

# Preface

I began to read a book suggested to me by a friend at school. He said “It’s only 200 pages long Jeff, and if you read 50 pages a day you’ll be finished in less than a week! “Oh wow, that sounds sooo great,” I thought. I nodded to him. I don’t know why, but when someone tells me “You need to do this, it’s really easy and good for you,” I subconsciously find the way to do anything but what they suggested.

I then continue to keep ignoring my friends no matter what they say. “You better study to get that good grade,” or “Just workout with me at lunch each day and you’ll impress your crush,” or when my own thoughts say “This Benchmark needs to be started right now and finished early. That way I’ll have time for what I want to do, and have a good grade.” Now comes the tricky part. You know two things automatically after hearing these these sentences. 1- They are completely true. If you put yourself through it and finish you will be ahead of the game with time to spare. Doing these suggestions could only help you, in fact it will help you, and it’s in your absolute best interest to go after it. Then why don’t we *do* it? Well, the second thing we know after hearing one of these “helpful suggestions” is that far too often we determine whether or not it’s even worth it to try, and then when we answer that with “yes” we still go back to Facebook and Twitter.

This is a 10 page book that is designed with an agreement in mind. That agreement is between you and me, and here’s the deal- You are, who you are right now because of the experiences and situations you’ve been in, and I know for a fact your entire life hasn’t lead up to the grand moment when you finish my 10 page book. You may or may not know it, but you have goals and a strategy to get there. A game plan that will take you from where you are now to where you want to be. My part of the bargain is to spend a reasonably large amount of time reading, developing my writing, and implanting the ideas that I describe in the next few chapters into my own life so I can bring you only the best of what I have experienced. You need only to read.

# Chapter One- You're Going to Find it Hard

I might as well tell you that somebody once said “Nothing in the world is worth having or worth doing unless it means effort, pain, and difficulty.” That’s a great quote and all but it doesn’t serve much of a purpose for regular people. A quote can only get you so far, and unfortunately, so can this short book. But what’s interesting is that if you are inspired enough by this quote, you may be tempted to try something out of your normal routine. You just don’t go from reading a quote to owning a Fortune 500 company, obviously. It’s a gradual stepping process. You go from getting out of bed -to talking to someone new- to learning about their favorite person- to researching them online- to finding an inspirational quote- to being slightly inspired by that quote, (That last one was by Teddy Roosevelt by the way), - to picking up a book that has been on your shelf about Teddy Roosevelt for however many odd years and then keep going and keep going until you have your Fortune 500 company, or your new body, or whatever you want, basically. That’s straightforward to say the least, but the problem is when too many people look at the above sentence and disregard ever owning a Fortune 500 company because the process described makes it seem too easy to achieve. And you know that a multi billion dollar idea takes an incredibly long amount of time to build up. And if I may bring back Teddy’s quote- it’s not for reaching deep inside someone with its figurative hand and pulling out the smart, fit, friendly, billionaire person out of you, no quote can do that. You’re more than capable of understanding this.

In my experience, there is no limit to how inspired you can be with a simple quote, or a sentence your mentor says to you. And I’m not going to be corny and say to you “It’s about what you do with the power you have on the inside that makes you who you are.” You think Warren Buffet was told that by his mother and just decided to become monumentally rich? Of course not, we’re talking about real people, and actual processes that get small but definite results for you, not Disney stories.

I named this chapter, and I haven’t even addressed what it’s about directly yet so I’m sorry for the delay, but here are the two reasons why you’re going to have a hard time doing any of the things I want to tell you about in this incredibly short book.

#1- You’re going to have the break some habits. The worst part about a habit is they are formed subconsciously. It works the same as an addiction where you become a little bit more inclined to do something, and then when you finally realize that this hidden habit is hurting you, you can’t change anything because you’re too used to doing it. It works the same for smoking, or

biting your nails(my habit), or even giving people unintentionally harsh criticism. You might have been doing it for a while and now that you're aware of them you can stop. But I hardly expect you too. Everyone knows you can't just stop a habit that easily. Especially one that you've lived with for years.

#2- Your new good habits are going to become old bad habits. I don't mean to confuse you when I say that. Each time you create a new good habit for yourself you are pushed a little higher on the "well rounded person ladder." The only way to keep going up the ladder is by making these new habits for yourself. Once you've become comfortable with each new habit you make, you become stuck in a way on that ladder. You have achieved satisfaction with the way you are and the way things are set out for you. Which is why the only true good habit is one that changes for the better, often. Something important to note is that your goal shouldn't be to get to the top of the ladder, but to climb the next rung so you aren't even tempted to give up because how far you are from your goal. Think of it as being so close to one step closer.

## The Fun Chapter

Here are the ways I have come across to become a more interesting and happier person. They may seem contradictory in the way they are presented compared to the overall idea of this short book where being motivated to take those little steps at a time triumph over powerful courage to overtake huge obstacles. In these next few examples you're just going to have to suck it up and try something new.

I wanted to avoid writing a "how to" book but these next techniques are basically condensed lessons of a few of the books I've read including *Winning Friends and Influencing People*, *The Richest Man in Babylon*, and *Think Smart*. I highly recommend them.

### **How to Win an Argument with an Angry Enemy-**

You're stuck in a heated battle with someone who obviously has zero idea that you really didn't mean to step on their new white shoes and you're terribly sorry that you left a large black scuff mark across their Nike check. That quarrel might go something like this-  
Angry Person- "Yo man, you just messed up my brand new shoes."

You- "I really didn't mean to, my bad though."

AP- "What do you mean? You're going to pay for these right?"

You- "I'm sorry I did that, but I didn't see you there, you kinda bumped into me."

AP- "You crashed into me! We can go right now, outside, you and me!"

You- "I'll take you, your shoes were fake anyway."

Sorry if I made you seem like a jerk, but I want to illustrate the over exaggerated point of what happens when you unintentionally egg on a normal person who just has a high regard for their shoes. Contributing to the anger only exacerbates the situation leaving both parties ready to duke it out. Even after the fight, both people are going to become sworn enemies just because you didn't know a simple trick to get someone to understand you better. Incorporating the gesture of genuine care is a surefire way to calm the most ferocious, but misunderstood, person. That involves examining the situation and determining exactly what the person is upset about. Obviously their shoes got messed up, but what really was hurt here? That angry person just paid for these brand new shoes that surely were going to give them a better chance of winning a date. Additionally, the person's mom is going to be so upset that the brand new shoes were dirtied that she might beat the kid, take away their video games, or make them pay for the shoes. There are many reasons why this person seemed way too upset over something so little. This person doesn't want to fight you, they're just in a bit of a rough place and you happen to accidentally cause a lot of turmoil for them. You may be disappointed by this, but that means you're going to have to admit your mistake and admire your enemy. Admire them for their well picked shoe selection and their matching outfit. This is really all they're looking for. If they want to stir up commotion and bring all eyes on them with a fight, give them that satisfaction a different way just by admitting the mistake and admiring them. A typical situation utilizing this would go something like this-

Angry Person- "Yo man, you just messed up my brand new shoes."

You- "I really didn't mean to, I messed up one of the best parts of it and that probably won't come out either."

Angry Person- "Yea, it's not going to come out. So that means you have to pay for them. "

You- "These were really great shoes too man, you must have paid a ton for ones that look that good."

Angry Person- "Yea, they were pretty expensive, my mom is going to kill me."

You- "My mom gets like that too, I can't wait to be out of the house and on my own."

Angry Person- "Yea really, I could live that life. Watch where you're going next time."

You- "Sorry about that again man."

Angry Person- "It's cool, don't worry about it."

Or something close to that at least. The point is, you take all the energy from that heated battle and use it to place your enemy in front of everyone. They will be overwhelmed with the praise they get from you and the people around that their lust for attention will be fed and you will have gained a friend. Please try it!

## **How to Memorize Vocabulary Just Once and Never Forget It-**

This is the same technique used by 8 time World Memorization Champion Dominic O'Brien. The real key is memorization through association. Taking a new word and implanting it in the part of your brain that stores memories and pictures instead of forcing it somewhere else through tedious repetition which naturally just takes longer.

The simplest way to explain the process to you is to give you an example. The following represents your desired mental process after looking up the definition of a new word.

Fastidious- *adjective*

1. Very attentive to and concerned about accuracy and detail.
2. Very concerned about matters of cleanliness.

A good thought process- *Ok I see the word fast, and the sound of the word reminds me of the word "tidy." A maid is fastidious because she cleans up fast. I can remember the definition of the word by remembering a maid who is fast to clean things.* That one was easy enough. And you'll find that most words don't have easily breakable parts that happen to be the definition within them like fastidious did. What's good about this technique is that once you've done it a few times you won't need easily breakable ones like that, you'll be able to create pictures in your mind for any word. Words such as dystopia, bereaved, vacuous are good ones and they will be easily remembered if you just look up the definition of them once you hear it, not later but immediately, and quickly create a little rhyme or picture association with it in your mind and I promise you'll begin to retain news words and add to your overall intelligence.

A cool trick #1- Associate the meaning of a word with a picture in your mind, like the fast to clean maid.

## **How to Begin Saving a Large Amount of Money-**

*The Richest Man in Babylon* is a great book for normal people who are looking for ways to boost their financial situation and expand on their pecuniary habits. (Please look up pecuniary. You may think "Cun" sounds like coon, like a raccoon. And the actual definition means "of or having to do with money" so you can just think of a raccoon rolling around in Benjamins and boom, you're not going to forget that word, ever.) So, when

reading this book the author gives a hint on a way of amassing a fortune. The key is just save 10% of whatever you make and what ever you money comes to you. This isn't a rainy day fund, this is your ticket to the next tier of social class, and the a vehicle that can gain you respect and power. All it is is money, but when you have a lot of it you'll see how much other people notice.

Treat it like a child that will one day become your most intelligent and determined worker, your best partner. When you spend this 10% fund on things that you really don't need, you're keeping that child young and crying and begging. So, try it for just 3 days and see how much you have.

I wish I didn't have to shorten that lesson so much. It's pretty difficult to understand the importance of the lesson just from my couple paragraphs so I'm not asking you to change your life all of a sudden, I just want you to try it.

Cool trick #2- save 10% of whatever money you get

### **How to Gain Physical Endurance and Strength in Two Weeks-**

Let's see what you're made of. I'm going to give you a workout routine, one for intermediates(You are at least an intermediate.) If you want a harder one, follow the the instructions after the intermediate routine.

**Day 1(in green)-** A huge amount of your overall strength comes from your legs so training them makes sense if you want to build that overall strong and good looking physique.

**Bodyweight squats-** 15 reps (3 sets) with a 35 second break in between. Don't think about that rest number as just some number I put down either. The longer you rest the longer this difficult workout will take. The shorter you rest the less exercise you can do and you increase the possibility of injury. 35 seconds is a balance between waiting too long and not long enough. Who ever is taking this book even slightly seriously will at least try it. If it's too difficult, and I mean way too hard like you're gasping for breath and you're cramping so much you can't even move, then rest for a little longer. It's up to you.

Make sure you try to keep your knees in place. This is key to a good squat. You want to try to sit back with your butt as far as possible while keeping your back upright. Always keep the weight of your body off your toes; keep it in your heels to prevent stress on the knees.

**Knee Pushups-** 10 reps (2 sets) with a 45 second break in between.

This exercise has high potential to cause a lifelong and painful injury if you don't attempt to follow this advice. Please don't become discouraged if you can't do a full push up or a knee push up. If you're unable to or have a challenging time doing 2 sets of 10 then you have found the perfect exercise for you. All exercises should make you sweat. That means you are doing something that will make your muscles grow. You don't want to just waste your valuable time doing something that's not going to make you stronger, that's ridiculous. Something else to watch out for when doing the pushups would be your elbow position...

Place your hands two inches wider than your shoulders and clench your shoulder blades together. When you come towards the ground try to touch your elbows together behind your back. You won't be able to, but do so just to keep the form correct.

My goal is to try to nudge you into something you weren't going to try before because so easily leads to trying more and more things that you wouldn't have tried. So please, try this routine right now. Don't think you can handle it? How about 2 sets of 15 squats but pause at the bottom for three seconds. Try it.

Something to remember- It's a lot easier to be determined to do 15 squats than it is to go through years of leg training to get monster thighs. But if you're only determined to do 15 squats, a small number in comparison, you're going to want to keep changing your workout to fit your needs and you will break that habit you once had where you were too uncomfortable to work out on a regular basis. Everyone is different, but a surprising number of people are plagued by this.

If you did this with difficulty, congratulations. You are guaranteed to benefit from that much more than the person who told themselves it was too hard. As soon as you complete this workout every other day, for two weeks, you will be ready for the next level of exercise. By that time, I am confident you will be somewhat hooked on working out and the whole process of getting motivated to try something new will be easier.

More Advanced Workout-

Do 30 squats (3 sets)

and 15 sets of 10 push ups every other day for two weeks

**How to Eat Healthy-**

From the book *Think Smart*, there have been a couple suggestions on how to improve your brain function just by eating differently. Here are the suggestions, and a few that correspond to your workout routine-

1. Keep a diary of what you eat throughout the day. You can casually write it down in your phone or on paper. You are 200% more likely to lose weight if you keep a diary like this according to Men's Fitness.
2. Eat more fish. There is lean protein in fish with huge amounts of omega 3 acids that combat toxins that attach themselves to your insides.
3. Drink a large cup of water every morning. It's very simple, but often neglected.
4. Get sleep, especially after a large amount of new learning. That's because your brain actually needs time at night to store what information you have gathered during the day.
5. Stay away from fast foods and heavy drinking. I know all that's fun. You can stop whenever you like, but when you begin to experience heart and liver problems you're not going to be able to just stop and be healthy again. Put down the alcohol just a single time and see if you can function without it.

## Motivation Isn't What Gets you a Solid Mind or a Gleaming Body

Stephen Pink talks about the key to motivation in his heavily researched book titled *Drive- The Surprising Truth About What Motivates Us*. Pink goes on to explain why we do what we do, and ultimately who we will end up being. It's a great book, if you see it, read the inside cover to check if you're interested.

Pink was fascinated how a few business owners could revamp their work places into funhouses for their employees. Mature fun houses, filled with work and good company. Even though that does sound just a little bit droll, those owners did it in such a way that their employees actually looked forward to doing their work. Instituting hours of the day devoted



to a break time, or a ROWE (Results Only Work Environment), from work and an invitation to “work on” anything their employees wanted to. That’s a lot better, but it’s comparable to going to school just for recess. Really, those owners (Owners of Google, and Microsoft to name a pair), were just experimenting with ways to make their workers feel better on average and that break time happened to be a real innovation.

Once the employees were reminded that the owners cared for them, their entire job became a break time. Programmers, managers, janitors and secretaries soon looked forward to their job. Now that kind of environment sounds more like going to school with recess and doing explosive science experiments all day.

I want to briefly talk about an idea I had after reading that book. My initial idea was straightforward- You have to want to be successful in what you do. You have to want it so badly you would just do anything to make it happen. Then I realized how difficult it was to even want something that much. I mean, I want to be a millionaire. I mean, I *really* want to be a millionaire. You’ll find a lot of people solely believe that all it takes to be someone is believe that you can. That’s cool, stick with that. I just want to give you the next steps, because most people have no idea where to start.

I made a new version of my initial idea concerning *Drive*, and it goes like this. It’s not about having the burning desire to smash goals, it’s more about having the burning desire to take sizeable bites of your roast beef and achievement sandwich. Another way of saying it would be- it’s not about setting a 10 week goal to end up having a big strong chest, it’s about having the agonizing desire to do 20 pushups, right now. It’s not about saying to yourself “I’m pretty smart, I’m going to go to an Ivy League University,” it’s easier to keep that goal in mind and continue to break it apart into conquerable study sessions. Really, people think about things on such a big scale that they lose track of the next step. The next step isn’t going to an Ivy League School, the next step is talking to an old friend then meeting up with them, then having a worthwhile and happy conversation about a topic you had no idea you could be so interested in, then going home and researching a little about [baseball, nunchucks, knitting, blowdart making, fried egg preparation, the newest video game] and discovering your newest addition to your well earned supply of skill sets and interests that make you a very likeable person. Repeat that process and you just became a Harvard University freshman candidate, and most people at Harvard probably didn’t get there the way you did. Now I really didn’t mean to suggest that you have to go to Harvard, of course you don’t. There’s a place for you, and the point of this chapter is to get you out there and start that domino effect.

Something to remember- Bite size chunks are the best sized chunks.

# The Point of This Short Book

I want to make it clear to you what exactly I'm trying to do with this short text. I've read a good number of well written books that deal with self improvement, networking with people, preparing yourself with the teachings of experienced experts, but none of them address this very important concept that was really the base of my work towards a substantial life.

I emphasize it at a few points in this short book and in one sentence I could describe it as "briskly walking 1000 feet before running a marathon." It takes time and effort to run a marathon. That might actually be the most obvious statement anyone can make but I'm really trying to emphasize the point that there is no such thing as one massively large success know as "The Marathon." It takes the runner several years to build up a cardiovascular system that can operate efficiently enough to propel a runner 26.2 miles without stopping, but up to that point, this runner hasn't stopped since they decided to go for a one mile run when they were 50 pounds overweight.

Something interesting is that you already have lived part of "The Point of This Short Book." You do understand that it takes time, effort and energy to get from one place to another. And I trust you have a firm understanding of what it takes to meet the standards you have set for yourself. They are yours, after all. And you of all people have the best idea of how much effort you will put into anything you set out to do. The question that I wanted to answer in this book is *how*, and clearly there are too many ways to success to count so I wanted to teach anyone who wanted to learn the way I've pushed myself out of my comfort zone just enough to get this domino type effect that keeps me trying new and reasonably more impressive things.

In *Think Smart*, the author, Richard Restak, reminds us everything we know about ourselves, how we talk to others, how we pick up a bottle of water, or how we think to solve a problem is exactly related to how well that part of our brain works. Each time we do something new, a microscopic connection takes place in the brain. When we do it over and over we start to develop more and more of these connections which allows information to travel faster from our head to our body. This leads me to believe that if you start out as a person whose main talent is debate and draw and paint for a while, you will eventually become a better and better artist solely because your brain made a few more connections. Once this domino chain takes place for you, your brain will naturally endure your new experiences and add them to the long list of things you will be able to do. Talking to people with more charming aspects of character and expressing your ideas more creatively are just byproducts of beginning with something that your brain and body have never tried before. Once you do try, and I mean the smallest of gestures with the intent on bigger and bigger goals, and while you maintain the attitude of slow and steady winning the race, you have all of a sudden forced yourself to enter a path that will ultimately lead you so much farther than where you were going to begin with. So, I recommend to try something new, and it's too late to go back because you just finished this book.