

## **The Power of One - One degree more**

At 99° water is hot. At 100° it boils. Boiling water produces steam. Steam can power an engine. A matter of 1°.

- \* In 2008, in the Men's 800-meter race, the difference between the Olympic Gold medal and no medal was 0.29 seconds. (Wilfred Bungei: Kenya: 1:44:65)
- \* In the Indy 500, 2008 the difference between the 1<sup>st</sup> and 2<sup>nd</sup> was 1.7 seconds. The difference in prize money was \$ 1,714,850.

### **Only 1° separates the 'good' from the "GREAT"**

Between growing up and growing old, there is a short window during which we can make a difference. Once that closes, then effectively our life is over, even if we remain alive. What differentiates the lion from the antelope? What differentiates normal light from laser? What differentiates the leaders from the rest? **Focus:** Focus is the art of ignoring fluff.

If you want to get what you never had. You must do what you never did. Results come from actions. Actions define us. It's our life. We are responsible for the results!! Not anyone else. Not society, not parents, not government, not the weather, not the economy. All are circumstances, conditions, like the wind for a sailor. Good sailors use the winds to their advantage. Bad sailors complain about the wind until they sink. That is why they say, "There are no favorable winds. Only good sailors." You are now aware. And you have a target. Your target is 1° >. **Just 1° more.**

## **On the path to success: 5 – Realities that we must face**

### **1. We become what we think**

Your mind is like a fertile field. It doesn't care what you plant in it. But it will return to you whatever you put in it.

### **2. Attitude**

Present circumstances do not decide if you will succeed or fail. They only decide where you need to start. You can spend your life trying to achieve or you can spend your life complaining. The results will not be the same.

### **3. Faith**

“When you come to the end of the light of all that you know and are about to step off into the darkness of the unknown, faith is knowing that one of two things will happen. There will be something firm to stand on or you will be taught how to fly.” ~ Barbara Winters (Sura Talaq: 2 & 3)

### **4. Goal**

It is the nature of the extraordinary goal to inspire extraordinary effort. Nobody rises to low expectations. People rise to high expectations. Set a goal that scares the daylights out of you and then proceed to create a plan to achieve it. Forget others and their approval. It is your life. Live it.

### **5. Perseverance**

For success is nothing more than this; To rise every time you fall. Everyone falls. It is not the fall but what you do thereafter which makes the difference. To fall is human. To stay down is a decision. Every decision has a price.

It's not important who you want to be. What is important is, who wants to be You? My gift to you in my motto in life: "I will not allow, what is not in my control to prevent me from doing, what is in my control."

### Goal Setting is the key to superior performance

The principal difference between those who stand out and those who don't, is simply whether they have structured goals or not. I want you to recall the two questions I asked you to reflect on, last Friday.

1. What do you want to achieve in your life?
2. What will you have to give up to get what you want?

I remind you and myself that we are free to choose but every choice has a price tag. We can have anything we want in life if we are prepared to pay its price. It is very much like going into say, TJ Max, Marshalls or any store.

You may not have thought about it in this way, but you will be faced with two things: **Choices** and **Options**. How many choices will you have? As many as the items in the store. Hundreds, maybe thousands of choices. But how many options do you have? As many as you can buy. If you don't get what you want, it is not because it wasn't there, but because you didn't pay for it. If you want it and it is still there, you can still get it. Just pay the price.

That is exactly how it is in life, careers, marriage, wealth creation, you-name-it. The choices that a person has are endless. But we only get what we pay for. Not more or less. Nothing is free. Absolutely nothing. Everything has a price and if you pay it, you will get it. It is as simple as that.

If you walk out of this place and ask the first person you meet, “Do you want to be successful in life?” what do you think he will say? Ask the second and third and tenth and hundredth. Same answer. But ask yourself if the world is full of successful people. Ask why not? It is not because they don’t want success. It is because they have not defined the price of their success. If you want a Rolls Royce but go to the RR dealer with the price of a Hyundai, he will sit you before a big screen monitor and give you the mouse and say to you, “Thank you for the money Sir, just roll the mouse over that picture of the Rolls and you can drool until all the tissue is done.” That is what you get from us for the money you paid us just now. If you are serious about owning a RR, then you must shell out a bit more than that. A lot more than that. That’s how it is in life. You get what you pay for. Give up something to get something. Those are the questions I asked you to reflect on last week.

The problem with most people, is that they don’t differentiate between ‘Choices’ and ‘Options’. They spend their lives dreaming about choices without thinking about how to increase their options. Without options, choices are like clouds in the sky. So, who is a wealthy person? The one who has more things or more options?

That is why someone whose wealth is in land, has fewer options than someone who has the exact same wealth in gold or negotiable instruments. So, though they have the same net worth in terms of financial standing, one is more agile and therefore more 'wealthy' than the other. He can take advantage of new opportunities and enhance his wealth, while the other one who has land, but can't liquidate his holdings easily or get the best price, is stuck. It is not the amount of wealth but its nature, that counts. Wealth can be a burden or an asset. Your call.

The same story is with respect to our Aakhira. The choices are in our hands. Jannah is ours for the taking. What we want in it, we can decide. But to get it we must do something. Simply wanting is not good enough. We need to work to create our options. Allahﷻ called it a trade.

يَا أَيُّهَا الَّذِينَ آمَنُوا هَلْ أَدُلُّكُمْ عَلَىٰ تِجَارَةٍ تُنْجِيكُمْ مِنْ عَذَابِ أَلِيمٍ

*Saff 61: 10* O You who believe! Shall I guide you to a commerce that will save you from a painful torment.

In another place, Allahﷻ said that he gave Jannah to the Believers in exchange for their lives and wealth to be used in His service.

إِنَّ اللَّهَ اشْتَرَىٰ مِنَ الْمُؤْمِنِينَ أَنفُسَهُمْ وَأَمْوَالَهُمْ بِأَنَّ لَهُمُ الْجَنَّةَ

*Taubah 9: 111* Verily, Allah has purchased from the Believers, their lives and properties; as the price that theirs' shall be Jannah.

It is up to us to pay up and collect. Ask yourself if you are serious. There is a difference between doing something seriously as your life goal and doing it part-time like a hobby (Nafl). Expecting the same results from both is unreasonable.

As I mentioned earlier, the difference between those who stand out and leave a legacy and those who don't, is whether they have structured goals or not. Structure is the secret of efficiency. And documentation is proof of structure. What you document, you understand, can revisit to improve your understanding, and remains as your legacy after you have gone. What you don't document, is lost to you and to everyone else.

So also, the only thing equal and even for everyone is the number of hours. The differentiator that gives you competitive advantage is what you do in those hours. The most productive human being on earth, Rasoolullah ﷺ also had only 24 hours. So, does the least productive person, whoever it is. We are given the hours – not in our control. But what we want to do in them is completely in our control.

$1 \times 365 \text{ days} = 365 \text{ hours} \times 10 \text{ years} = 3650 \text{ hours (16 hours)} = 228 \text{ days.}$

Think of the value of that when you are dying. What would you pay for it?

On the Day of Judgement, what we did will be recalled, weighed and we will be rewarded. That is the question to reflect on. Every one of us in an author. Our books will be published on the DOJ. What we want to see in our book, is in our hands today. Think and write.