that some of what we call luck is the macro result of 1,000s of micro actions.

Professionals create more luck.

Amateurs play the table, Professionals set the table.

Professionals play games they are uniquely wellsuited to win.

If they don't like the way the table is set, they flip it over.

They set the table in a way that favors their edge and then make their opponent play on it.



Amateurs fear being wrong, Professionals enjoy it.

Professionals have retrained their minds to embrace new information that forces a change in viewpoint.

They view each "software update" as an improvement upon the old.

Open mindsets rule the world.

Amateurs seek recognition, Professionals seek legacy.

Amateurs do it for the pat on the back—the approval, the words of affirmation, the champagne.

Professionals do it for something bigger—they don't need approval.

They're building something that lasts long after they're gone.

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