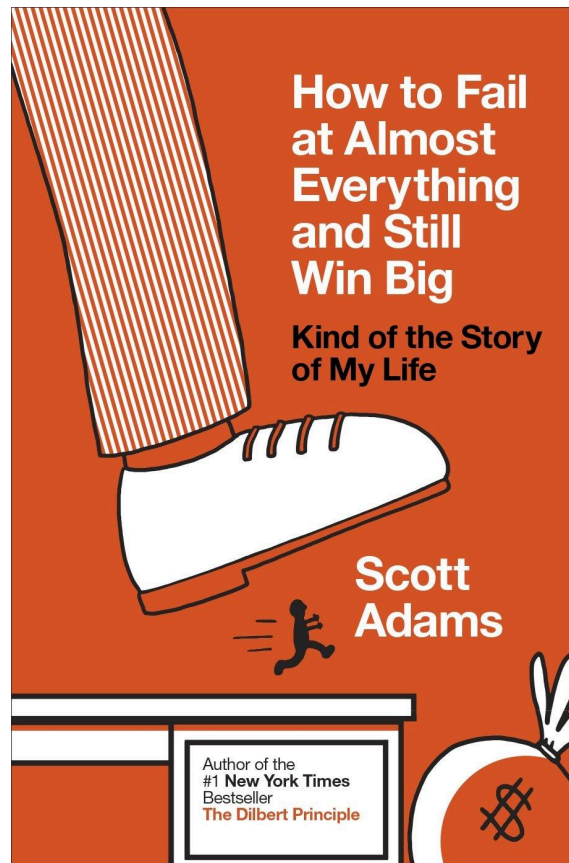


“Warren and I do more reading and thinking and less doing than most people in business. We both insist on a lot of time being available almost every day to just sit and think. That is very uncommon in business. We read and think. The game is to keep learning.” - Charlie Munger

Every Sunday, I share insights from a book I read. Reading allows me to think and learn. I am hoping that these summaries help you to learn what I learnt but in a much shorter time frame.



This week's insights come from the book [How to Fail at Almost Everything and Still Win Big](#). This is Part-2.

8 MORE INSIGHTS

10 HABITS OF HIGHLY SUCCESSFUL PEOPLE

Be proactive.

Begin with the end in mind. (Imagine a good outcome.)

Put first things first. (Set priorities.)

Think win-win. (Don't be greedy.)

Seek first to understand then be understood.

Synergize. (Use teamwork.)

Sharpen the saw. (Keep learning.)

Lack of fear of embarrassment

Education (the right kind) - Generally speaking, the people who have the right kind of education have almost no risk of unemployment.

Exercise - Good health is a baseline requirement for success. But I'm not talking about the obvious fact that sick people can't get much done.

AFFIRMATIONS HAVE UNEXPLAINABLE POWERS

Affirmations are simply the practice of repeating to yourself what you want to achieve while imagining the outcome you want.

You can write it, speak it, or just think it in sentence form.

Affirmations are useful and I have no idea why.

Another possible reason that affirmations appear to work is that optimists tend to notice opportunities that pessimists miss. Optimists notice more opportunities, have more energy because of their imagined future successes, and take more risks. Optimists make themselves an easy target for luck to find them.

I think a deep and consistent focus on what you want is all that is required. But that's just my gut feeling.

Affirmations look a lot like focusing on goals. But I would argue that doing affirmations is a system that helps you focus, boosts your optimism and energy, and perhaps validates the talent and drive that your subconscious always knew you had.

So what do I believe about affirmations? I believe I tried affirmations on a number of occasions and the results that I remember—or think I remember—appear to be borderline miraculous. To me, affirmations are an ongoing mystery.

THINK OF THE WORLD AS A SLOT MACHINE

I find it helpful to see the world as a slot machine that doesn't ask you to put money in. All it asks is your time, focus, and energy to pull the handle over and over. A normal slot machine that requires money will bankrupt any player in the long run. But the machine that has rare yet

certain payoffs, and asks for no money up front, is a guaranteed winner if you have what it takes to keep yanking until you get lucky. In that environment, you can fail 99 percent of the time, while knowing success is guaranteed. All you need to do is stay in the game long enough.

WHO YOU HANG OUT WITH CAN MAKE ALL THE DIFFERENCE

There are probably dozens of ways we absorb energy, inspiration, skills, and character traits from those around us. Sometimes we learn by example. Sometimes success appears more approachable and ordinary because we see normal people achieve it, and perhaps that encourages us to pursue schemes with higher payoffs. Sometimes the people around us give us information we need, or encouragement, or contacts, or even useful criticism. We can't always know the mechanism by which others change our future actions, but it's pretty clear it happens, and it's important.

I can easily see that where you live might influence the energy you put into your career. If you live near optimistic winners, those qualities are sure to rub off to some extent.

To change yourself, part of the solution might involve spending more time with the people who represent the change you seek.

HOW TO BE HAPPY

My definition of happiness is that it's a feeling you get when your body chemistry is producing pleasant sensations in your mind. That definition is compatible with the science of happiness.

For starters, the single biggest trick for manipulating your happiness chemistry is being able to do what you want, when you want. A person with a flexible schedule and average resources will be happier than a rich person who has everything except a flexible schedule. Step one in your search for happiness is to continually work toward having control of your schedule.

Happiness has more to do with where you're heading than where you are. The directional nature of happiness is one reason it's a good idea to have a sport or hobby that leaves you plenty of room to improve every year. Tennis and golf are two perfect examples. With either sport, an average player can continue improving well past the age of sixty. Slow and steady improvement at anything makes you feel that you are on the right track. The feeling of progress stimulates your body to create the chemicals that make you feel happy. If you are lucky enough to have career options, and only one of them affords a path of continual improvement, choose that one, all else being equal.

The next element of happiness you need to master is imagination. I wrote about this in the context of raising your energy, which is closely related to happiness, but it bears repeating in this chapter. Pessimism is often a failure of imagination. If you can imagine the future being brighter, it lifts your energy and goeses the chemistry in your body that produces a sensation of happiness. If you can't even imagine an improved future, you won't be happy no matter how well your life is going right now. Simply imagining a better future hacks your brain chemistry and

provides you with the sensation of happiness today. Don't let reality control your imagination. Let your imagination be the user interface to steer your reality.

I'm here to tell you that the primary culprit in your bad moods is a deficit in one of the big five: flexible schedule, imagination, sleep, diet, and exercise.

Based on a lifetime of observation, my best estimate is that 80 percent of your mood is based on how your body feels and only 20 percent is based on your genes and your circumstances, particularly your health. When you're fit, happy, and full of energy, people are far more likely to have sex with you, be your friend, and hire you, sometimes all in the same day.

Unhappiness that is caused by too much success is a high-class problem. That's the sort of unhappiness people work all of their lives to get. If you find yourself there, and I hope you do, you'll find your attention naturally turning outward. You'll seek happiness through service to others. I promise it will feel wonderful.

Recapping the happiness formula: Eat right. Exercise. Get enough sleep. Imagine an incredible future (even if you don't believe it). Work toward a flexible schedule. Do things you can steadily improve at. Help others (if you've already helped yourself). Reduce daily decisions to routine.

The starting point for good health is diet. Once you get your diet right, your energy level will increase and you'll find yourself more in the mood for exercise.

If you get your health in order, success will come more easily. And if you get success without good health, you won't enjoy it.

THE CASE FOR DRINKING COFFEE

If you don't drink coffee, you should think about two to four cups a day. It can make you more alert, happier, and more productive. It might even make you live longer.

Coffee literally makes me enjoy work. No willpower needed.

Coffee also allows you to manage your energy levels so you have the most when you need it. My experience is that coffee drinkers have higher highs and lower lows, energywise, than non-coffee drinkers, but that trade-off works.

THE EATING RECOMMENDATIONS

Pay attention to your energy level after eating certain foods. Find your pattern. Remove unhealthy, energy-draining food from your home. Stock up on convenient healthy food (e.g., apples, nuts, bananas) and let laziness be your copilot in eating right. Stop eating foods that create feelings of addiction: white rice, white potatoes, desserts, white bread, fried foods. Eat as much healthy food as you want, whenever you want. Get enough sleep, because tiredness creates the illusion of hunger. If your hunger is caused by tiredness, try healthy foods with fat, such as nuts, avocados, protein bars, and cheese, to suppress the hungry feeling. If you're

eating for social reasons only, choose the healthiest options with low calories. Learn how to season your healthy-yet-bland foods.

THE EXERCISE RECOMMENDATIONS

The right amount of exercise today is whatever amount makes me look forward to being active tomorrow. What you want is for your daily exercise to give you a reward every time. Light exercise does just that; it reduces your stress and boosts your energy. Over time, as you become fitter, you will naturally increase your exercise level, but by then your body will be equipped to handle it. Exercise becomes a habit when you do it every day without fail. Taking rest days between exercise days breaks up the pattern that creates habits.

A big part of my exercise motivation is coffee. Coffee boosts athletic performance,¹ but more important, it makes you willing to put in the effort.

Happiness starts with health. Reading is a form of mental health. Food is a form of physical health. Consider trying [Happy Ratio](#). I have been consuming it everyday since 2013. If you want to look better by being healthier, thinner and stronger and want it all without compromising on taste then look no further.



Harsh Batra
Founder

10 HEALTH PRODUCTS IN 1



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