



Redefining Productivity Through Leverage

Key Takeaways

- 1 Hours Worked Can't Be a Large Determining Factor in Success
- 2 Decreasing Hours Worked Is an Easy Way to Increase Productivity
- 3 Acquiring Leverage Is How We Put This into Practice
- 4 Time Is Fixed, Leverage Is Infinite
- 5 Leverage Leads to Freedom
- 6 Get Comfortable Living in the Leverage Gap

Quote:

“Give me a lever long enough and I shall move the world.”

— *Archimedes*

Diagnostic
N/A

Exercise

Leverage Assessment

See next page for details

Exercise

Leverage Assessment

Ask yourself: “What would I need to do to cut my hours of work in half while increasing my output?”

Force yourself into the leverage gap by limiting your hours worked.

Glossary

Leverage: Anything That Boosts Productivity by Increasing Output Value Relative To Input Cost.

Parkinson's Law: Work Expands to Fill the Time Available for Its Completion.

Triple D's: Delegated, Deleted, Deferred.

Notes

Lesson Resources

1. [TED, Dan Gilbert, The Surprising Science of Happiness](#)
2. Deep Work (Rules for Focused Success in a Distracted World),
by Cal Newport
3. Exponential Organizations: Why new organizations are ten times better, faster,
and cheaper than yours (and what to do about it),
by Salim Ismail
4. The Breakout Principle: How to Activate the Natural Trigger That Maximizes
Creativity, Athletic Performance, Productivity and Personal Well-Being,
by Herbert Benson
5. Sources of Leverage, Some common ways to increase output value relative to
your input cost:
6. Prioritization & Elimination – ID and double down on the highest yield
activities.
7. Rule Based Decision Making – Decide once, apply endlessly.
8. Learning – The right knowledge enables you to do more with less.
9. Skill Development – Becoming better allows you to get more output.
10. Flow – Enables you to work less hours, producing greater output.
11. People – Ask who?” not “how?”
12. Systems – Build once, use forever.
13. Technology – Code once, use repeatedly.