MINDSET & SUCCESS

The Day That Turns Your Life Around

by Jim Rohn

One day can change everything - the day disgust, decision, desire, and resolve all hit you at once.

BEST POINTS FROM THE BOOK

01 **Disgust says: I've had it. Enough is enough.**

A negative emotion that does positive work. Disgust is the point of no return - Rohn felt it at 25, broke, after lying to a Girl Scout because he didn't have two dollars for her cookies.

02 **Don't camp at the fork in the road. Decide.**

Deciding feels like an inner civil war - knots in your stomach, cold sweats at night. But a wrong decision beats none at all, and once you've decided, getting on with it is usually easier than deciding.

03 **Clean up your list of unmade decisions.**

Sit down in the next few days and decide the things you've been putting off. Rohn says a cleaned-up list of decisions could furnish enough inspiration for the next five to ten years.

04 **Desire comes from inside, but it waits for a trigger - so welcome every experience.**

A book, a song, a sermon, a seminar, or a friend who finally levels with you can light the fire. The wall that keeps out disappointment also keeps out happiness - let life touch you.

05 **Resolve means promising yourself you will never give up.**

A Foster City schoolgirl gave Rohn that definition, and its magic word is 'until': read until, practice until, pay the price until you learn, change, grow, and become. Resolve says, 'I will - I'll do it or die.'

06 **Knowledge fueled by emotion equals action.**

Knowing what to do changes nothing by itself. The turnaround day is when feeling charges what you already know - and you finally move on it.

07 **Affirmation without discipline is the beginning of delusion.**

Emotion has to be cashed in as action. Say 'never again,' then back the words with a game plan and daily discipline - that is what turns a strong feeling into results.

08 **Ask four questions: Why? Why not? Why not you? Why not now?**

The talk's closing challenge: why not see how far you can go, how much you can earn, learn, and become? You have to stay here until you go - so why postpone your better future any longer?

THE BOOK, IN SHORT

The big idea: most lives do not change slowly and by accident. They change on one day - the day emotion peaks, the excuses run out, and a person finally acts. Rohn tells his own story: at 25 he was broke, and when a Girl Scout came to his door selling two-dollar cookies, he did not have the money - so he lied to her. That small shame became the day that turned his life around: 'I've had it with lying and being broke.'

Rohn names four emotions that make such a day. First, disgust - 'I have had it' - like the executive who once had to ask her husband for ten dollars, said 'enough is enough,' and never asked again. Second, decision: the inner civil war at the fork in the road. Don't camp there. Clean up your list of unmade decisions, and it could fuel the next five to ten years.

Third is desire: wanting change badly enough. Desire comes from inside, but it often waits for a trigger - a book, a sermon, a movie, or a friend who finally levels with you - so Rohn advises welcoming every experience instead of hiding behind walls; the same wall that keeps out disappointment keeps out happiness. Fourth is resolve: 'I will.' A schoolgirl defined it best - promising yourself you will never give up - and its magic word is 'until.'

But emotion alone is not the finish. Knowledge fueled by emotion equals action, and affirmation without discipline is the beginning of delusion - the words have to be backed with a plan and daily effort. Rohn closes with four questions to take home: Why? Why not? Why not you? And why not now?

DO THIS WEEK

This week, manufacture your turnaround day on paper. Write down the one situation you are disgusted with, in plain words. Then clean up a short list of decisions you have been avoiding and actually make them. Pick the first small action, do it within 24 hours, and say the resolve line out loud: 'I will do this until it is done.'

The Day That Turns Your Life Around by Jim Rohn, first released by Nightingale-Conant in 2003, built from his famous seminar talk. For anyone who already knows what to do but keeps not doing it - this is the spark.