

## **The Slight Edge: Chapters 3-5**

### **Monday, January 22, 2007 Call**

The new Monday Call number **starting January 29<sup>th</sup>** the number is (712)432-6060 Conference ID 1320800#

Carol McCall is coming to Dallas! We are hosting a Listening Course on MARCH 2-3.

For More information: [www.mannatrain.net/Listening\\_Flyer.pdf](http://www.mannatrain.net/Listening_Flyer.pdf)  
Tax Classes coming in March 10<sup>th</sup> in Arlington, TX and Mannatalk.

For more information: [www.mannatrain.net/Tax\\_Class.html](http://www.mannatrain.net/Tax_Class.html)  
Mannafest 2007!!!

“The Slight Edge” by Jeff Olson

#### 1. Chapter 3: The Secret of Time

a) Everyone wants to go from plant to harvest.

The step we keep missing is cultivating, and that, unlike planting and harvesting, takes time.

b) Success is the progressive realization of a worthy ideal.

c) If the right choices were dramatic, then we would have no problem doing them. They are not...they are simple! We just want drama because that is what the media has taught us and we are creatures of our environment.

Deciding whether to wear a seatbelt is boring, mundane...but it could save hundreds of thousands of lives every year.

The right choices and wrong choices you make at the moment will have little or no noticeable impact on how your day goes for you. Like interest, it compounds over time.

d) Make the choice to make the choice. Choice is our most powerful tool.

“When you add the first five morsels of positive action, if you judge your choices by the evidence of your eyes, you won’t see the scales move at all and that will frustrate you. It frustrates 19 out of 20 people and that is why they quit.”

e) The Slight Edge is about your awareness. It is about you making the right choices, choices that serve you and empower you, starting now and for the rest of your life, and learning to make them effortlessly.

f) Live in the moment; not in the past or the future, for the moment will determine your future so make the best of each moment. Most live with

one foot in the past (around regrets) and another looking at the future (dreading it). Neither works...maximize the moment.

## 2. Chapter 4: The Secret of the Penny

### a) You have to start with a penny

What is a penny? The story of the dying father and his two sons.

To accomplish anything, you have to do something.

Rosa Parks was a penny...one day she decided she had enough, her people had enough and she refused to move to the back of the bus. Her arrest and prosecution started the civil rights movement that brought down legal segregation.

### b) God is in the details

We hear that “the devil is in the details” so as to not avoid the fine print.

Truth is God is in the details...for it's the little decisions in life that are the critical ones.

The Old Testament story of Elijah in the wilderness...holed up in a cave.

This is a story about the slight edge.

c) Could you read 10 pages of a good book every day? The penny is reading these 10 pages everyday. Not much progress after one day, but over 5 years you will be transformed.

d) You analyst are saying “but how do I find a place where my investment doubles every day?”

That is NOT THE POINT. Say you make one small change in your life every day, and say you improve yourself 3/10ths of 1%. Where are you by the end of the year?

100% improved, twice as fit, as healthy, as wealthy, as skilled.

Everyday, every moment you make choices that will determine whether or not you become a great person living a great life.

## 3. Chapter 5: The Quantum Leap Myth

### a) Some day...it doesn't exist. There is only today.

The ship is not coming in for those waiting. It is already here. You have everything you need to achieve anything you want, you just aren't seeing it.

Why not? You are looking in the wrong place...you are looking for the winning lottery ticket, the breakthrough, the magic bullet, the quantum leap. Relate this to your Mannatech experience.

Did you ever see a successful person buy a lottery ticket? Why not?

### b) Greek tragedies

Characters always seem to get themselves in a mess...and then a “god”

drops in to salvage the situation. Today we still refer to this as a “deus ex machina.” Hoping for a break, a magic bullet does not work. Real life does not work like that: Mother Teresa’s efforts to end poverty, Gandhi’s to end colonial oppression, Martin Luther King’s and Nelson Mandela’s to end racism...these are real life breakthroughs. Doing the simple little things, taking positive actions over and over is what brings the quantum leaps. It has to do with preparedness and persistence.

c) Believing in the “big break” is worse than futile...it is lethal. Why?  
The 2 frog story.

Poverty: inner city kids believe the only way out is to be a sports super star, a rapper. These are roads against incredible odds, and they lead to failure. These kids eventually give up and become victims of the Quantum Leap theory.

Relate this to the health care crisis of today...

“Bruce Almighty” quote: “You want a miracle? Be the miracle!”

Read “The Millionaire Next Door” Stanley and Danko

These are just normal average everyday people...doing the little ordinary, insignificant everyday things with their money.