

List of Sayings - The Lost and Found of Lessons

(in development)

Note: These are mostly quotes I have found over time. Many of them I can't remember who spoke it, but I thought I would share.

1. Stress doesn't come from hard work. stress primarily comes from not taking action over something that you can have some control over.
2. There's a lot of potential you locked in your genetic code. if you put yourself in a new situation, then the stress caused by that situation unlocks those genes and then builds new parts of you. who knows how much of you there still is to be found.
3. If you truly have a physical presence, you don't necessarily have to be a bodybuilder, but being physically capable and dangerous, people will actually feel your presence
4. "If a man knows not where he goes, no wind is favourable" - Aristotle
5. "Your kids are gonna figure you out someday. You can accomplish anything you want in life - then why aren't you dad? Why aren't you mom? They are watching you" - Ed Mylett
6. Everyone is stressed, everyone has problems, everyone is going through shit. The winners are the people who decided to do something about it.
7. "Happiness is always on the climb. One of the most dangerous things that can happen to a young man is to get to the top of a mountain without seeing a higher mountain to climb. The only thing to do at that point is to self-sabotage yourself down that mountain so that you can climb it again" - Jay Waller
8. Rich people have the same problems that poor people do, they just want them solved differently
9. "Leave the feelings to the women, men act, that's how the world got built" - Andrew Tate
10. Some people are finding it helpful to listen to an audio book while reading the book - bringing the audio and visual world into alignment improves focus
11. What if you spent one year giving it your absolute all? How drastically would your life change?
12. A person who thinks all the time has nothing to think about except thoughts, so he loses touch with reality.
13. You have to be careful about who's philosophy you buy into, you can be wrong for 5, 10, even 30 years and not know it. Question everything and think through all you do.
14. I asked for strength, god gave me difficulties to make me strong. I asked for wisdom, god gave me problems to solve. I asked for courage, god gave me dangers to overcome. I asked for love, god gave me troubled people to help.
15. Surround yourself with relentless human beings, people who plan in decades but live in moments, train like savages but create like artist, obsess in their work but relax in their life
16. You can fake your way through your twenties, but what happens is you become less and less engaged in your work, your bored and kind of skating by. It catches up to you as people younger, better looking, and less expensive start to replace you. You followed something that you shouldn't have followed.

17. People who have more money are just more uncomfortable with being poor. The moment you sell your business, you will have no cashflow.
18. If you go to college, befriend the richest parents' kids. Befriend the smartest kids, take care of the dean, be good to the people in various departments, befriend the people putting people in big companies, etc...
19. "Every day, strive to be the best version of yourself that you could possibly be. Strive to be the best teammate everyday that you can" - American Green Berets
20. It is incredibly important to belong to a community of consequence - your friends don't let you get away with shit, people are held accountable and excellence is demanded of them.
21. If you had to talk about something, but your only allowed to talk about your own experience - things that you have done and your own true thoughts and opinions. Your going to run out of shit to talk about of things quickly. Your thoughts are useless. When was the last time you said something insightful. When was the last time you made someone think?
22. You can't catch a fish unless the tide is going out. During a falling tide you can only make one mistake - not having a line in the water. You must try new things - everything you possible can. Wake up everyday and live that day to its fullest possibility - not nursing your wounds or trying to do things that you have already done.
23. Don't be overheard complaining, even to yourself. Don't put on airs about your accomplishments - don't talk about it be about it. Don't overindulge in eating or drinking - moderation is key. Two ears one mouth for a reason - Don't speak more than you listen.
24. The three common traits that successful people have. Superiority complex - they are better than everyone else. Crippling insecurity - they are never enough. Impulse control - be able to stay focused on a goal
25. You've made no progress. You've never moved. You might even be further from your goal than you were originally. Why did you do that? You lost sight of your long term goal.
26. Avoid cold water immersion within 4 hours after a workout that is intended to evoke a change such as hypertrophy. Cold water reduces inflammation that is critical to building muscle. If you can wait to do cold water immersion the day after or right before exercising, that's even better.
27. Its not that your wrong for having the idea and trying to build it, you just might not be there yet. Like lifting a heavy weight. You might lift it if you struggle enough, or you could peel a plate off and work up to it.
28. Heat - 187F to 212F. Cold - cold enough to suck but not get hypothermia. Your body treats heating up as waking up. You body heats up after cold exposure, so doing it earlier in the day helps you wake up. Your body cools down after sauna, so it helps you feel tired.
29. Give me a child until they are seven and I will show you the man. Unless you make a conscious effort to change your thought processes, what you grew up in will dictate your future.
30. Tip to improve communication - make a 5min recording of yourself unprompted, just start talking. Listen to it without looking at it. Look at it without listening to it. Get the transcript of the video and highlight all the filler words "ums and ahhs". Identify volume, emotion,

pauses, expressions, and speech. Understand what is robbing you of credibility and authority.

31. Do what you love. Focus on something you enjoy doing. Have a worthy purpose to accomplish something.
32. If it doesn't grow, don't eat it. Example - Bread vs potatoes, Bagels vs rice
33. Hit your muscles in three ranges. Mid range, contraction, lengthening
34. Sub-caloric low-fat diet is a form of nutritional castration
35. To inspire the youth of men, you need to be aspirational. They have to look at you and want to be like you.
36. When you get into cold water, you develop a thermal sheath. Wave your arms to break the sheath. Don't huddle when you get out, stand out with arms extended. Be a man.
37. Only because you will die someday, the days you are alive have meaning. Is what you are living for worth dying for? If not, find a different purpose in life. Live your life in a way that you could die any day with a smile. If you accept this, your fear or mortality will go away.
38. Patience is a scam. Start producing. Start attracting attention. If you do this, you will start making money.
39. Olympic medalists don't actually love winning, they hate losing. Win they win, they experience relief, not euphoria.
40. To keep the bad men in place, you need good men who are also capable of being terrible. This is the fine line that women have to navigate when choosing strong partners.
41. Work-life balance is bullshit. There are work-life choices, you make them and they have consequences.
42. The rocking chair test. When you are faced with a difficult decision, what would the old man in the rocking chair say? Ultimately you are answering to an older version of yourself.
43. No one could become a man unless his father had died. This can take place symbolically. There is always someone standing between you and the chaos of the world that you can go to. At some point this person will not be any more than you do, and this is a symbolic death. You establish a more individual relationship with your parents. At this point you could conceivably start taking care of them instead of the reverse.
44. You need to be panicked, worried, and concerned that you are not fucking rich yet. The girls you want are getting fucked by someone and it ain't you. This should piss you off. You are running out of time. You need to get some urgency in your life.
45. The Matthew Principle. To those that have everything, more will be given. To those who have nothing, everything will be taken. As you fail, you fail more and more rapidly, but as you start to succeed, you succeed more and more rapidly.
46. Fitness goals - deadlift 4 plates, squat 3 plates, bench press 2 plates, military press 1 plate.
47. You don't bet on a horse, you bet on the odds being wrong.
48. The reason you are burnt out is because you are complacent. When there are sharks in the water and you are bleeding, you don't have time for a fucking mental break.
49. When you look at a mountain you are going to think ahh fuck. Take a step, then another. Before you know it you are halfway up.

50. There are people in the world who do not stop. You can only guess as to why. Some people have experienced so much pain that they will not stop until they make their point into reality
51. If your in a new city and want to network. Try to join a club.
52. Try calling a restaurant ahead of time to pre-pay the bill. This way there is no question on who is paying, everything is just taken care of.
53. Strength is more important than muscle mass. There is about a 3 fold reduction in all-cause mortality when you compare high strength to low strength.
54. Try 10 rounds of 10 at an 80-85% 1 rep max, changing the weights as you go down to maintain the 10 reps. Studies show increase in testosterone compared to regular 1 hr sessions or normal workouts like dips and lateral raises etc...
55. Make your sons work. Have them in martial arts from a young age. Don't buy them nice things. You are rich, they are poor. If they want something, they have to work for it. Trauma, stress, and pressure helps build men into better people.
56. Allowance system for kids. Have them do work, give them \$5 - \$3 for spending, \$1 for giving, \$1 for saving.
57. Tell different people different lies about personal things. This way, if you hear someone else say it about you, you know who is spreading secrets about you because you only told it to one person.
58. If you keep improving, it will be very hard for your competitors to keep up with you.
59. People at the top might be more accessible than you think. You never know if you never ask.
60. The best times to workout are immediately after waking up, 3hrs after waking up, or 11hrs after waking up.
61. Never try to be better than someone else. Always learn from others. Never cease to become a better version of yourself. Don't worry about things you can't control because it will adversely affect things that you can control.
62. If you rate yourself a 6/10 or lower, just go monk mode. Disconnect from the sexual marketplace, reallocate you time, effort, resources to yourself. This is where you will get the best ROI in your life anyway. Don't chase tail, chase excellence.
63. Try and remember the last thought you had before you went to sleep. You only live in the present, everything that you have experienced in your life is remembered. When you start to remember unconscious thoughts that you have had, you start getting more control over your mind and dreams. You start to be able to affect your dreams with your mind
64. When you get to a certain level of money and power, the only thing that becomes important is your genetic legacy. Have as many kids as possible with the best, suitable women you can find.
65. You will feel the happiest when you are growing.
66. Nobody is going to wake up and care more about your life than you.
67. Make sure you have as little as possible in your personal name, then spread it across multiple jurisdictions.
68. People change when they hurt enough they have to, see enough they are inspired to, learn enough that they want to, or receive enough that they are able to.

69. For capitalism to thrive, you need to have a huge percentage of the population who accept a slave's life. Slavery used to mean do work to sleep in the house. Now its do work, use this money to sleep in the house. Its the same thing, you just put money in the middle.
70. Most of the people who are "elite" are remarkably unimpressive. The idea that everyone at the top is tall, strong, smart, can fight, interesting, witty, charismatic, good looking is false. Elite people are mostly just average humans.
71. Your very young, fuck your social life. Get up at four, go to the gym, and women will jump in the way. When girls see young guys doing such, they will want to place a bet on the best horse, so girls will not be a problem. The only time you should be at a bar with a bar tab at a very young age is to be with somebody that is a networking opportunity for you to get business. Otherwise stay at home or work, go to bed early, and work out.
72. The top dogs don't use technical analysis for stocks. If everybody looks at the same data, everybody is going to do the same thing.
73. Get 21 days a week. 1st day starts at 4am, 2nd starts at 12pm, 3rd starts at 8pm.
74. How to get in the flow - don't stop, be in the flow all the time. Its all mind over matter - if you don't feel like doing something, do it anyway.
75. If you have something to say that your not saying, its your fault, its your problem. How afraid are you not to talk? Be more afraid of losing control of your tongue than saying what you have to say. Allowing other people to control your tongue is not good.
76. You don't pick stocks you pick companies
77. To make any ad or email convert better, take all the text and put it into an editor. Keep editing until you are below 3rd grade level. You don't need to change what you are saying or the meaning of what you are saying, just make it easier to understand.
78. Some things to optimize hormones - get movement, sunlight, quality social connection, avoid frequent masturbation & viewing pornography.
79. If you simply eliminate seed oils, processed sugars, and processeed/milled grains, your health will improve
80. Have generic videos on you phone OR have a pile of money
 - a. Example of generic video - you sitting in a car parking lot
 - b. Your with a girl and you "gotta go to work"
 - c. Go out, do your thing, post generic video on insta story
 - d. Come back, throw pile of money on bed
81. The hatred of the rich. Be careful, that is how it starts...
82. Keep lots of cash in the bank to capitalize on opportunities. ex-things go on sale in a recession
83. Don't own anything - A trust in singapore might own a company in dubai that has access to a car that you can borrow on a social media contract maybe. If you own things they come for you.
84. How do you win a street fight? You dont. There is zero gain that you could possibly have at all.
85. Sleep better. When your a child you don't go to bed until your tired. When your an adult you go to bed because you know that you have things to do the next day. If you only went to bed when you are genuinely tired, and you happen to not get enough sleep, just

do your work tired the next day because your going to be tired sooner the following night and therefore you will sleep better.

86. Study the wealthiest, not bill gates & warren buffet, but goldman sachs & vanguard, thats where the real wealth is.
87. After playing the game of entrepreneurship, you have to change how you measure your activity. The only things that matter are the things that are going to the machine and the resulting output. Example - number of activities is a newbie way of thinking.
88. Make an effort to text people everyday - just check in - nurture relationships. Don't be the guy who only calls when he needs something.
89. discretely disable a vehicle - superglue a plastic BB in tire valve cap - thread cap back on
90. People don't know how to raise children. If they have a problem, encourage them to fix it themselves. When they solve it, ask them how they did it and praise them. Do this instead of solving all their problems for them.
91. Pay for speed, troubleshooting, someone else who has already done it. Pay people for their time to tell you what you need to do.
92. How elon & tesla found the source of a leak. Send a company email with an extra space/s in a different place for each person. When you find a match, ask them to pursue a career at a another company.
93. The fundamental issue with roads is that you have a 2D transport system for a 3D living and working environment. You can either go 3D up with a flying car, or you can go 3D down with tunnels, and you can have 100 levels of tunnels no problem.
94. Theres two kinds of fight gyms. A gym either sells out to chase the money or you teach people how to fight. Mcdojos have nice uniforms & mats, nobody gets hurt from punching air, etc.. Real fight gyms have people trying to make money from fighting, so everyone is broke, people are getting hurt, but the gym produces dangerous men.
95. Optimally you would salt your food. But if you tried to compensate for the amount of water you are diluting the salt in your body with, the amount of salt you would need to consume by itself would not be palatable.
96. How to build muscle. Take your ego, throw it in the fucking garbage, go down to 95# if needed, do your reps correctly, and build up weight over time.
97. Of the entirety of the FBI's hostage negotiation skillset, mirroring is the closet one gets to a Jedi Mind trick. For the FBI, a mirror is when you repeat the last 3 words or the critical 1-3 words of what someone just said.
98. If you don't have ideas, read. If you have a ideas but can't articulate them, write. If you have ideas, and the clarity to execute, build, organize, expand ,and focus of your mind until your craziest ideas become reality
99. In a crowded room, a man once went up to a millionaire and said "I will become a millionaire one day". Everyone laughed except the millionaire.
100. Your only value in life is your attention. Where you put your time, energy, care, and focus is all you have. You have never had anything more than just that.
101. Focus more on building muscle than losing fat. It might take 5 years to gain 40lbs of muscle, but only 12 weeks to get shredded.

102. If you ask a person who you are, you might give them a name. But its not you, its your name. Someone might point to your body and say that it is you, buy your body isnt you either. We live simultaneously on 3 plane. We are spiritual creatures, we have an intellect, and we live in physical bodies. But because we lack awareness or understanding of who we are, we are totally locked into a physical world and we let things outside of us control us. Most people are reacting to life, they are really not living at all.
103. The only reason your not hitting your goals is because of your shitty fucking mindset. Its not because of your lack of time. It has nothing to do with your shitty situation. It has nothing to do with a lack of support or the excuses you make.
104. "From testimonials and personal experience, we have enough information to conclude that it is possible to design and live and extraordinary life" - Jim Rohn
105. All the real estate that you own, you should also be leasing from yourself. Arbitrage the property. Your short term rental management company should have a lease agreement with the company that holds the real estate. This way, you have a documented lease agreement.
- a. Example - squatters rights. Police show up, wheres the lease agreement? Here is the lease agreement, the management company is on the lease, the squatters are now trespassing, get them out of here.
106. The only person you are destined to become is the person you decide to be
107. "When you judge confidence, don't look at the face, look at the extremities of the body. The further from the face and chest the more honest the body becomes." - John Danaher
108. A great test for your fatherhood is if your daughter asks for your blessing in marriage. If you have been such a good husband to her mother and a good father to her, she should see such qualities in you that she wants emulated in the man thats gonna ask her to marry her.
109. Be in the business of deals. How much energy can you recieve with the least amount of energy output?
110. If you set a goal and don't achieve it, you ruin your self esteem and start to question yourself. If you set a goal and achieve it, what if you could have done more? Set objectives with no limitations.
111. There are more people than you can imaging that want the same money as you, the same car as you, the same girls as you, the same life as you etc... You have to ask yourself, how badly do you want it? How much are you willing to sacrifice for it? Are you going to let them beat you and take what you want from you?
112. If something bad happens, once you recover, find time to briefly analyze what could have happened if it was worse.
113. The greatest form of control is thinking that your free when you are being fundamentally manipulated and dictated. We are living in a world run by a unbelievably sick people. The chasm between what we are told is going on and what is really going on is absolutely enormous.
114. Your rights are wherever you are willing to draw a line and say "you cannot come across this line or I'll kill you"

115. People who cheat on exams do so because the school system values your grade more than they value your learning
116. Become the most valuable person to everyone in your network, and they will introduce you to other people. This is how networking really works.
117. It costs you 1M/yr to not know how to make 1M/yr.
118. Figure out how to multiply money without anyone else's effort. Figure out how to capture and multiply attention without any incremental cost to you. Figure out how to return time to the masses. Learn how to influence others so they can behave and act in alignment with what you want. This is how you become a billionaire.
119. Advanced people always do the basics. All scaling is just doing what you were doing before, just more of it. It's not complex, it is just scaling.
120. You have the ability to be resourceful for somebody else, but not for you. If you have to pay your rent and payroll tomorrow and you don't have the money, you think differently. So instead of choosing a date in the future to work, choose today.
121. Short term sacrifice for long term achievement is the equation for success.
122. You cannot lose if you do not quit.
123. Confidence is self-delusion. As long as you're not fudging your numbers, then of course you're fucking certain. Confidence tries to make up for what you don't have evidence for.
124. You have to re-learn to say no. When your business grows, you will be presented deals that you don't need but are more appealing than the ones you already learned to say no to.
125. Replicate before you iterate. Copy what works before you make it your own.
126. Use different tonalities for making different points. Low for importance. High for making an obvious statement.
127. If you want to be in the 1%, stop caring about what the 99% are doing. You have to be comfortable with not doing what everyone else is doing.
128. When you give enough, you will start getting without even asking for anything.
129. There is a reason that high level entrepreneurs live the way they do. Dedicate time in the morning to just work with no meetings. Then work and take meetings if needed in the afternoon. Then go to bed at a consistent time.
130. Habit stacking - pair a habit that you don't want to do with a habit that you do want to do. If you can add the habit without adding the time, you make it convenient to do the thing.
131. Sometimes just adding cost to the prices works. When something becomes more expensive, people perceive its value in a higher way.
132. What could you do to destroy your business? Then do the opposite of that.
133. Above all else you need to protect your headspace. It makes sense to buy your time back if you can make more money in that amount of time than the cost of buying it back.
134. If you can increase the profit of your business, then there will be a multiple that is added to the value of the business. The value of the business that was increased is tax free. You don't get rich off of the income, but the growth of the equities that grow tax free.

135. You will be dead in 3 generations and so will the people that judge you. Do you really care?
136. Your ability to earn money to provide value to the marketplace and solve problems for other people is how you will make money. There is the value of the problem you are solving, and then there is what you charge to solve the problem. The gap between the two is the percentage that you can put in your pocket.
137. The best investment vehicle to yield returns is yourself. Your earning capacity is what will generate wealth. Say you save 25K/year, that is 2K/month that you can spend on education/mentorships/workshops to increase your capacity to solve problems and therefore earn. No one person or course will teach you everything. What's cooler than buying one course/mentorship is buying them all, then you will know that everybody knows. You should invest in the S&ME instead of the S&P.
138. Skills stack exponentially. Example - video + editing + social media + messaging + copywriting + branding + management + operations + leadership. Now you're a CMO getting paid exponentially more than a videographer.
139. The easiest way to get someone's phone number - would it be totally overstepping for me to ask for your number so we can exchange info?
140. While starting a business, you need to promote - know who you're trying to reach, know what media you're going to use (text, email, video), what activities do you need to do to reach them (either 1 on 1 or make a media post).
141. You can either have your ego based on how you look to everyone, or you can have your ego based on the freedom that you feel.
142. The billion dollar skill is being able to accurately judge people's talent and knowing how to lead a team of A-players. There is a team that can get you anywhere you want, but are they going to want to work for you?
143. When you are trying to upsell - "you don't want anything else do you?" - if they say no they that implies that they want what you have already shown them. They say yes by saying no.
144. If people have to treat you a certain way for you to feel happy, then your happiness is in their hands. How we manage the circumstances or conditions that come to us dictates how our life turns out. When something bothers you, observe it, question why it is bad, and question what it would look like if it were good. Use volume and time. What would it look like if it were worse? What would it look like if it were worse all the time? 100 or 10000 years out, how much is this going to matter? Something only affects you if you deem it to be meaningful.
145. When you need to announce something to your company and get people to do something that they don't want to do - you guys are amazing, 90% of you have already filled this out, if you haven't done it please get it done by the end of the day because you're the stragglers and you know who you are, so go get that done. - people want to be part of the majority. You want to make them feel like part of the minority and that they don't want to be in the minority.
146. Use ghost products. list products on your menu that you stock less or don't stock in inventory - "you don't need this one, you can probably get a cheaper version somewhere else, but what you really need is this and this." - people will trust you more if you try to

save them money up front in another way. You show your intention of trying to help the prospect.

147. You should spend all the money that you have to acquire skills until you can't spend money on acquiring skills anymore. Normally you can't stop spending money on skills, you just have to do it differently - making donations to charities in the hundreds of thousands of dollars to get access to the guys on the boards of the charities that can afford to donate hundreds of millions of dollars to see what they know and learn faster.
148. If you run out of stock of a product, just cover with "you can actually get this cheaper from here, but you do need this and this" so you still sell what you normally sell. If you believe in the stuff that you sell, you can create an environment where someone will trust you faster by giving them a reason to trust you. You acted in their self-interest rather than your own so they can feel like your not trying to take advantage of them.
149. The only way to learn a skill is through volume - the best book on selling is to actually sell stuff alot. 100X the effort you get 100X the result. Sometimes its great to be an employee because it gives you the opportunity to build the skills to do what you want to do eventually.
150. The only way to not have money own you is to know how to generate it and then you can respect it for what it is, know its limitations and know what you can use it for.
151. You might not have low testosterone. You might just be incredibly receptive to testosterone so you don't need much.
152. The biggest mistake salesmen make is that they want to keep selling after they have already closed (the prospect says yes). You will sell yourself out of a deal. Just shut the fuck up and get the credit card.
153. If you want to do a deal bad enough, you'll do a bad deal.
154. If you have to motivate employees, they are not worth having.
155. Man's greatest burden is unfulfilled potential.
156. Always have big margins. You only make money if you have big margins
157. If your not first, you have to be different
158. You only have two times to make a first impression. One, when I look at you. Two, when you open your mouth.
159. There is no protecting people, there is only making them stronger. It is not the job of the parents to protect their children, but instead to expose their children to the world in a controlled manner.