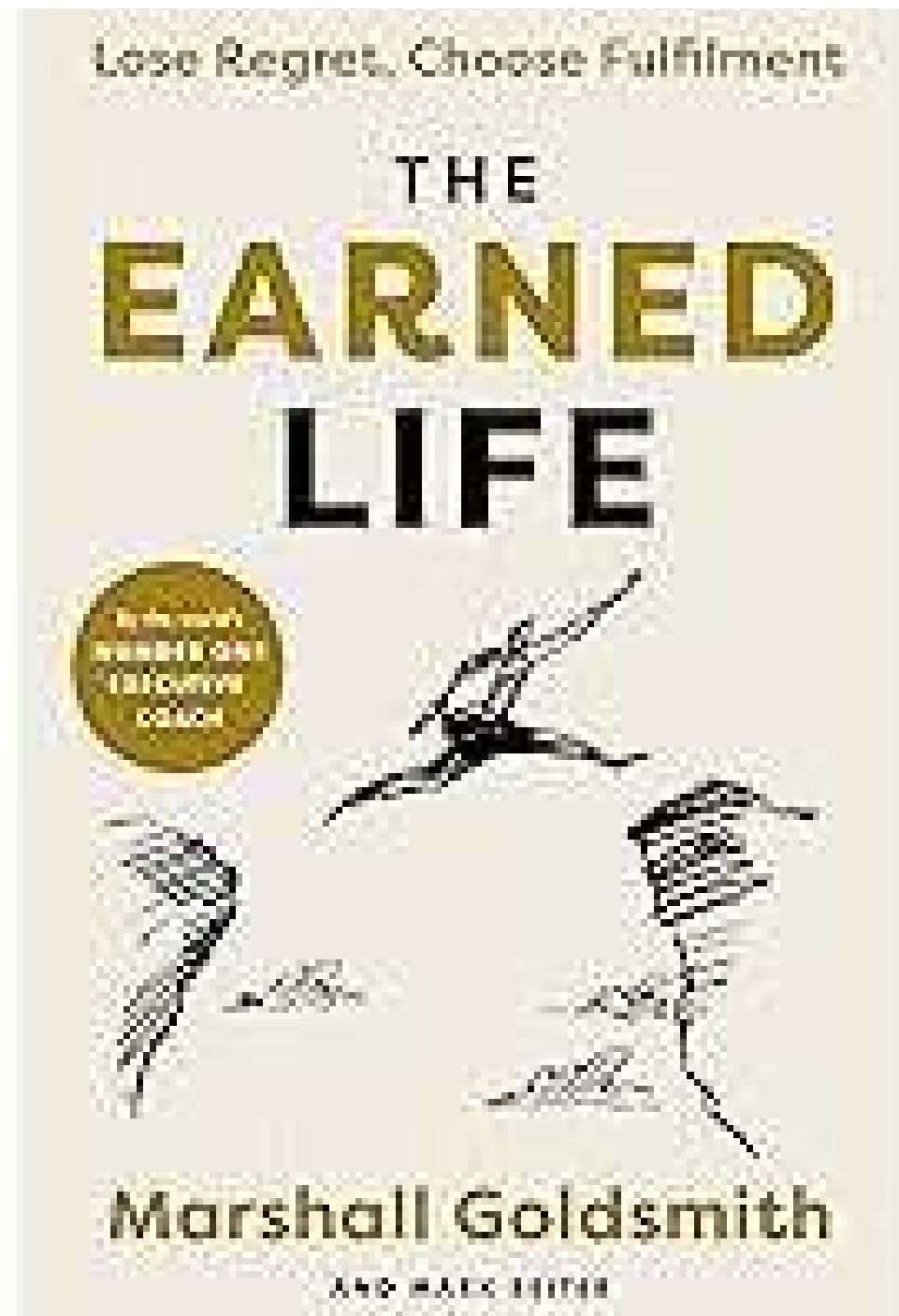


The Earned Life



We judge our internal sense of fulfillment against 6 factors or “The Fulfillers”

Purpose

Meaning

Achievement

Relationships

Engagement

Happiness

The Earning Checklist

Motivation- The force that drives us to get up each morning in pursuit of a specific objective

Ability- The required aptitude and skills to achieve the goals

Understanding- The awareness of what to do and how to do it

Confidence- The belief that you can actually accomplish what you set your mind to

**A part of understanding also involves
being aware of the difference between
Good and Not Good Enough**

Another important element is

Support

**Support can come in the form of coaching,
direction, instruction, empowerment and**

**These supporters can be a teacher, a mentor,
boss or simply someone with an authority
who takes a shine to you**

Earning something- raise, respect or our entire life- implies self-sufficiency

It is as if our achievements come without anyone's assistance and thus are more glorious to us

That's delusional thinking

Accepting that we need help isn't a sign of weakness but rather, an act of wisdom

**The smartest and the most accomplished people
are the most avid builders of their support group
and the most reliant on their group for help**

Never be the most admired person in the group.

It's a support group, not a fan base

Nor be the least accomplished

Somewhere in the middle is right

There are 4 External & 2 Internal factors to gauge your chances of success at any challenging task

Motivation

Bility

Understanding

Confidence

Support

Marketplace

Opportunity & Risk

**The two variables to consider in any investment
the decision of material resources, time, energy,
and allegiances**

**Opportunity is the benefit while Risk is the cost
of the investment**

The 3 As

Action Ambition Aspiration

Action represents activities at a specific moment in time

Ambition is the focus on achieving the defined goals

Aspiration is what we do for the service of a higher purpose

When we overfocus on our actions at the expense of our aspirations and ambitions, we tend to make very poor opportunity vs risk decision

Ask Yourself The Question

When you start experiencing fear in pursuing any opportunity, ask yourself the question, “What exactly am I afraid of?”

Introspect if it's because of the possibility of being rejected or facing a minor setback, or whether it's about you looking stupid

Ask Yourself The Question

Try to view the experience as if you were a few years older

Will this rejection scar you for life or is it just a minor discomfort of the nick of the skin that would heal quickly

Then consider the opportunity from the same vantage point. What's the best-case scenario if you seize the opportunity? What does your resulting life look like?

How do you feel about it?

Ask Yourself The Question

When ambition and aspiration are in the mix, there are no minor decisions.

The 3 As checklist won't make us the best decision-makers but it will eliminate a few of the surprises we feel when the seemingly inconsequential decisions turn out to be very consequential

Finding Your Genius Takes Time

You need years of experience to develop the knowledge base, work habits, and relationships that will enable you to slice down the loaf to a single silver of expertise that is yours to own.

Plus, you have to let the loaf bake fully before you slice it

The Right Talent Cannot Shine in The Wrong Role

We have various roles in our lives and know that behavior displayed in one role isn't necessarily productive in the other roles. Thus we don't talk to our reporting manager the way we do with our spouse

But how to know if we are in the right role to achieve the one trick geniuses or OTG

The 3 Questions

Are we adding value to each relationship?

Do our efforts to add value to the role align with our abilities?

Does the role matter to us?

When you get the 3 YES, there are better chances of finding our OTG

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How To Succeed?

To succeed we must religiously follow our plan and resist any distractions that tempt us off the plan.

Discipline supplies the power to say YES every day to doing the hard stuff.

Willpower provides the determination to say NO to the bad stuff

The Building Blocks of Discipline & Willpower

Compliance

Follow Up

Accountability

Measurement

Compliance

Compliance reflects your adherence to an external policy or rule

You can't count on the people issuing the orders to hold your hand to ensure compliance.

You are on your own

Compliance with a course of action is only when failure to do so results in extreme pain or punishment either physical, financial or emotional

Accountability

It is our response to expectations we impose on ourselves

Our senses of accountability comes in 2 models:

Private and public

A To-Do List is a common example of private accountability

Accountability

As for public accountability, when our intentions go out in an open space, the stakes are by default higher and so is your performance

The specter of public setback with the private disappointment is a powerful motivator

Follow-Up

Whatever form our follow-up takes we should welcome it rather than resent it

It is a supportive gesture, or an intrusion on our integrity, and personal space

Measurement

It is the truest indicator of our priorities

What we measure drives out what we do not.

If financial security is your top priority, you check your net worth every day.

If you're serious about losing weight, you step on scale each morning

The Life Plan Review

The objective of the LPR is to close the gap between what you plan to do in your life and what you actually get done

**Its method include the three words in its name
Life. Plan. Review**

The Life Plan Review

It presumes that yiu have decided what you have decided what you want your life to be and what the future you would look like if everything goes as per the plan

It is a 4 step structure that loses much of its power without a community

Step 1

In the LPR, you and each member of the meeting take turns to report the answers to a fixed set of questions

Did I do my best to...

Set Clear goals?

Make progress towards achieving the goal

Find meaning?

Be happy?

Did I do my best to...

Maintain and build positive relationships?

Be fully engaged?

**Your answer to each question must be on a scale of
1 to 10 with 10 being the best**

It must measure your effort and not the results

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Step 2

In the days between the weekly LPR meetings, you track these questions daily to create a habit of self monitoring.

It is as necessary as brushing your teeth

Step 3

Review your plan for relevance and personal needs weekly when you measure your effort, you are monitoring the quality of your

Step 4

Don't do this alone

LPR is a group event. It places you in a community of like-minded souls

If you want to have more probability of having an earned life, then **Ask For Help**

You need it more than you know it

Beware Of 2 Situations

First is when you are ashamed to seek help as doing so will expose your ignorance and incompetence

Second is when you tell yourself, “I should be able to do this on my own.”

You fall into this trap when the task you’re facing is adjacent to the skill you think you already possess

If you're willing to help anyone who asks for your help without thinking any ill of them, why would you worry that other people won't be as generous and forgiving when you're seeking help?

You feel great when you help others right?

So why would tyou deprive others of the same feeling?

To make smarter choices about when to pay the price and when to pass, we first have to resolve the omnipresent dichotomy of delayed gratification versus instant gratification

Paying the price may as well be synonymous for delayed .

They're both about self-control

Peter Drucker had 5 rules that are applicable for earning credibility

Every decision in the world is made by the person who has the power to make a decision. Make pace with that

If we need to influence someone to make a positive difference, that person is our customer and we are a \ salesperson

Our customer doesn't need to buy; we need to sell

When we are trying to sell, our definition of value is far less important than our customers'.

We should focus on the areas where we can make a difference. Sell what we can sell and change what we can.

Let go of what we cannot change or sell.

Singular Empathy

Empathy is the second deeply personal quality that shapes our ability to make a positive impact

**While credibility helps us influence others,
empathy helps us build positive relationships
but both serve the same purpose - making a positive
difference**

Singular Empathy

The most effective empathetic gesture is the empathy of DOING

When you go beyond understanding, feeling, and caring and take action to make a difference.

It's the extra step, always exacting a cost in some way, that few of us are willing to take

The 5 Themes

Purpose

Anything we do becomes more elevated and exciting when it is done with a clearly expressed purpose

Presence

Be present with the people of our lives rather than missing in action.

The 5 Themes

Community

Accomplishing something with the help of a chosen community resonates more resoundingly, affects more people, and is often an improvement on the solo act because of the contributions of the many

Impermanence

We are on the earth for a brief moment and nothing lasts, happiness or anything else

The 5 Themes

Results

This is a negative theme that reveals a positive concept.

The author aims to not help you to achieve the goal but to help you try your best to reach the goal

If you have tried your best, you have not failed regardless of the result

Disclaimer

**This is just a summary. For a better understanding,
reading the book is highly recommended**

This summary is as per my interpretation and learning

Please excuse any errors

Thank You For Reading

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