

Think More, Do Less, Achieve More the Charlie Munger Way



How To Think More, Do Less, Achieve More
Through Better Strategies

JD Meier
jdmeier.com

About My Journey from Massive Doer at Microsoft to Strategic Execution

- I drive from impact, the greater good, bringing out the best in others, empowering businesses to realize their potential, and making big dreams come true.
- I'm a doer. I take a lot of action. It was my advantage at Microsoft for many years:
 - 10 technical books
 - 1 best seller in time management & productivity
 - 30 Books of Dreams at Microsoft to create and shape the future
 - 9 patents on file ranging from architecture to security and performance
 - Award winning framework for business innovation with customers and the backbone for Digital Transformation
 - I innovated in the productivity space, digital transformation, and even in innovation itself.
 - I've worked in automotive, banking, defense, education, health, manufacturing, media, telco, future of cities, future of sports, and more to create innovative scenarios and disrupt industries.
 - 3,000+ articles on my blogs focused on innovation, leadership, productivity, full potential and more
- I'm a strategist and advisor. I had to learn how to master strategic productivity and execution the sustainable way. I learned to manage portfolio, programs, and projects to change the world.

This transition from massive doer to strategic execution is where I learned many of the toughest lessons from the school of hard knocks.

About This Guide

This guide reflects one of my most important transformations that impacted my journey at Microsoft early on and set the stage for massive impact.

Charlie Munger was a master of execution through strategy. In this guide, I want to step into what that means for real and how you can use it, too...

If You Learn One Thing from This Guide...

If you learn one thing from this guide, it should be to work backwards from your big, bold dreams and ambitions, your Future Self, your 10X vision.

Wise Words from Thinker Doers

- **Peter Drucker:** "There is nothing so useless as doing efficiently that which should not be done at all."
- **Stephen Covey:** "The key is not to prioritize what's on your schedule, but to schedule your priorities."
- **Steve Jobs:** "That's been one of my mantras—focus and simplicity. Simple can be harder than complex; you have to work hard to get your thinking clean to make it simple."
- **Warren Buffett:** "The difference between successful people and really successful people is that really successful people say no to almost everything."
- **Tim Ferriss:** "Focus on being productive instead of busy."
- **Bill Gates:** "My success, part of it certainly, is that I have focused in on a few things."
- **Greg McKeown:** "Essentialism is not about how to get more things done; it's about how to get the right things done."

The Doing Trap

I fell for the doing trap early on at Microsoft.

I tried to work smarter, harder, and faster.

There's always more to do: There's always another hill to take or a new mountain to climb. There is always more.

At some point, you realize that doing more is not the answer.

You have to change your approach. You have to change your strategies.

You have to do less, focus on the vital few, use the 80/20 rule, and work backwards from your big dreams, bold ambitions and 10X Future Self.

Change your strategies, change your impact and results.

Amy Porterfield on "Just Start"

"Just start somewhere" - The well-meaning, but clueless marketing coach who has a total disregard for your time, energy, and confidence.

When I first got started with building my list, I was surrounded by well-meaning business coaches and entrepreneurial friends who would try to pump me up with some spin on the following:

"Just start somewhere."

"Just write more articles, record more videos, post more on social."

"Just test out some Facebook ads and see what happens."

You know where "just starting somewhere" got me?

⇒ It got me 3 or 4 pity "likes" on blog posts that I'd spend 16 hours laboring over.

⇒ It got me a shamefully small trickle of subscribers who'd swipe my free report and then unsubscribe before I'd even have a chance to thank them.

⇒ It got me a bad case of overwhelm, a chronic sense of "why do I even bother", and tearful nights with my husband, Hobie, wondering if I should just throw in the towel.

Yeah. Good times."

-- Amy Porterfield

Rachel Greenberg on Grind It Out Mode

“Do you think it’s possible to do everything right, work as hard as humanly possible, and outpace your competitors in quantity, yet still come up behind in your results?”

Some people — and founders — believe success is all about repetitions:

The more, the merrier.

These are the people who will write 1,000 pieces of marketing copy without taking the time to assess which ones worked, which didn’t, why, and how to improve.

Simply put, people who believe volume and speed alone can overpower quality are likely destined to fail, especially if a quality competitor emerges.”

-- Rachel Greenberg

Charlie Munger Focused First on Finding and Filtering the Right Strategies

*“Charlie’s **exhaustive screening process** requires considerable **self-discipline** and results in **long periods of apparent inactivity.**”*

-- Peter Kaufman

But as Charlie says:

*“Hard work is an essential element in **tracking down and perfecting a strategy**, or in **executing it.**”*

-- Charlie Munger

Charlie Munger Focused on Learning What to Avoid or What Not to Do

“For Charlie and Warren, the hard work is continuous, whether it results in current investing activity or not—and usually it does not.

*This habit of committing **far more time to learning and thinking than to doing** is no accident. “*

-- Peter Kaufman

True Masters of the Craft Play Their Hand Better

*"It is the blend of discipline and patience exhibited by
true masters of a craft:*

*an uncompromising commitment to 'properly
playing the hand.'*

*Like world-class bridge player Richard Zeckhauser,
Charlie scores himself not so much on whether he
won the hand but rather on **how well** he played it. "*

-- Peter Kaufman

Poor Outcomes are Excusable, Poor Preparation is Not

*“While **poor outcomes are excusable** in the Munger–Buffett world—given the fact that some outcomes are outside of their control—**sloppy preparation and decision-making are never excusable** because they are controllable.”*

-- Peter Kaufman

Warren Buffet on Saying No to Almost Everything

"The difference between successful people and really successful people is that really successful people say no to almost everything."

-- Warren Buffet

What to Say Yes To?

- Say yes to the finite strategies that empower your big dreams, bold ambitions, and 10X vision.
- Say yes to finite strategies that create your Future Self, the one that inspires you to think big, not small.
- Say yes to the “vital few.” (Stephen Covey)
- Say yes to the strategies based on working backwards from the end in mind (Stephen Covey).
- Say yes to the 20% of high value activities that create your 80% results.
- Say yes to “massive action” of your 20% activities (Tony Robbins).

Work Future Back, vs. Present Forward

- **Work Future Back (10X Thinking)**
 - Envision your desired future state first and then work backwards to determine the strategies you need achieve that future.
 - This method is strategic, focusing on bigger and better goals and objectives, which can lead to innovation and transformative changes.
 - It involves setting a vision that might challenge your current assumptions and requires you to think beyond your existing constraints.
- **Present Forward (2X Thinking)**
 - Start from the current state and make decisions based on your immediate needs, existing processes, and known constraints.
 - This approach tends to be more tactical, concentrating on incremental improvements and short-term planning.
 - It limits your future by letting your present determine your future instead of your future dictating who you are and what actions you should take in the present.

10X is Easier than 2X



Where to Grow for More?

JD Meier

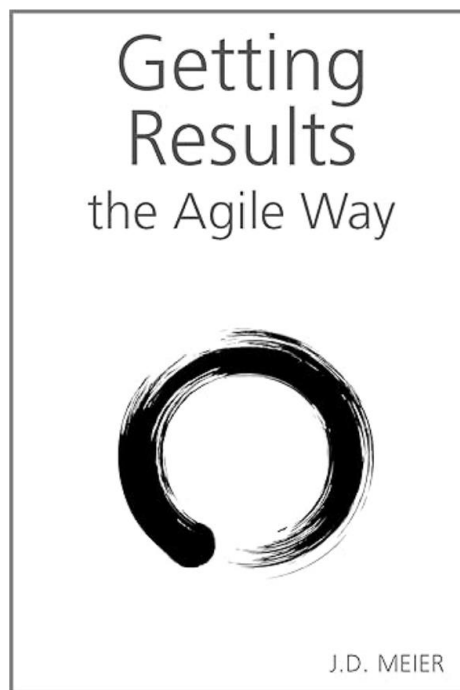
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Unleash Your
Greatest Impact!

Be More, Achieve More with Agile Results

Getting Results the Agile Way

By JD Meier



**Master Your Focus, Flow,
and Fulfillment**