

## **The Slight Edge: Chapters 6-7** **Monday, January 29, 2007 Call**

The new Monday Call number (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!!!  
Presidential Call Update

“The Slight Edge” by Jeff Olson

### 1. Chapter 6: Two Life Paths

Robert Frost “The Road Not Taken”

a) You are either green and growing or ripe and rotting. Our lives are all curves... they are either going up or going down, you are either going up the Slight Edge, or you are headed downward.

Life is motion and we are all in it.

b) Children hear “NO” on the average 40,000 times by age 5.

They hear YES about 5000 times. So 8 times the force holding them back, gravity going downward, than reinforcing their ability to soar.

c) Blame and responsibility: “A man can fail many times, but he isn’t a failure until he begins to blame somebody else.”

John Burroughs

When you are on the upside of the curve, your state of mind is responsible. When you are on the downside of the curve, your state of mind is blame, or victim.

People who are on the success track take responsibility for everything in their life: who they are, where they are, everything that happens to them. They understand it is not what happens to them in life but how they respond to it.

c) Past and future

Past: regrets, recriminations, remorse, retribution. So why live there?

Successful people never hold a grudge...why? Not because it is morally wrong but because it gets in the way. They are too busy looking forward to look in the rear view mirror. My favorite word: NEXT!

You can not change the past. You can change the future. So why be influenced with what you can not change?

d) Where are you headed on the curves?

Are you headed upward or downward (on the success curve or the failure curve) ...just know you are headed in one of those directions because your life is in motion.

Your choice...so take an honest look.

Health; Relationships; Personal Development; Finances; Life (what kind of impact is your life having on this world?)

“This above all, to thine own self be true; and it must follow, as the night the day, thou canst not then be false to any man.”

Shakespeare

You need to be perfectly honest with yourself right now...for if not, you are robbing yourself of an incredible opportunity...for right now this very moment can be the time you change your life forever.

|                      | UP    | DOWN  |
|----------------------|-------|-------|
| Your Health          | _____ | _____ |
| Your Personal Devel. | _____ | _____ |
| Your Relationships   | _____ | _____ |
| Your Finances        | _____ | _____ |
| Your Life            | _____ | _____ |

e) The good news: You can totally change your future! So no matter where you are, you can shift to the other curve...upward instead of downward. It is truly just a choice. Where you are heading today is of no consequence because you can change that right now, at the end of this call. You can make a choice...to come up with a penny!

## 2. Chapter 7 Mastering the Slight Edge

a)The Slight Edge curve is available to anyone who is willing to get on AND stay on.

Increase in process, and each day by day the progression will continue.

b) Baby steps: as a baby we crawl and then learn to walk. When we fall 80 times do we give up? Do we decide to crawl the rest of our life? So why do we make that decision later in life...to crawl instead of walk or run? What is different?

The first time you give up in life, it is painful. Thereafter, it begins to get easier and easier. Now you are using the Slight Edge against you. (Repetitive behavior either supports you in the success track or the downward curve to failure, your choice!)

c) Wanting (give Napoleon Hill quote)

The ache of wanting...what is your vision, your dream that causes you to ache?

The word "want" has two meanings: desire and lack.

Truly, it is both, for what you desire you lack and what you lack you desire.

The pain in wanting is the desire to have something missing. Others have the same pain. So when you share your dream with others be careful for the sand crabs.

d) Tension: structural tension exists in where you are today compares to where you desire to be. BUT, you must be honest with where you are to create it.

Martin Luther King's speech "I have a dream" created much tension

Every tension (from point A to B) has to get resolved...it is a law of nature.

So it either moves toward realizing your dream OR...interesting what is the other half?

Make yourself uncomfortable...that is what will support you.

Giving up your dreams looks like this: "It is too intimidating, I will probably never make it, Why even try?" Self talk that is self destructive. How do you eat an elephant? One bite at a time.

e) The deceptive majority

"All truth passes through three stages. First it is ridiculed. Second it is violently opposed. Third, it is accepted as being self-evident."

Arthur Schopenhauer

19 out of 20 choose the downward curve on the Slight Edge. Why?

They are not willing to live with discomfort in the short run to achieve in the long run.

They refuse to see things as self-evident until they are self-evident.

Thus, they are not creators. Staying with the masses brings comfort, whatever that is. Many times comfort zones are really mis-named.

The successful people identify things that are going to become self-evident before they are self-evident.

Find out what the majority is doing and do the opposite.

f) What I found at my own funeral

Jeff's history of starting his first job at Texas Instru.: in the sales department and he hated sales...he feared rejection (sound familiar?).

Read an article about funerals:

- 1) only 10 people cry at any given funeral
- 2) the number one thing that impacts how many show up is the weather!

Jeff concluded: why am I worried about what others think of me?!

Look at all those with grandiose funerals: Mother Teresa, Martin Luther King, Gandhi, Lincoln, etc. These are all people who never gave a hoot what others thought about them.

People mourn for those who are willing to do what others are not!