MINDSET & SUCCESS

The Five Major Pieces to the Life Puzzle

by Jim Rohn

Five pieces make the whole picture of a life: philosophy, attitude, activity, results, and lifestyle.

BEST POINTS FROM THE BOOK

01 **Your philosophy is the set of the sail.**

The same winds of circumstance blow on everyone. Where you end up is decided not by the wind, but by how you think and respond - and when the wind changes, you reset the sail.

02 **Failure is a few errors in judgment repeated every day. Success is a few simple disciplines practiced every day.**

Consequences are delayed, never cancelled. An apple a day versus a candy bar a day looks like nothing - repeated for six years, it is the difference between disaster and a new life.

03 **You cannot erase bad information. You can only crowd it out with better information.**

Wrong conclusions come from wrong input gathered over years. Fix the input: review your own experience honestly, study other people's failures as warnings and their successes as models, and keep a journal.

04 **Attitude is how you feel about the past, the future, other people, and yourself.**

Use the past as a school, not a weapon. And no one controls your attitude unless you surrender it - other people only put it to the test.

05 **Design the future in your mind first, then borrow its excitement to power today.**

Everything is finished before it is started. See the finished future clearly and its inspiration pulls you forward - and when the promise is clear, the price gets easy.

06 **Guard your associations on purpose: disassociate, limit, or expand.**

Influence rarely shoves; it nudges a little each day until you are years off course. Cut off the worst influences, ration your time with the negative, and spend most of your time with the few people who produce most of the good in your life.

07 **Put your talents to work, or lose them.**

In the parable Rohn builds the chapter on, the servant who buried his one talent had it taken away and given to the man who traded his into ten. Life pays in proportion to what we deserve, not what we need.

08 **Your level of activity must equal your level of intent.**

Affirmations without discipline, Rohn warns, are the beginning of delusion. Everyone pays one of two pains: the pain of discipline, which weighs ounces, or the pain of regret, which weighs tons.

09 **Results do not respond to need. They respond to effort.**

The law of sowing and reaping: to reap in the fall, plant in the spring. And check results often - the goal is measurable progress in a reasonable amount of time, not a checkup once a decade.

10 **You attract what you have by the person you have become.**

Success is attracted, not pursued. To have more, first become more - work harder on yourself, because having more only magnifies what you already are.

11 **Lifestyle is not an amount. It is an art.**

Learn to be happy with what you have while you strive for what you want. Happiness is a study and a practice - as much a cause of success as a result of it - and wherever you are, be there.

12 **Develop a sense of urgency: today is yesterday's tomorrow.**

The book's closing warning. Comfort makes us deaf to the ticking clock, and an unused day at a time, everything that could have been slips away. Life's two-minute warning is already running.

THE BOOK, IN SHORT

Jim Rohn's short book - his third - reduces a well-built life to five fundamentals, arranged as a chain of cause and effect. Your personal philosophy establishes your attitude. Your attitude determines the quantity and quality of your activity. Your activity produces proportionate results, and your results provide the lifestyle you live. Most people curse the effect - the results and the lifestyle - while continuing to nourish the cause.

Philosophy, the first piece, is how you think: the set of the sail that decides where the same winds of circumstance take you. It is also where Rohn states his famous formulas - failure is a few errors in judgment repeated every day; success is a few simple disciplines practiced every day. Because bad conclusions come from bad information gathered over a lifetime, the fix is new and better input: honest review of your own experience, study of other people's failures and successes, wise counsel, and a journal.

Attitude is how you feel: about the past (a school, not a weapon), about the future (design it in your mind first and borrow its excitement), about other people (we cannot succeed by ourselves - and we

must guard our associations against influence that nudges us off course), and about yourself, since no one can control your attitude unless you surrender it. Activity then converts knowledge and feeling into results: Rohn opens the chapter with the Parable of the Talents, warns that affirmations without discipline are the beginning of delusion, and frames the choice as the pain of discipline, which weighs ounces, against the pain of regret, which weighs tons.

Results are the harvest, governed by the law of sowing and reaping - results do not respond to need, they respond to effort, so plant in the spring to reap in the fall, and check results often: measurable progress in a reasonable amount of time. The deepest measure is not what you have but what you have become, because we attract what we have by the person we have become. For things to change, we must change.

Lifestyle, the final piece, is not an amount but an art: doing ordinary things extraordinarily well, learning to be happy with what you have while striving for what you want, and being fully wherever you are. The conclusion adds the glue that holds the puzzle together - a sense of urgency. The comfort zone makes us deaf to the ticking clock, and today is yesterday's tomorrow.

DO THIS WEEK

Score yourself on the five pieces this week, 1 to 10 each: philosophy, attitude, activity, results, lifestyle. Pick your lowest piece and attach one small daily discipline to it - an apple instead of the candy bar, ten pages of a good book, one honest look at your numbers. Then do what the book's Results chapter demands: check your results again in 30 days and ask whether you are making measurable progress in a reasonable amount of time.

The Five Major Pieces to the Life Puzzle by Jim Rohn, first published 1991 by Jim Rohn International. Rohn's third book and the clearest map of his thinking - five pieces you can grade yourself on today.