

Slight Edge

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Video Intro

- Lets say there is a giant 5000 pound flywheel. And your job is to get it to rotate as fast as you can. After a lot of huffing and puffing and effort you get it to churn really fast. Now if someone came along and asked you – what was that one push that caused this wheel to churn so fast, what would you say? Nothing! Because every push mattered and every push made it go faster. Every single heave – no matter how big only reflects a small fraction of the effort. That is the idea behind slight edge. Every push is a slight edge. Every push matters. Every little slight edge matters. And if you don't push, suddenly the slight edge is now working against you. That non-push caused you to lose momentum and slow down.

Video Intro

- The myth of our culture is the giant step, the larger-than life leap, the heroic effort, the sudden rags-to-riches story. The media discounts the years of work that the person put behind the scenes in order to make that one giant leap.
- Do you know what makes the difference between a .300-hitting baseball star with a multimillion-dollar contract and a .260-plus player making only an average salary? Less than one additional hit per week over the course of the season. And you know what makes the difference between getting that hit and striking out? About one quarter-inch up or down the bat.

Video Intro

- As a baby, In the process of learning to walk, did you spend more time falling down or standing up? If you were anything like most babies, you fell down and failed far more than you succeeded. It didn't matter: You kept on trying. You were on the path of mastery. Every day, every moment, with every try, you were building those muscles and that co-ordination.
- Every little try was a slight edge working in your favor. And that is the concept of slight edge. The things you do every day, the things that don't look like they matter, do matter. Those tries are the slight edge. The slight edge is giving you invisible results every moment. Every time the baby tried to walk, the baby got invisible resultslike increased muscle strength or better motor co-ordination. Irrespective of whether it fell down or took a step forward.
- The Slight edge is those things that, at the time you do them, often feel like they make absolutely no difference... like they don't matter. They do. The results are invisible but they are adding up. If you base your choices on the evidence, on the visible (like whether you fell down or walked), you're sunk. You need to base your choices on your philosophy - on knowing that every trial is making you better.
- Now, What if the baby gave up and stopped trying to walk after the first few times it fell down? What if the baby is thinking – eh! This walking thing isn't for me. I tried a few times and I failed. I don't want to try anymore. Maybe one of these days I will get lucky and start walking.
- Would the baby still learn to walk? No!
- So, Are there any situations in your life today where you've given up and decided to keep crawling rather than go for what you really want? Where you have decided to give up on the slight edge? Remember – the slight edge is always working and it is working in all areas of life. Whether for you or against you – that's up to you.

Key Ideas

- Invisible Results
- Secret of Easy Things
- Quantum Leap Myth
- Rocket to the Moon
- Start with a Penny
- People

Slight Edge philosophy

- a. The things you do every day, the things that don't look like they matter, do matter. They not only make a difference - they make all the difference.

Secret of Easy Things

- i Something is easy not to do when it won't bankrupt you, destroy your career, ruin your relationships or wreck your health - today.
- ii. What's more, not doing it is usually more comfortable than doing it would be. But that simple, seemingly insignificant error in judgment, compounded over time, will kill you. It will destroy you and ruin your chances for success. You can count on it. It's the Slight Edge.

Invisible Results – every moment

- The Slightest Edge is always working
 - either for you or against you.
- When you make the right choice or the wrong choice, you won't see the results.
 - At least, not today.
- Successful people just do the things that seem to make no difference in the act of doing them and they do them over and over and over until the compound effect kicks in.
- They are those things that, at the time you do them, often feel like they make absolutely no difference... like they don't matter. They do.
- If you base your choices on the evidence, on what you can see, you're sunk.
 - You need to base your choices on your philosophy - on what you know, not what you see.
- d. Way back in the beginning, when you add the first few morsels of positive action, if you judge your choices by the evidence of your eyes, you won't see the scales move at all and that will frustrate you.
- The most powerful force for change is time. Position your daily actions so time is working for instead of against you. Because time will either promote you or expose you.

The Flywheel

- Now suppose someone came along and asked, "What was the one big push that caused this thing to go so fast?"
- Every decision you make is a Slight Edge decision.
- Some pushes may have been bigger than others, but any single heave - no matter how large - reflects a small fraction of the entire cumulative effect upon the flywheel.
- Successful people do whatever it takes to get the job done, whether or not they feel like it. They understand that it is not any one single push on the flywheel, but the cumulative total of all their sequential, unfailingly consistent pushes that eventually creates movement of such astonishing movements in their lives.

Baseball Star by a quarter of an inch?

- The myth of our culture is the giant step, the larger-than life leap, the heroic effort.
- Do you know what makes the difference between a .300-hitting baseball star with a multimillion-dollar contract and a .260-plus player making only an average salary? Less than one additional hit per week over the course of the season. And you know what makes the difference between getting that hit and striking out? About one quarter-inch up or down the bat.
- Rags-to-riches success story person has gotten to where he is by making mundane, quiet, little Slight Edge decisions and repeating simple disciplines, day in and day out.

Doubling Penny

- To accomplish anything worth accomplishing, to create success, to achieve your dreams, you don't have to do impossible, extraordinary, superhuman things. But you have to do something. You have to start with a penny.
- But you have to start with a penny. And tragic irony of it, the sad and terrible tale of the ninety-five percent: that little penny seems so insignificant, so small, so silly... why even bother to bend over and pick it up. After all...

Baby Steps

- a. In the process of learning to walk, did you spend more time falling down or standing up? If you were anything like most babies, you failed (fell) far more than you succeeded (walked). It didn't matter: you were on the path of mastery.
- b. Are there any situations in your life today where you've given up and decided to keep crawling rather than go for what you really want, what you truly deserve?

What I Learned From Funerals

- That at the average funeral, about ten people cry.
- And at the end of it, there are only ten people who care enough to cry?
 - Why am I spending so much time worrying about what they're thinking now?
- Gigantic funerals are held and great crowds, sometimes entire nations, mourn for those people who spent their lives not worrying about what others thought.

Rocket to the moon

- a. On its way to the moon, the miracle of rocket is actually on course only two or three percent of the time.
- d. Would you like me to give you the formula for success? It's quite simple, really. Double your rate of failure... You're thinking of failure as the enemy of success. But it isn't at all.. You can be discouraged by failure - or you can learn from it. So go ahead and make mistakes. Make all you can. Because, remember, that's where you'll find success. On the other side of failure. - Thomas J. Watson, Sr.
- e. And so it goes, from here to the moon, a constantly occurring series of adjustments turning what is predominantly a string of failures into ultimate success.
- f. A consistent series of tiny, seemingly insignificant actions, easy to do and easy not to do, and in this case, doing them leads you directly to the moon instead of shooting off into the vacuum of outer space.

People

- a. If you want to raise the quality of your life, hang out with people who have been there and done that.
- a. Look at the people with whom you flock, the company you keep: what destination are they headed for? And is that where you want to be headed?
- c. This is a pass or fail test: there is no "maybe" about it. Remember, there is no standing still: we're all going in one of two directions, either up or down. Your association with each person you know is either empowering you, or it's not - taking you up the success curve or down the failure curve.
- b. Remember that you're always dealing with gravity: one against nineteen. all the time. The ninety-five percent will always tend to be cynical, skeptical and negative; even when motivated by the best of intentions, they will attack you and bring you down.