

**AWAKENING THE POWER WITHIN YOU
(Enjoy Your Everyday Focus Life)***Self-Enrichment and Inspirational series ...*

“It is those who concentrate on but one thing at a time who advance in this world.” Og Mandino

Taking a cab home and was having an interesting chit-chat with the cab driver, I asked him how's business, and he replied that every taxi driver have a different versions to that answer. Then he goes on to say, too many cab drivers are distracted with too many things, but they failed to focus on the one thing, that is, keep driving on the road, know their roads, aware of the peak periods, and the different timing for different locations; in short, just becoming a better cab driver every day. Out of the mouth of a simple cab driver comes the secret of achieving more and living a more satisfied life is to focus on the One Thing to getting what you want.

I didn't really get this approach until much later. I did experienced success in the past, but it wasn't until I hit a wall that I began to connect my results with my approach. In less than a decade I've build a successful company, but all of a sudden, things weren't working out. For all the dedication and hard work, my life was in turmoil and it felt as if everything was crumbling around me. I was failing.

Then the question came to mind, “Do you know what you need to do to turn things around?” I hadn't a clue...

What became obvious is that, as focused as I thought I was, I wasn't focused enough, rather I was focused on too many things. I was distracted with too many things in work, worrying about finances, concerning for my son, taking care of my wife, and trying to put back bits and pieces of everything together. Results suffered. Frustration followed.

Finally, out of desperation, I went as small as I could possibly go and asked: “What's the ONE Thing I can do this week such that by doing it everything else would be easier or unnecessary?” And the most awesome thing happened. Results are coming, frustrations lessen, fears dissipate, and things becoming much more focused.

After these experiences, I looked back at my successes and failures and discovered an interesting pattern – where I'd had huge success, I had narrowed my concentration to one thing, and where my success varied, my focus had too. And the light came on.

Many of the successful insurance people I spoke with have had similar experiences. When they start out their insurance career, they are totally focused in building their business, but as it grew, they got distracted with too many other things that are not in their business, they started investing into food & beverages business, trying to sell other products with multi-levels marketing, etc. Then they started to felt the struggles in their core business, results are down, they're frustrated, and the blame game is on.

If everyone has the same number of hours in a day, why do some people seem to get so much more done than others? How do they do more, achieve more, earn more, and have more? If time is the currency of achievement, then why are some able to cash in their allotment for more chips than others? The answer is they make getting to the heart of things the heart of their approach. They go small.

When you want the absolute best chance to succeed at anything you want, your approach should always be the same. Go small, go simple. Going small is ignoring all things you could do and doing what you should do. It is recognizing that not all things matter equally and finding the things that matter most. It is a tighter way to connect what you do with what you want.



The way to get the most out of your work and your life is to go as small and simple as possible. Most people think just the opposite. They think big success is time consuming and complicated. As a result, their calendars and to-do lists become overloaded and overwhelming. Success starts to feel out of reach, so they settle for less. Unaware that big success comes when we do a few things well, they get lost trying to do too much and in the end accomplish too little. Over time, they lower their expectations, abandon their dreams, and allow their life to get small. This is the wrong thing to make small.

You have only so much time and energy, so when you spread yourself out, you end up spread thin. You want your achievements to add up, but that actually takes subtraction, not addition. You need to be doing fewer things for more effect instead of doing more things with side effects.

The problem with trying to do too much is that even if it works, adding more to your work and your life without cutting anything brings a lot of bad with it: missed deadlines, disappointing results, high stress, long hours, lost sleep, poor diet, and missed moments with family and friends – all in the name of going after something that is easier to get than you might imagine – because you are distracted with too many things, and worrying with too many concerns that sometimes others might not even care, and fearful of almost every issues that may be too trivial.

When one thing, the right thing, is set in motion, it can topple many things. Highly successful people know this. So, every day they line up their priorities anew, find the lead thing, set it in motion, and builds the momentum. Extraordinary success is sequential, not simultaneous. What starts out linear becomes geometric. You do the right thing and then you do the next right thing. Over time it adds up, and the geometric potential of success is unleashed. Success builds on success, and as this happens, over and over, you move toward the highest success possible.

When you see someone who has a lot of knowledge, they learned it over time. When you see someone who has a lot of skills, they developed them over time. When you see someone who has done a lot, they accomplished it over time. The key is over time. **Success is built sequentially.** It is one thing at a time.

Prove of one thing is everywhere. Look closely and you will always find it. Extraordinarily successful companies always have one product or service they are most known for or that makes them the most money. Apple focus on making lifestyle products; Colonel Sanders started KFC with a single secret recipe; Microprocessors generate the vast majority of Intel's net revenue. Take Google, their one thing is search, which makes selling advertising, its key source of revenue. Apple is a study in creating an environment where an extraordinary One Thing can exist while transitioning to another extraordinary One Thing. From 1998 to 2012, Apple's One Thing moved from Macs to iMacs to iTunes to iPods to iPhones. As each new "golden gadget" entered the limelight, it created a well-documented halo effect, making the user more likely to adopt the whole Apple product family.

When you get the One Thing, you begin to see the business world differently, and you begin to see your work differently as well. We each have passions and skills, but you will see extraordinarily successful people with one intense emotion or one learned ability that shines through, defining them or driving them more than anything else.

Through technology and innovation, opportunities abound and possibilities seem endless. As inspiring as this can be, it can be equally overwhelming. The unintended consequence of abundance is that we are bombarded with more information and choices in a day than our ancestors received in a lifetime. Harried and hurried, a nagging sense that we attempt too much and accomplish too little haunts our days.

But Peter, you must understand that there are lots of on-going projects on my plate and there are too many meetings to attend. How does the One Things approach applies to my life?



As written in my previous article, you can get started or becoming stunned. How can you trick yourself into starting a project on which you have been dragging your feet?

Mary seemed like she was not able to consistently complete all her projects on time. But make no mistake, she was no slacker, rather, she is pushing herself very hard and working conscientiously on each and every project given to her. It is that Mary rarely got to the more strategic projects her boss was looking for her to lead, and that was hurting her career. Instead, she spent her day dealing with crisis upon crisis. She came to a low point of her energy and emotions.

"I feel like things are out of control," she said. "The more I want to move ahead, the hinder I get. I've got to make headway on this project, but I never have a chunk of time to work on it."

"What would you do if you had just ten minutes to work on it?" I asked. "I need way more time than ten minutes," she countered, visibly annoyed that I would asked such a lame idea.

"Of course, we need more time, but what would you do if you had just ten minutes?" I persisted. "Probably jot down the people I need to get input from and set up a couple of meetings." "Good. That's a start, I said. "What else could you do to move the project along? Or put it in another way, what's the smallest step you could take that would have the biggest, most positive impact on this project?"

"I guess I could pull up the template that's out on our company's intranet and start crafting out the structure and framework of what's required of the project," Mary offered.

Mary had tricked herself into taking tiny incremental steps on an important project.

Ask these simple yet powerful questions to help yourself, your employees, and coworkers get a jump start on just about anything:

- What would you do if you had only ten minutes?
- What could you do to move this project?
- What's the smallest step you could take that would have the biggest, most positive impact?

Plan it and getting yourself started are about creating new behaviors to boost your productivity.

Also, consistently asking yourself what is the One Thing (project, event, task, etc.) that is important for you to achieve this week; or what's the One Thing you can do this week such that by doing it everything else would be easier.

And when you are at home, what is the One Thing that is the most important to connect yourself back to your family? Definitely, not with your social media or stuck your face to your mobile device... or constantly checking for emails as if there will be a disaster coming in the next minute.

And if you have a goal, what is the One Thing you did to do this week to move one step closer to what you want to accomplish?

Here's one good example of someone who has harnessed the power of One Thing to build an extraordinary life, the American businessman Bill Gates. Bill's one passion in high school was computers, which led him to develop one skill, computer programming. While in high school he met one person, Paul Allen, who gave him his first job and became his partner in forming Microsoft. Microsoft began its life to do one thing, develop and sell BASIC interpreters for Altair 8800, which eventually made Bill Gates the richest man in the world. When he retired from Microsoft, Bill and Melinda Gates decided to put their wealth to work making a difference in the world, they formed one foundation to do one thing – to tackle tough problems like health and education.



Since its inception, the majority of the foundation's grants have gone to one area, Bill and Melinda's Global Health Program. This ambitious program's one goal is to harness advances in science and technology to save lives in poor countries. Bill explained the decision by saying, "We had to choose what the most impactful thing to give... the magic tool of health intervention is vaccines because they can be made inexpensively." Bill and Melinda Gates are living proof of the power of the One Thing.

Applying the One Thing concept to your work – and in your life – is the simplest and smartest thing you can do to propel yourself toward the success you want, and enabling you to achieve your dream. We sense intuitively that the path to more is through less. The One Thing sits at the heart of success and is the starting point for achieving extraordinary results.

Life is too short to chase winds; and it is too precious to rely on a rabbit's foot (luck). The real solutions we seek are almost always hiding in plain sight – let your intuition leads you to focus on the One Thing you need to do today in the different aspects of your life; the One Thing that can make your life much happier and less stressful; the One Thing that brings much more peace and joy into your life.

And my One Thing:

Your Success is My Greatest Reward; Your Joy is My Inspiration!

Your Favorite Author & Speaker – Peter Ng

PRE-RELEASE OFFER! (For Singapore Only)

My latest book titled "Resiliency Quotient: Becoming a Resilient Leader" will be released in January 2016, at S\$30.00. This is a pre-release offer, ending on November, 30, 2015. Order now at S\$25, inclusive of local postage. Simply write a cheque payable to "**Peter Ng Training Consultancy**" indicating your name, email address, and mailing address at the back of the cheque. I will acknowledge your order via email and once the book is out, I will notify you of the estimated date of arriving to you. Thank you for your support.

Resiliency is not regarding crisis or adversities in life; but the peace we develop within. If you lost your peace, you lose your joy; and if you lost your joy, you lost the peace to progress in life. No peace; no power! This book is a true life-changer.