

# The discipline to pursuit less 'but better'

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- Imagine a world where people don't need to compete at work because they see how unique they are.
- Imagine a world where we don't put pressure on our teenagers to figure out what they want to do for the rest of their lives at 18 years old. Their dreams have many ways that they come to be.
- Imagine a world of equity. Career satisfaction comes from who you get to be while you are doing it and that's the real you!



"Passion is not something you follow. Passion is something that will follow you as you put in the hard work to become valuable to the world." *Cal Newport, author of [So Good They Can't Ignore You: Why Skills Trump Passion in the Search for Work You Love.](#)*

# Challenges

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Only 30% of people end up working in the careers they dreamed of as kids.



More than 90% of people end up in the wrong career.

**90%** fail Startups  
with in **5** years

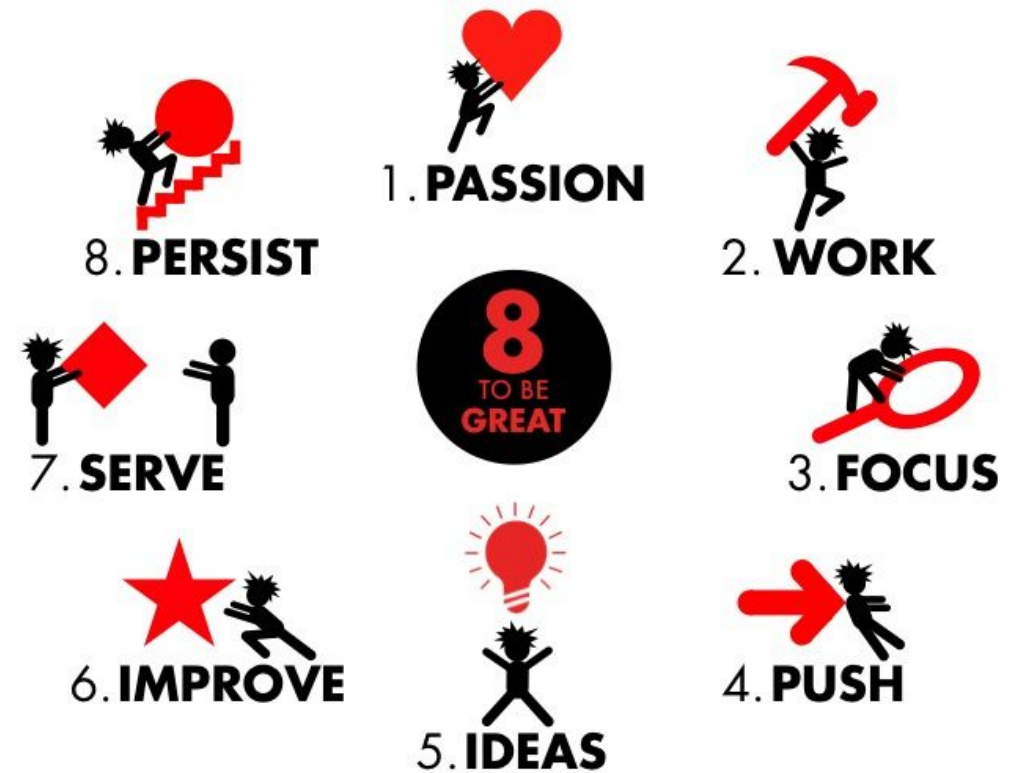
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- **False assumptions:** I have to, it's all important and I can do both.
- **Replace these assumptions with:** I choose to, only a few things really matter, I can do anything but not everything.

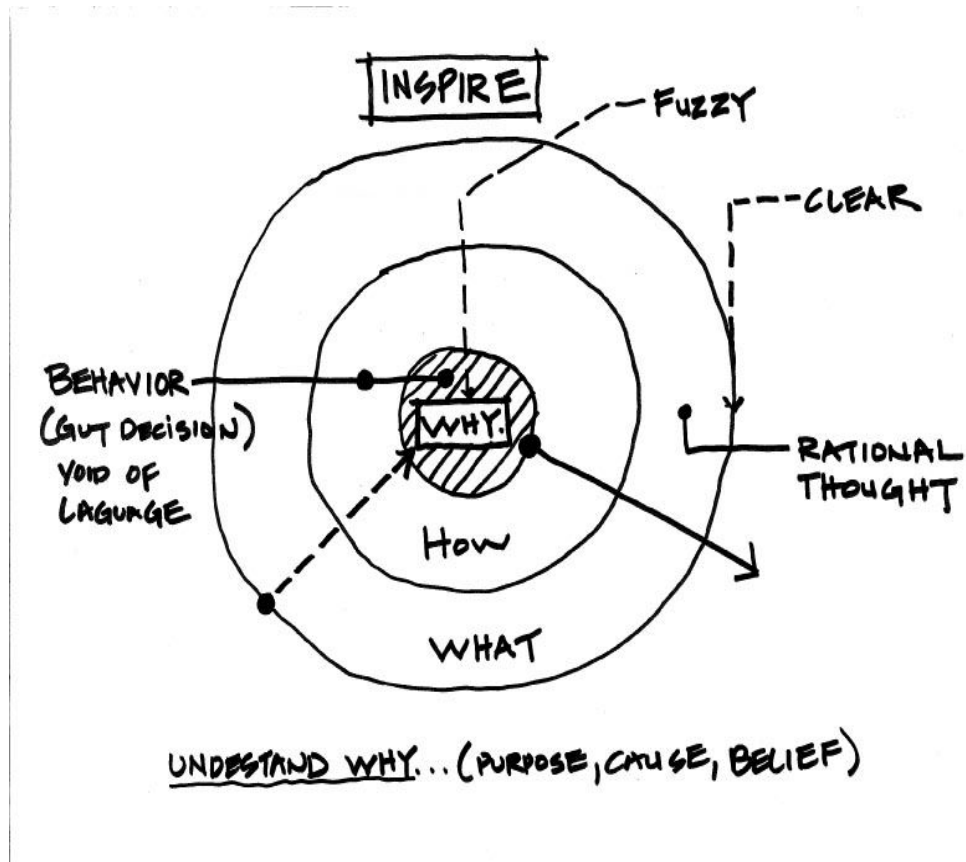
**LESS  
IS  
MORE**

# Common traits of successful people

- Passion
- Hard work
- Serving others something of value
- Focus on less (but better)
- Push beyond your comfort zone
- GRIT
- Come up with good ideas and listen to good ideas
- Keep improving yourself
- Beginners & growth mindset
- Persistence.



# It starts with YOU



- Why do you get out of bed in the morning?
- Why you do what you do?
- Why should anyone care?

If you find your inner motivation, why you want to do then you'll be more productive, take ownership of your work and life.

**YOU ARE NEVER  
TOO OLD TO  
REINVENT  
YOURSELF**

STEVE HARVEY



# Living by design not by default.

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- In order for us to truly be in control of our choices, we need to truly focus on what is important to us. This will help us be able to enjoy the journey not just the destination.

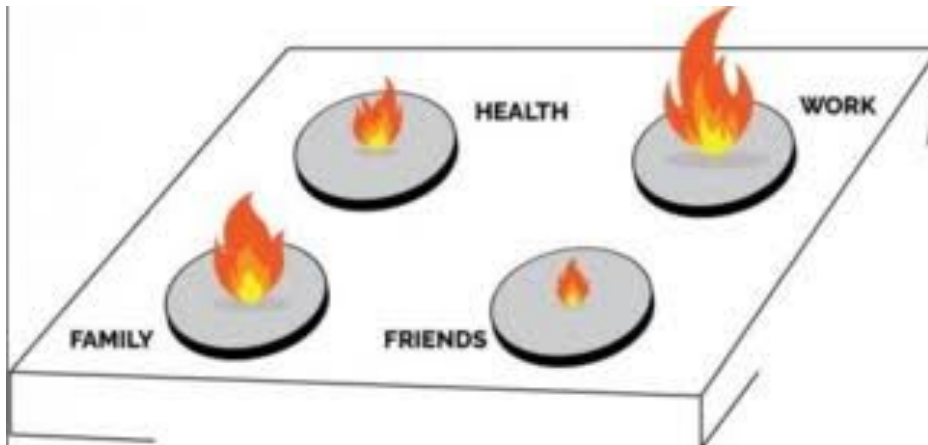
## **HOW?**

- Identify your goal, make a realistic plan and stick to your plan.
  - What skills do you need to become who you want to be? What connections do you need to put in place to set yourself up for success? What habits do you need to cultivate/get rid of?
  - Make the wisest possible investment of your time and energy on the things that really matter in order to operate at your highest point of contribution.
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# What sets you apart from everyone else?

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The power of choice and making strategic trade-offs.



The four burner theory: In life we are forced to prioritise 1-2 between 4 stove burners: **Family, Friends, Health, Work.**

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# What sets you apart from everyone else?

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1. **Explore:** Explore your options and commit.



4 steps: we need space to think, time to look and listen, permission to play, wisdom to sleep, and the discipline to apply highly selective choices we make.

2. **Eliminate:** Select and clarify. Dare to say NO. The freedom of setting boundaries.
  3. **Execution:** Buffer (unfair advantage) and raise above your obstacles. The genius of routine by focusing on what's important now? celebrate the small wins.
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# Summary

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- Know your why! Find your passion!
  - Don't ever stop dreaming
  - We have a right to pursue happiness
  - It's SIMPLE but NOT EASY, so FORCE yourself (get out of your comfort zone)
  - Success comes only when opportunity meets preparation.
  - Trust in your struggles
  - Take ownership and practice
  - What are you passionate about that you feel you can make a difference in this world?
  - I challenge you to start with your WHY when you network.
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NEVER DOUBT THAT  
A SMALL GROUP OF  
THOUGHTFUL, COMMITTED  
CITIZENS CAN CHANGE  
**THE WORLD;**



INDEED, IT'S THE ONLY  
THING THAT EVER HAS

- MARGARET MEAD