

NOTES FROM: *The 5AM Club*, by Robin Sharma

SUMMARY: Robin Sharma's one of the "good guys" in the personal development space, and with over 20 *million* books sold, he's one of the top leadership experts in the world.

Sure, not everything popular is good, but for the most part, his ideas are rock solid, and you really can't go wrong with his books. And...we went to the same university! He was born like, a couple of hours away from my house!

Anyway, Sharma helped drive home to me the idea that you can get (almost) everything you want in life, as long as you help enough *other* people get what *they* want. This is an idea with massive implications. It means that instead of looking for what you can *get* from other people, what you can *extract* from the marketplace, you should be thinking of what you can *contribute*.

If you look at almost everyone who's achieved professional business success, it's because they created something that lots of other people wanted, and that made their lives demonstrably better. They added value to the marketplace, to humanity, *and they were rewarded*. You need to start thinking like this as well. If you want to make an impact, that is. For example, people wanted supercomputers in their pocket, Steve Jobs gave it to them, and he was rewarded. People wanted great coffee on the go, Howard Schultz gave it to them, and he was rewarded.

Whether that motivation was conscious is beside the point. The point is that when you make other people's lives better, *your* life will get better. Isn't it wonderful that that's true!? Isn't that an incredibly life-affirming realization!?

The 5am Club is a story laced with lessons. Essentially, two strangers meet at a business event hosted by an eccentric tycoon who then takes them both under his wing and teaches them about how to crush it in life and in business.

A word of warning: have some patience with respect to the dialogue and plot. Sharma's hardly Dostoevsky, and throughout I was like, "*Oh come on! People don't talk like that. What the hell, man!?*" Or, "*Oh come on! That's the most cliché shit. Stop trying to be James Patterson.*" But the book - and the advice - is really good!

If you absorb the lessons in this book, you will become a rockstar. I can't emphasize that enough. So just try to forget that he makes Ayn Rand look like Henry James. You'll feel better.

At the bottom, it's about going through life at "*world-class*." It's about not settling. With respect to your contentment, your relationships, your income, your health, your everything - the message is to always demand the best for yourself and to prove to yourself that you're worth it, that you deserve it.

You do this by *choosing* the hard way, not the path of least resistance; by focusing on *giving, on contributing*, rather than being a bottomfeeder.

See, most people are looking for the easy way to the top, to their goals (if they even have any), and to success. That's why most people will never make it! *They aren't willing to do whatever it takes*. They aren't willing to take a step in belief, demand the best of themselves and *for* themselves, and take a big swing for everything they've ever wanted.

That being said, once you *get* to the top, do you know what you'll find there? *Nothing*. That's right. At the top, at the end of your fight to "make it," there's nothing. Nothing except the memories and experiences you have getting there.

So enjoy the climb. Pursue *meaning* rather than expediency, and go through life at world-class. This book will show you how.

"So many of us die at thirty, and are buried at 80."

"Hard is good."

"Most people can't stand themselves. So, they can never be alone."

"You don't need any special qualifications or training in order to be of service."

"Everything you find easy now, you once found difficult."

"A year from now you'll be so glad you began today."

"A bad day for the ego is a great day for the soul."

"There's a ton of competition for ordinary, but hardly any competition for extraordinary."

"We wish we had more time, but then we waste the time we have."

"These are the finest hours of your greatest days."

Maslow: "If you plan on being anything less than who you are capable of being, you will probably be unhappy all the days of your life."

"Without always reflects within."

"What we are doing today is creating our future."

"Neglect your power for long enough and you'll eventually come to believe that you don't have any."

“Space shuttles use more fuel taking off and escaping earth’s orbit than they do at any other part of the journey. Getting started is the hardest part.”

“Tranquility is the new luxury of our society.”

“Consider what needs to happen for today to be a great day amid the construction of a legendary life.”

Michelangelo: “If you knew how much work went into it, you would not call it genius.”

Your Five Primary Assets:

*Mental Focus

*Physical Energy

*Willpower

*Talent

*Time

“The marketplace pays the most for things that are scarce.”

“Five small victories or incremental progress on five key tasks per day will add up to 1,825 small victories over the course of a year.”

“Vague plans yield vague performance.”

Oscar Wilde: “With freedom, books, flowers and the moon, who could not be happy?”

“The time you least feel like doing something is the best time to do it.”

“Winning without enjoying is nothing.”

“Play in common society and succeed in the game it sells you, but disconnect from it often, so you’re never really owned by it.”

“Go through life at world-class.”

“In order for a hero's journey to be interesting, there have to be conflict and challenges.”

“Live like a hero. That's what the classics teach us. Be a main character. Otherwise, what is life for?”