



*Better Thinking
vs. More Effort*

AGENDA

- ❖ How the “Fallacy of Doing” leads to “Ceiling of Diminishing Returns”
- ❖ 80/20 Thinking for Prioritization
- ❖ Weekly Strategy Sheet for Managing A Heavy Workload

Overwhelmed?



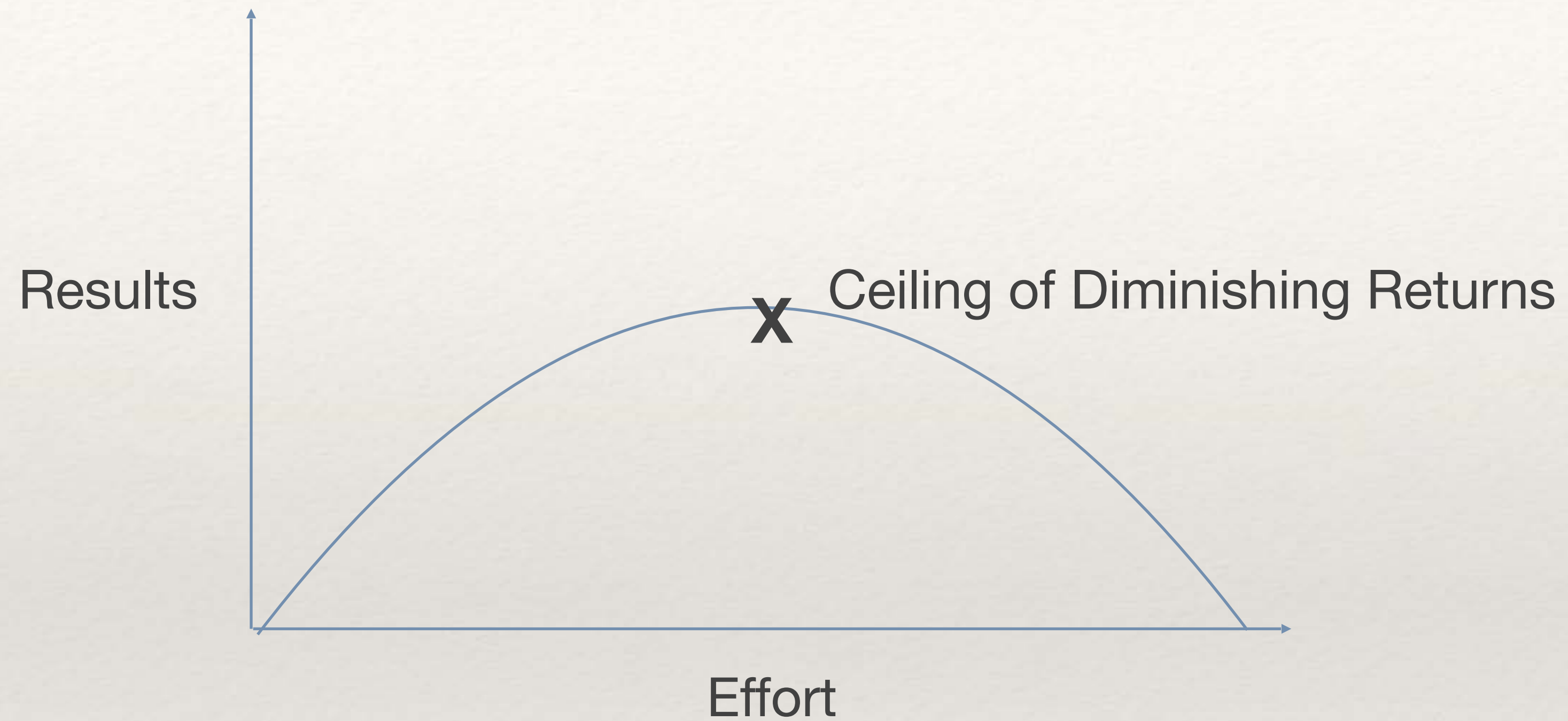
The Fallacy of Doing™

The more I do the more I'm worth.

I feel guilty when I'm not doing something.

I hope it's worth it in the end.

Doing More vs. Better Thinking



*A small amount creates the
greatest result.*



80/20 Rule

80% of complaints come from 20% of members

80% of results come from 20% of efforts

9-5 Hours vs. 3-5 Priorities

Revenue

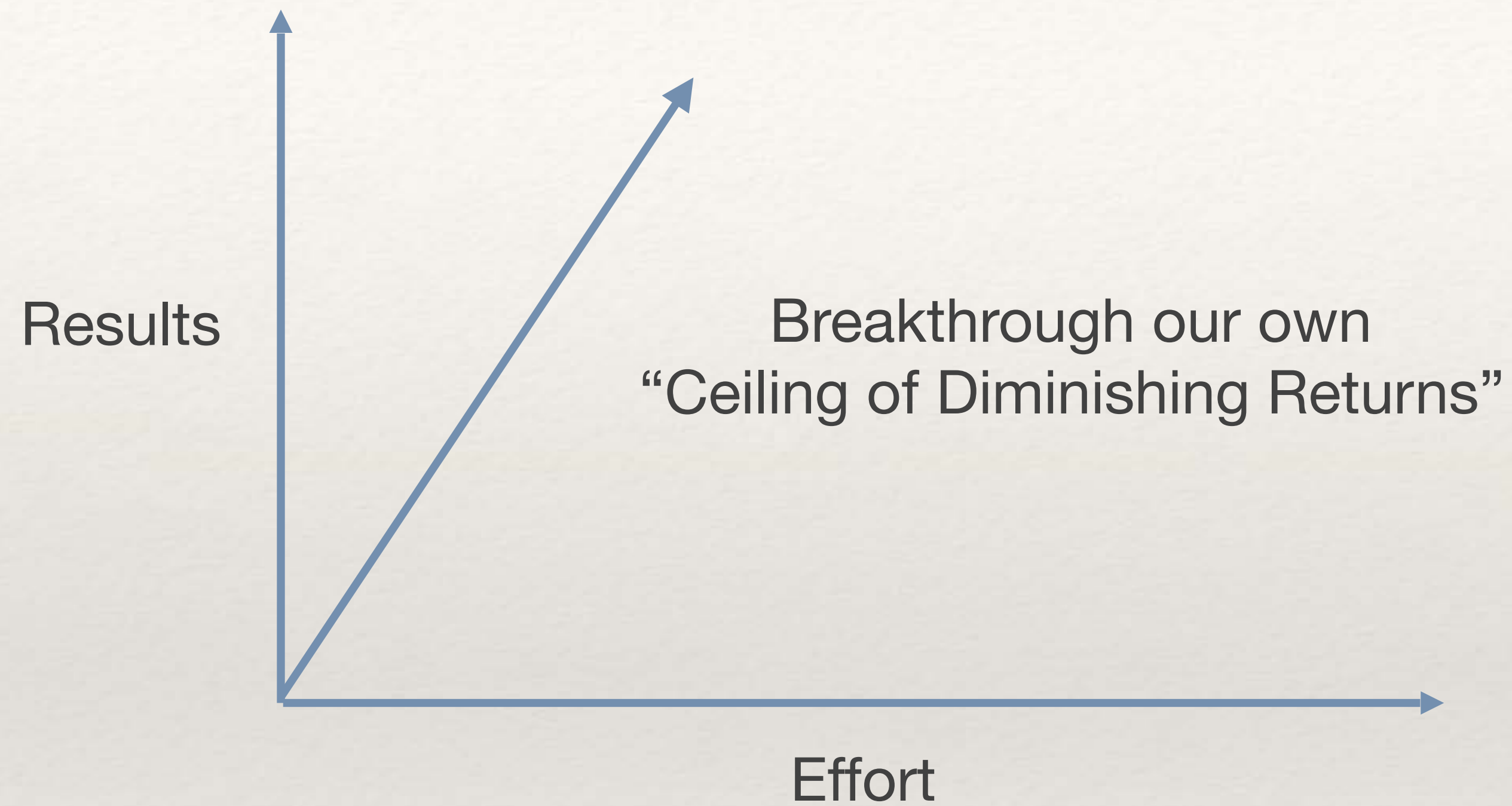
Growth

Impact

Identify Priorities

Where is the trivial drowning out
the significant?

Better Thinking vs. Doing More



*The things which are most important
don't always scream the loudest.*

Bob Hawke

Weekly Strategy Sheet

Celebrate	Check In	Commit
Confidence and Motivation Comes From Progress	Weekly Priorities	Objective and Key Results
1. _____	1. _____	Objective
_____	_____	_____
_____	_____	_____
2. _____	_____	_____
_____	_____	_____
_____	2. _____	Key Results
3. _____	_____	1. _____
_____	_____	_____
_____	_____	_____
4. _____	_____	2. _____
_____	_____	_____
_____	3. _____	_____
5. _____	_____	3. _____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Gratitude

Joy

Hope

Time Block Strategy

25/5 Trains your brain to
focus for short periods

25/5

25/5 Improve attention span
and concentration

25/5



Meditation



3 Daily Wins Strategy

- ❖ Keeps you focused on your progress
- ❖ Prevents you from measuring yourself against the ideal
- ❖ Provides a source for internal motivation

Boundaries vs. Being on Call



*Start by doing what's necessary; then
do what's possible; and suddenly you
are doing the impossible.*

St. Francis of Assisi