



The 11 lessons I have learned in the past three years

(#12 would've been about the hair, I'm sure)

Hack life with 80-20.



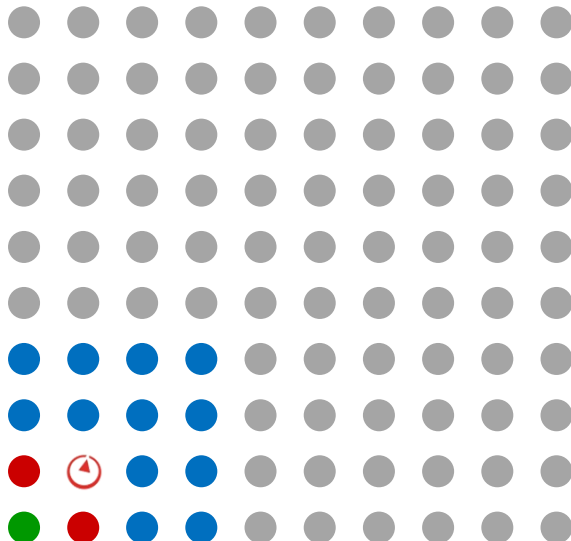
IN LIFE

100 things I
want in my life

20 things I
need in my life

4 things I
will prioritize

1 thing I
will do now

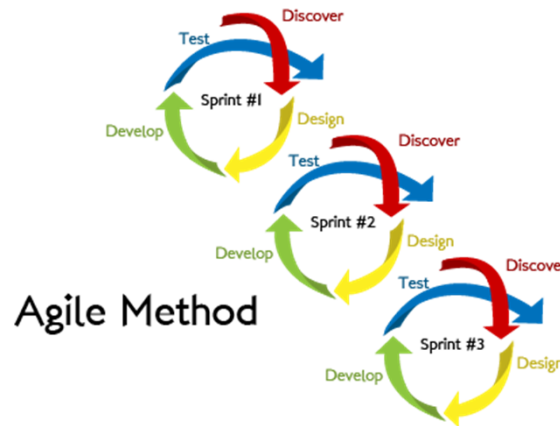


AT BAIN

Increasing granularity

- What are the 2-3 problems that need fixing?
- What are the 2-3 root causes of each problem?
- What are the 2-3 analyses that will prove the case?
- What are the 2-3 slides that will best illustrate each analysis?
- What are the 2-3 bullets that are needed on the slide?

Bring on the start-up mentality.



IN LIFE

AT BAIN



Rapid iterations

- 0% done – discuss key themes
- 20% done – review story & blanks
- 40% done – review analysis
- 60% done – review framing
- 80% done – align on wording
- 100% done – send, zero defect

Focus on key slides

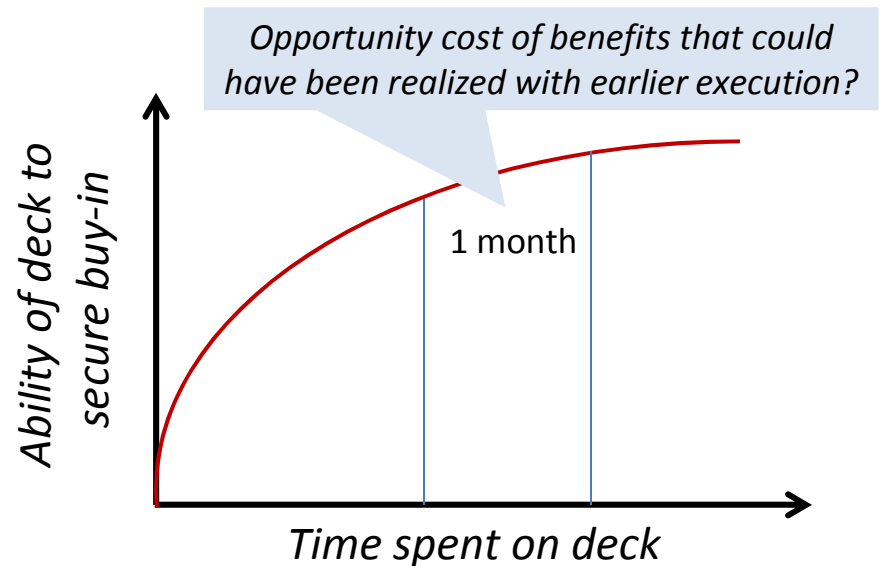
Realize the end goal isn't perfect.



IN LIFE



AT BAIN



Tap it, don't force it.



IN LIFE

AT BAIN

Whenever productivity and creativity strike me, that's when I do work. If this means I'm working from 1-3am, then I'll block off 9-11am and sleep in. Two hours of productive time always means more output than two hours of not productive time.

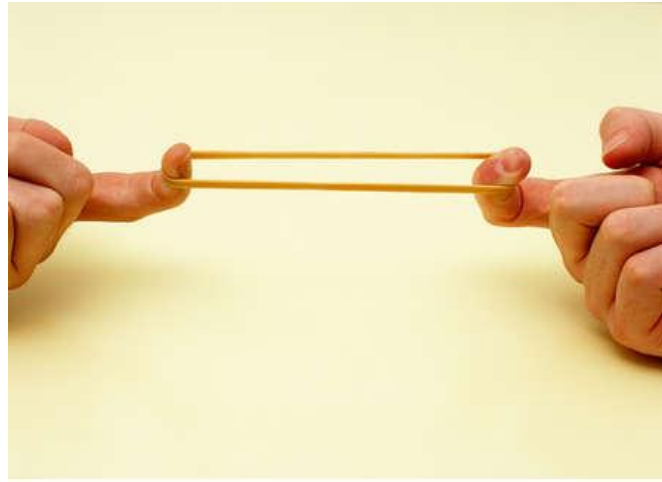
01:00



10:00



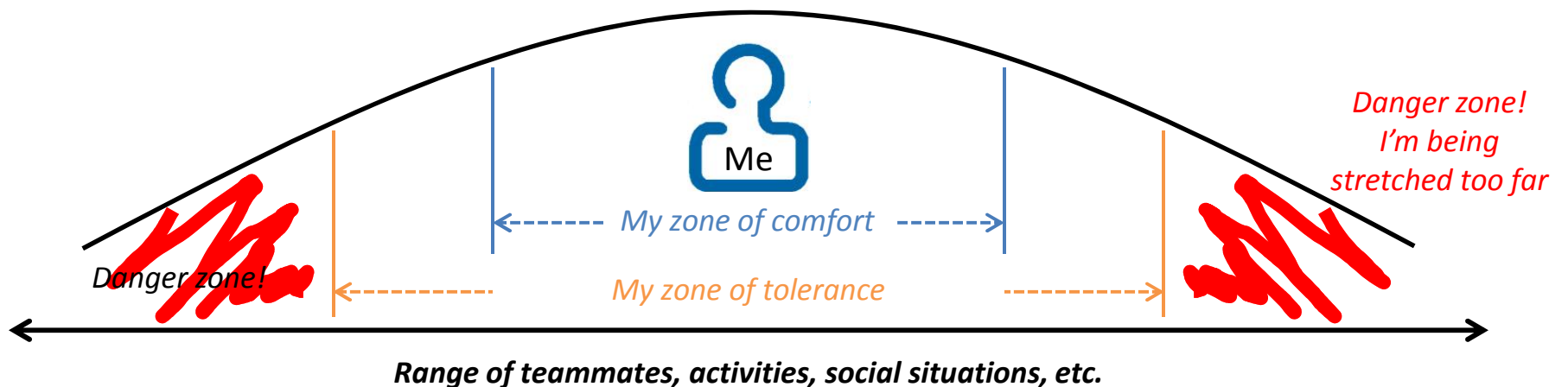
Don't stretch until you snap.



IN LIFE

AT BAIN

Happiness → Maximizing time in zone of comfort & minimizing time in danger zones



Take some of the load off.



IN LIFE

AT BAIN

1. Trust others
2. Delegate work
3. Share success

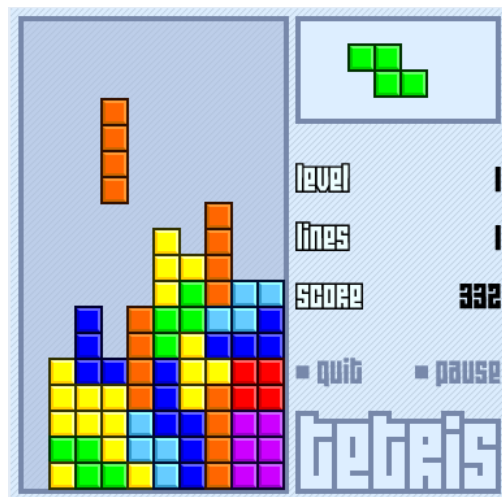


Watch how far you look ahead.



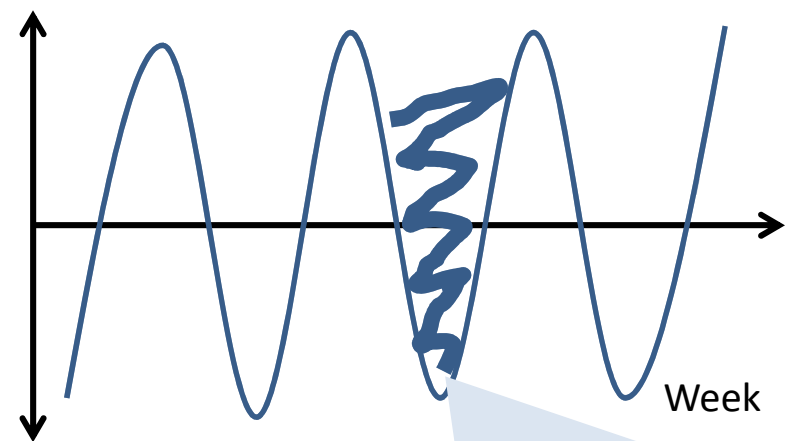
IN LIFE

Problems will never stop coming, why beckon them along?



AT BAIN

Variance \pm avg hours per wk



Piling on extra work during lulls will increase stress but will likely not add value given how rapid directions change

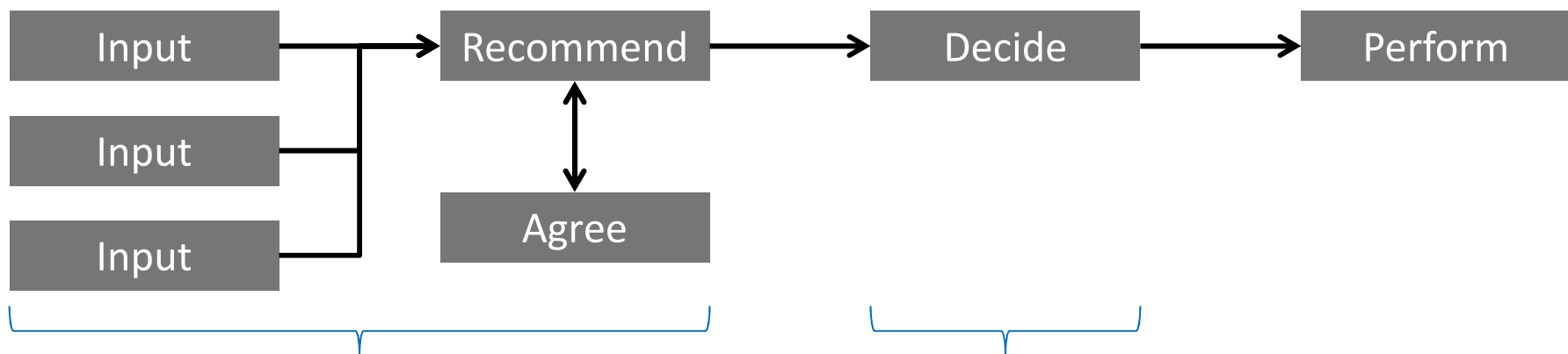
Clarify owners & accountabilities.



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Always clarify roles of team members to avoid needless & endless arguments



Back-up your advice soundly & don't be offended if it's ignored. Help hold decision-maker accountable.

Flex your authority to break gridlocks. Be willing to own the outcome, good and bad.

Answer “it depends.”



IN LIFE

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Everything is a balance where the right answer depends on circumstance



Loud
- or -
quiet



Leading
- or -
following



Living
- or -
working



1 day answer
- or -
1 week answer

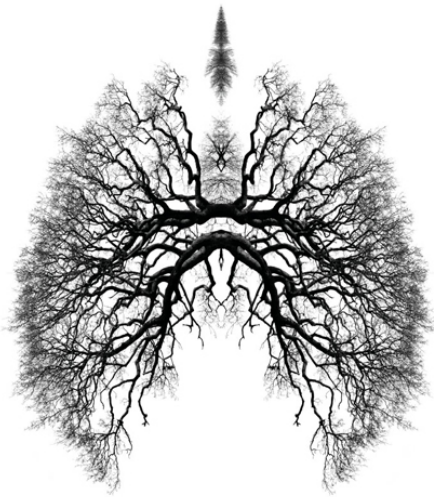


High level
- or -
detailed

Calm down; it's not the end.



IN LIFE



BREATHE

AT BAIN

Five times when disaster struck & you still finished the day, miraculously getting everything that needed to be done... done

- When the client hated everything
- When the data was totally wrong
- When a medical emergency occurred
- When you ate dinner & ignored email
- When the computer crashed

Get out of your own way.



IN LIFE

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Failure is not a measure of self-worth—do not fear it. Do not let fear, pride, ego stop you from embracing your failures & using them to achieve your greatest accomplishments.

