

# 9 Things The 1%

# Do Differently

*(and how to start doing them)*



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# 1.

## **They Make Decisions Quickly**

- They understand that speed beats perfection in most scenarios
- They trust their judgment rather than endless analysis

### **How to start doing this:**

- Implement the 60/60/60 rule: 60 seconds to consider, 60% certainty to decide, 60 minutes to act

# 2.

## **They Invest in Recovery**

- They treat rest as a strategic advantage, not a luxury
- They recognize that sustained performance requires deliberate renewal

### **How to start doing this:**

- Schedule recovery blocks in your calendar with the same priority as your most important meetings

# 3.

## **They Build Systems, Not Goals**

- They focus on processes that generate results automatically
- They understand that consistency beats intensity over time

### **How to start doing this:**

- For your biggest goal, identify the daily system that makes success inevitable

# 4.

## They Leverage Other People's Time

- They recognize when delegation creates more value than personal execution
- They focus only on tasks that utilize their highest skills

### How to start doing this:

- Create a "delegation inventory" identifying everything you do that someone else could do 80% as well

# 5.

## **They Make Asymmetric Bets**

- They seek opportunities with limited downside but unlimited upside
- They recognize that most success comes from a few key decisions

### **How to start doing this:**

- Evaluate your current projects: which ones could 10x your results if successful?

# 6.

## **They Create Before They Consume**

- They produce in the morning before reacting to others' demands
- They protect their creative energy from distraction

### **How to start doing this:**

- Establish a 90-minute "creation block" at the beginning of each day before opening email or messages

# 7.

## **They Manage Perception Deliberately**

- They understand that how work is perceived often matters more than the work itself
- They strategically communicate their value rather than hoping it gets noticed

### **How to start doing this:**

- Create a monthly "value delivered" email for key stakeholders highlighting your most important contributions

# 8.

## **They Focus on Leading Indicators**

- They track inputs and behaviors rather than just outcomes
- They know that managing daily actions creates long-term results

### **How to start doing this:**

- Identify the 3 daily metrics that predict your success and track them religiously

# 9.

## **They Embrace Productive Discomfort**

- They deliberately seek situations that stretch their capabilities
- They view discomfort as a signal of growth, not something to avoid

### **How to start doing this:**

- Weekly, volunteer for one task slightly beyond your current skill level



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