

## **The Slight Edge: Chapters 8-9**

### **Monday, February 5, 2007 Call**

The new Monday Call number (712)432-6060 Conference ID 1320800#

(Mute is #6 and unmute is #7)

#1 in Research at Nutritional Supplement Conference at Scripps

Mannafest 2007!!!

Incentive 2007: Keep track of where you are in accumulating 100 pts!

Carol McCall is coming to Dallas! 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. Finish Chapter 7 Mastering the Slight Edge (finishing this chapter first)

d) 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.

e) 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!

## 2. Chapter 8: Faces of the Slight Edge

There are several faces of the Slight Edge; once you recognize them, you can harness them in the pursuit of your dreams.

### a) Power of Momentum

Virtually all systems have rates of optimal growth...far less than the fastest possible.

Faster is not better...faster can end up being slower; too fast puts the person or the system at risk. Apply to Mannatech...

Peter Senge, The Fifth Discipline

Your optimal rate of growth is always served best by a step-by-step approach of constant, never-ending improvement.

Simple disciplines compounded over time.

The story of the tortoise and the hare. Some people misconceive this story as fast versus slow. It is not advocating slow, rather STEADY.

No stops and starts...you lose momentum. Do it everyday!

Mary Kay Ash: "Give yourself something to work toward-constantly."

### b) Power of Completion

Make a list of anything and everything incomplete in your life

What tax returns are undone?

Did you borrow something you never returned?

What commitment or promise remains broken?

Who remains open for forgiveness?

Who needs to hear from you "I am sorry?"

What about your spouse?

Each unfinished piece of business keeps you on the downward curve of the Slight Edge. Why? It keeps you in the past!

Slight Edge is moving forward and upward, toward the future.

Art Williams book: All You Can do is All You Can Do, But All You Can Do is Enough

### c) The Power of Habit

We fail to realize the power of habits.

Two types: those that serve us and those that don't.

A habit is something you do without thinking.

Something becomes a habit by repetitive behavior over and over.

The creation of a habit is pure Slight Edge: simple little actions repeated over time.

Your philosophy creates your attitudes, actions and results, and those create your life!

Purpose of this book: to give you structure for success by realizing the power of the Slight Edge, and how it works for you. Build your intuitive sense of the Slight Edge. The key: make the right choices today.

How to get rid of bad habits? Do not focus on it or you will get more of it. Replace it!

#### d) Power of Reflection

Being busy is not necessarily being effective...what is effective is doing the right things.

Exercise: keep track of everything you do in a day, for a week at least. See for yourself where you can change behavior not serving you and choose differently.

Self reflection is critical: ask every day the Slight Edge question: In each and every area of my life, what are the critical simple little things that are easy to do but also easy not to do? Did I do them? Did I move forward? Did I ride the success curve?

Once this is a habit, you will be like a heat seeking missile, searching for ways to improve yourself every day.

#### e) Power of Celebration

Reflection is also important so you tap into the power of celebration.

Always look for WINS: acknowledgment is critical.

“People who feel good about themselves produce good results.”

One Minute Manager, Blanchard and Johnson

Acknowledgment for those around you as well.

Story of the wife after 30 years of marriage.

Nothing breeds success like more success!

### 3. Chapter 9: Mastering Yourself

a) The greatest investment you ever make is in yourself...Abe Lincoln story of the axe.

b) Results come last...We are a society totally based on results... so if 95% of the people fail, then there is a flaw in this approach. How can you judge a course of action by its results when the results are at the end.

So, focus on actions? No, that does not work or everyone would be skinny, rich and famous.

So, attitude is everything? Hardly, your attitude is determined by

your thoughts, and your thoughts are controlled by your philosophy: your paradigm, your view of the way life is. It is the foundation of how you build your life.

Sermon on the Mount: Jesus talked of two types of foundations. You can not wait for results to judge your actions. Your philosophy comes first.

c) Most important Slight Edge strategy: continuous learning  
Learning from experience, books, mentors, school, all of it!  
Learning is where you continue to grow your philosophy, you build your awareness.

58% of high school grads who do not go on to college never read another book!

Just read 1 chapter a day of an information-rich, inspiring book; listen to inspiring tapes for 30 minutes per day; commit to one self development seminar each quarter. By not doing these little disciplines, this simple error in judgment compounded over time will pull you down the curve of failure.

d) Street smarts versus book smarts.

2 types of learning: learning by study, and learning by doing. Book smarts is not enough. So many just read and read and read...but success is built from a foundation of study plus street smarts.

Emerson: "Do the thing and you shall have the power."

If you aren't doing, your dying. You must take action.

e) The rhythm of learning

Read the book, apply to action. Then go back and re-read. You're your practical experience back to the book and come to new realizations based on your new experiences.

Apply this cycle continuously in your life, never ending.

This back and forth rhythm is the rhythm of success.

f) Course correction

On the way to the moon, the Apollo rocket is only on course about 2-3% of the time.

Thomas Watson's theory on success: double your rate of failure.

What corrects the course of the rocket? A gyroscope which constantly is adjusting the course.

You have a gyroscope: your dream, your vision.

The slight edge is your processor: series of simple correcting actions that keep you on path.

Examples: You're hungry and there is a bunch of greasy food. Your gyroscope is focused on your health...your processor (the slight edge)

is looking at small decisions you can make right now...salad instead?  
You're in a book store...People Magazine or Think and Grow Rich?  
You're with friends; they complain about bosses, jobs, etc . Do you  
continue or change the subject?

Knowing the Slight Edge, you make the adjustment automatically.  
You make the right choices, the ones that serve you.

Look at your Mannatech business and let's talk about examples.

g) Kaizen: plan, do, review

Continuous improvement every day, just making the small changes  
each day to make the next day a little better, is nothing other than the  
Slight Edge (continuous adjustment from learning by doing.

History: Japanese car industry adopted this approach and ate  
America's lunch in the '70's and '80's.

It's choice: making the decision each day, moment by moment, which  
at first requires awareness, but soon becomes second nature.

Easy to do? Yes, but also easy not to do.

It is what makes the difference in being the 5% successful.

h) The third way of learning is through modeling.

If you want to learn how to do something well, find a master of the  
that trade and model yourself after them.

So, reading and doing is not enough. You must process and integrate  
the other learning and do that through mentoring.

Find people who have done what you want to do, and surround  
yourself with them.

i) The law of association

Birds of a feather flock together. You're known by the company you  
keep. Show me where you fish and I will show you what you will  
catch.

"You are the combined average of the five people you associate with  
the most." So, disassociation becomes necessary...with  
compassionate awareness.

j) Mastermind: use the energy exerted by grouping together with  
success oriented people and playing off each other. He sites Napoleon  
Hill. Create the synergy so available in our universe if we just tap into  
it.