

One Thing

The Surprisingly Simple Truth Behind Extraordinary Results

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I Quote:

- What's the ONE Thing you can do such that by doing it everything else will be easier or unnecessary?
- Behind every successful person is their ONE Thing.
- No matter how success is measured, personal or professional, only the ability to dismiss distractions and concentrate on your ONE Thing stands between you and your goals.
- *The ONE Thing* is about getting extraordinary results in every situation.

Big Ideas

- Domino Effect
- Extreme Pareto
- The Focusing Question
- Focus
- Productivity Ideas

Domino Effect

- Dominos:
 - Domino knocks off 50% larger domino
 - Start with 2 inch domino
 - 10th = As high as your bedroom ceiling
 - 57th Knocks a domino as high as moon
- Small thing. Every day
- Results come in Geometric Progression
 - Initially you don't feel like you are getting results
 - But after a while, the results are very very big. 2 in – 3 in – 4.5 in All the way to the moon

Extreme Pareto

- “Things which matter most must never be at the mercy of things which matter least.” – Johann Wolfgang von Goethe
- Not everything matters equally, and success isn’t a game won by whoever does the most
- Extreme Pareto (Inequality of Effort and results – it’s everywhere)
 - 80/20 Principle
 - 20% causes, inputs, or efforts lead to 80% of the results, outputs, or rewards.
 - 1 idea out of 100
 - Thinking big, but going very small.
- *“If you try to do everything, you could wind up with nothing. If you try to do just ONE Thing, the right ONE Thing, you could wind up with everything you ever wanted.”*

Focusing Question

- We become our questions. We find answers to our questions
- “What’s the ONE thing you can do this hour/day/week such that by doing it everything else would be easier or unnecessary”
- Not 3 things or 5 things
- If this week,
 - you could only accomplish one thing – The highest impact thing
 - In business/life/relationships – what would it be?
 - Not a list of 5 things. But 1 thing!

Focus

- 1 inch wide. 1 mile deep
- For Extraordinary results
 - go small
 - Find Leverage that will start a domino run.
- Getting your focus as small as possible
 - simplifies your thinking
 - crystallizes what you must do.

Productivity

- **Time Block** your one thing
 - 4 hours a day at least
- **Protect** your time block
 - This is your MOST important appointment. Do whatever it takes to keep it.
 - Extraordinary results don't come from more hours - but from getting the most important stuff done.
- Most successful people are not focussed all day long.
 - Focus Only on their most important things.
- **Accountability**
 - **Partner** – Write goals & send progress reports => 76.7% more likely to achieve them.
 - **Coach** – No great success without a coach