

Annual Reflection

7 POWERFUL QUESTIONS TO REFLECT ON 2023 AND MAKE YOURSELF UNSTOPPABLE IN 2024.

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1. You're Fired

The simple formula for success is to do more of what works and less of what doesn't.

The most successful people ruthlessly analyze what's working and what isn't.

Imagine you were fired as CEO of your life today and someone exceptional was brought in to take over. What do you think they would do differently? What would they see as getting in the way of success? What would they do more of?

2. Eliminate Ruthlessly

Do less but do better.

Most people attempt to do too many things. The problem is that too many priorities divide your attention, reduce the quality of your work, and stress you out. On top of that, none of them seem to get done.

Choosing the right thing to work on matters as much as the work you put in.

Write down your top ten objectives for 2024. Now circle the three to four that matter most to you.

Everything not circled should now be considered your 'avoid at all costs' list. That doesn't mean you don't care about them - you do. But all of these things distract you from what really matters. All the energy that goes into your 9th-objective comes at the expense of your top one.

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3. Passive Mode

The key to having the world do most of the work for you.

Isaac Newton's third law states that, without exception, "For every action, there is an equal and opposite reaction."

Newton's law is a powerful algorithm that can help you get what you want, simplify relationships, and improve your life.

Think about it: we often respond to actions with similar reactions. If someone doesn't help us, we don't go out of our way to help them in return; conversely, kindness often begets kindness.

To get this powerful force working for you, identify the areas in your life where you are passively waiting for someone to make the first move. It could be an apology, asking someone on a date, or waiting for someone to see your potential.

Stop waiting for life to give you what you think you deserve and go out and make it happen.

Reflect on where you might be passively waiting for others to act. What proactive steps can you take to initiate positive outcomes?

4. Avoid Weaknesses

Architect your life to avoid weaknesses.

The weakest part of Tiger Woods' golf game going into his first British Open was coming out of sand traps. The only problem was the British Open was played at St. Andrews, which is renowned for its bunkers.

In the practice rounds, the press noticed he wasn't working on his bunker shots, rather he was focused on his drives and low irons. When questioned, he explained his strategy was to avoid bunkers altogether, a plan he successfully executed by not landing in any bunkers during the tournament.

The lesson is to identify your weaknesses and architect your life to avoid them to the extent possible.

Charlie Munger, whom I greatly admire, understood this principle. As his friend Chris Davis noted, Munger's directness wouldn't have been beneficial in managing a large team. Consequently, he structured his life to prevent these personality traits from becoming setbacks.

We all have strengths and weaknesses. By identifying and minimizing our weaker areas, we demonstrate self-acceptance and resilience.

Consider areas like investing (where index funds might be more effective), managing people, cooking, or hiring practices, and think about strategies to address these challenges.

5. Avoid Toxic People

Eliminate toxic people from your life.

The most successful people carefully curate what and who they let into their lives. These are 'lead dominoes' that start a chain reaction.

The behaviors of those you frequently associate with often become your own. What you read and who you follow on social media eventually shape your future thoughts.

Take some time to do an inventory of the people you spend the most time with in person and online (the people you follow on social media).

Which friends energize you positively? Which ones have a negative impact on your energy? Who makes you feel guilty for missing events or choosing differently? Who is passive aggressive? Who consistently pulls you into their drama? Who calls you to check in? Whose default behavior is something you want to avoid?

Who on social media tends to be negative? Who often expresses opinions on everything? Who inspires you and provides new ideas? Who are the experts in their fields?

6. Film Crew

Emulate the actions of people who achieve success.

If there were a film crew following you around all day documenting your success, you'd do all the things someone successful would do.

Adopting the mindset of someone who achieves success can be a powerful way for you to see where you are doing the things that lead to accomplishing your objectives and where you are doing things that get in the way.

For example, you wouldn't be endlessly scrolling social media if someone was recording you documenting your success.

Consider what actions you would want a film crew to document and which ones you would prefer they not see?

7. Easy Mode / Hard Mode

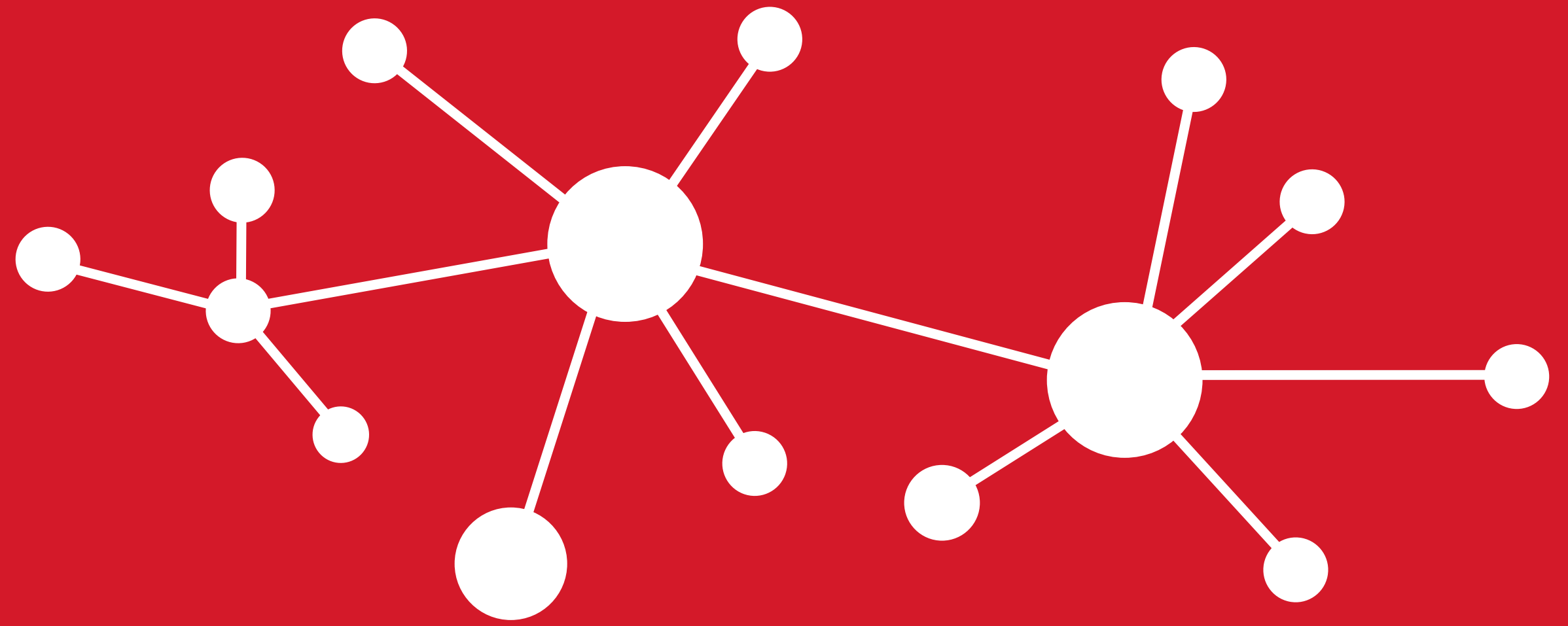
In the real world there are no points for difficulty.

One reason the best in the world seem to consistently get better results than others is they are almost always playing on easy mode while the rest of us play on hard mode.

At the start of grade seven, my son came home and handed me a test with a bad grade. He shrugged his shoulders and said, “I did my best” and walked away. He meant he did his best during the test. What he didn’t realize is that he took the test on hard mode. He didn’t do the things within his control before the test that would have put things on easy mode. Things like studying, going to bed on time, eating a healthy breakfast. Easy mode doesn’t guarantee victory, but it makes winning more achievable.

Are you playing on easy mode or hard mode? What can you do to put things on an easier setting? Go back to basics. What’s one thing you can do today that will make tomorrow easier? What can you do this year that will leave you in a better position for next year?

Ideas: Investing in your relationships with your partner so a spark doesn’t start a fire; getting enough sleep; eating healthy; preparing for the next promotions/tests; exercising; saving money, etc.



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