

## **NOTES FROM: *The Four-Hour Workweek*, by Tim Ferriss**

**SUMMARY: This is another one of the early books that changed my life, and, no exaggeration, it showed me a completely different way to live.**

**It was the first time that someone told me that 20 percent of what I do is leading to 80 percent of the positive results that I want (so I should be focusing on only doing those 20 percent), that time was more important than money, that I could hire people to do menial jobs for me so that I would have more time, and that being an entrepreneur was the key to freedom.**

**I'm also not the only person to think feel this way about the book – it became a mega-bestseller over the years and features prominently on the bookshelves of many members of the New Rich.**

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“For all of the most important things, the timing always sucks. Waiting for a good time to quit your job? The stars will never align, and the traffic lights of life will never all be green at the same time. The universe doesn't conspire against you, but it doesn't go out of its way to line up the pins either. Conditions are never perfect. "Someday" is a disease that will take your dreams to the grave with you. Pro and con lists are just as bad. If it's important to you and you want to do it "eventually," just do it and correct course along the way.”

"Being average scares the hell out of me."

There is hardly any competition for the top. Lots of people are competing in the same areas as you are, but the majority of them aren't putting in any sort of consistent effort. They're not aiming for the top with every single resource they have within them. You can be that person, and once you get to the top, you'll realize how few people actually have it in them to do what you've done.

“It's lonely at the top. Ninety-nine percent of people in the world are convinced they are incapable of achieving great things, so they aim for the mediocre. The level of competition is thus fiercest for 'realistic' goals, paradoxically making them the most time and energy-consuming.”

Success can be measured by the number of uncomfortable conversations that you are willing to have. Same with uncomfortable situations in general.

The most important actions are never comfortable.

“What we fear doing most is usually what we most need to do.”

"You are the average of the five people you associate with most, so do not underestimate the effects of your pessimistic, unambitious, or disorganized friends. If someone isn't making you stronger, they're making you weaker.”

Focus on being productive instead of busy.

“To enjoy life, you don't need fancy nonsense, but you do need to control your time and realize that most things just aren't as serious as you make them out to be.”

Ask, If this is the only thing that I accomplish today, will I be happy?

Be difficult when it counts. Sometimes, you absolutely have to be as resolute and stubborn in your decision or desire as possible and force the other person to back down and give you your way. This should not be the default state, not by any means, but it should be a capability that you're able to pull out and use when it's necessary.

"Experience the world at a speed that lets it change us."

“Just pursue something fun and interesting and leave the 'why' for later."

Never try to please everyone. It'll just end up in frustration for everyone and failure for you.

Let a few small bad things happen in order to focus on making the important, big things happen. Some minor things should be allowed to go wrong, while you focus almost exclusively on the things that are going to give you the big wins.