

## The Slight Edge: Chapters 1-2

### Monday, January 15, 2007 Call

“The Slight Edge” by Jeff Olson

Guide to learning habits of thought and action that will allow you to make that best choices all the time, have the perseverance to keep going until you get what you want.

#### 1. How To Do It is not the Answer

a) If it were the answer we would all be ‘skinny rich and happy.’”

Brian Klemmer book; this is only information. And the information that works for me is not the same as that which works for you.

b) If you do not change the way you think, then you will merely re-arrange the “how to’s” within minutes of receiving the information. The secret ingredient is your philosophy....to change the way you think.

c) Is it attitude? No, because emotions change all the time. Take for example that you want to lose weight. The information (how to) tells you to work out everyday. So you start on the 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> day and have a great attitude. Then on the 5<sup>th</sup> day the little voice starts to really work on you and your attitude changes. Oops, there it goes. It’s your philosophy behind the attitude.

d) What is meant by philosophy? “The law of nature is do the thing and you shall have the power: but they who do not the thing, have not the power.” Ralph Waldo Emerson

Two prevalent attitudes: What have you done for me lately?

What can I do to help you?

What attitude reflects Emerson?

Your philosophy determines your attitude, which determines your actions, which determines your results. And your results create your life.

Another example of philosophy: “The formula for success is quite simple: double your rate of failure.” Thomas J. Watson, Sr. (founder of IBM) Now examine the lives of Abraham Lincoln, Babe Ruth, etc. “Successful people fail their way to the top.”

#### 2. The Secret of Easy Things

a) The difference between successful and unsuccessful: Successful people do the easy things, build their lives around the simple

disciplines that contribute to their lives daily.

b) Why don't we take the simple actions? Easy to do; easy not to do. If we don't do them they are so small, they do not "kill us."

c) The slight edge is always working; either for us or against us... every hour, every moment, every step we make...every choice we make.

d) Invisible results: if we know reading 10 pages of a good book everyday would create unlimited wealth would we do it? 1<sup>st</sup> 2<sup>nd</sup> 3<sup>rd</sup>, days maybe, but then without results, we would slowly stop. This is why most people never experience it. When you are making the right choices, you won't see results...at least not today.

e) The cost of waiting: Again, the slight edge is already working for you or against you. So, do not wait! Change is happening right in front of your eyes, you may not see the greatness of your actions, but you also are not seeing the loss created by your actions/inactions.

Example of the \$2000 per year in the IRA.

f) What you do as little steps as it is really matters. We all should really get this because it is what we preach everyday to people in our Mtech business: swallow Ambrotose. Why? So I feel better today? NO; because we know it is a deficiency and we solve the deficiency if we do it. It is not about immediate gratification!

So, if we can see this in our Mtech business, for our health, why can we not see this in the rest of our lives?

Easy to do; easy not to do.

Suggested additional reading: "Who will Cry When I Die" by Robin Sharma