

Кевин Келли, создатель журнала WIRED, уже третий год подряд на свой день рождения дарит всем непрошенные советы (вот прошлый перевод на хабре: [68 непрошеных советов](#))

Сегодня ему исполнилось 70 лет и он выкатил еще [103 непрошенных совета](#)

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When you have some success, the feeling of being an imposter can be real. Who am I fooling? But when you create things that only you — with your unique talents and experience — can do, then you are absolutely not an imposter. You are the ordained. It is your duty to work on things that only you can do.

You cannot get smart people to work extremely hard just for money.

When you don't know how much to pay someone for a particular task, ask them "what would be fair" and their answer usually is.

A long game will compound small gains to overcome even big mistakes.

You can't reason someone out of a notion that they didn't reason themselves into.

Your best job will be one that you were unqualified for because it stretches you. In fact only apply to jobs you are unqualified for.

What you actually pay for something is at least twice the listed price because of the energy, time, money needed to set it up, learn, maintain, repair, and dispose of at the end. Not all prices appear on labels. Actual costs are 2x listed prices.

Average returns sustained over an above-average period of time yield extraordinary results. Buy and hold.

It's thrilling to be extremely polite to rude strangers.

Getting cheated occasionally is the small price for trusting the best of everyone, because when you trust the best in others, they generally treat you best.

Art is whatever you can get away with.

For the best results with your children, spend only half the money you think you should, but double the time with them.

Prescription for popular success: do something strange. Make a habit of your weird.

To signal an emergency, use the rule of three; 3 shouts, 3 horn blasts, or 3 whistles.

At a restaurant do you order what you know is great, or do you try something new? Do you make what you know will sell or try something new? Do you keep dating new folks or try to commit to someone you already met? The optimal balance for exploring new things vs

exploiting them once found is: 1/3. Spend 1/3 of your time on exploring and 2/3 time on deepening. It is harder to devote time to exploring as you age because it seems unproductive, but aim for 1/3.

Take note if you find yourself wondering "Where is my good knife? Or, where is my good pen?" That means you have bad ones. Get rid of those.

When you are stuck, explain your problem to others. Often simply laying out a problem will present a solution. Make "explaining the problem" part of your troubleshooting process.

When buying a garden hose, an extension cord, or a ladder, get one substantially longer than you think you need. It'll be the right size.

Your group can achieve great things way beyond your means simply by showing people that they are appreciated.

When someone tells you about the peak year of human history, the period of time when things were good before things went downhill, it will always be the years of when they were 10 years old — which is the peak of any human's existence.

You are as big as the things that make you angry.

When speaking to an audience it's better to fix your gaze on a few people than to "spray" your gaze across the room. Your eyes telegraph to others whether you really believe what you are saying.

Habit is far more dependable than inspiration. Make progress by making habits. Don't focus on getting into shape. Focus on becoming the kind of person who never misses a workout.

You see only 2% of another person, and they see only 2% of you. Attune yourselves to the hidden 98%.

Your time and space are limited. Remove, give away, throw out things in your life that don't spark joy any longer in order to make room for those that do.

Our descendants will achieve things that will amaze us, yet a portion of what they will create could have been made with today's materials and tools if we had had the imagination. Think bigger.

For a great payoff be especially curious about the things you are not interested in.

Focus on directions rather than destinations. Who knows their destiny? But maintain the right direction and you'll arrive at where you want to go.

Every breakthrough is at first laughable and ridiculous. In fact if it did not start out laughable and ridiculous, it is not a breakthrough.

If you loan someone \$20 and you never see them

again because they are avoiding paying you back, that makes it worth \$20.

The best time to negotiate your salary for a new job is the moment AFTER they say they want you, and not before. Then it becomes a game of chicken for each side to name an amount first, but it is to your advantage to get them to give a number before you do.

Rather than steering your life to avoid surprises, aim directly for them.

If your opinions on one subject can be predicted from your opinions on another, you may be in the grip of an ideology. When you truly think for yourself your conclusions will not be predictable.

Aim to die broke. Give to your beneficiaries before you die; it's more fun and useful. Spend it all. Your last check should go to the funeral home and it should bounce.

The chief prevention against getting old is to remain astonished.