

ONE THING

LEADERSHIP
wednesdays

I. ONE THING IS NOT A NEW CONCEPT.

1. KING DAVID UNDERSTOOD IT.

Psalm 27:4

⁴ One thing have I desired of the LORD, that will I seek after; That I may dwell in the house of the LORD all the days of my life, To behold the beauty of the LORD, and to inquire in his temple.

2. PAUL THE APOSTLE UNDERSTOOD IT.

Philippians 3:13-14

¹³ Brethren, I count not myself to have apprehended: but this one thing I do, forgetting those things which are behind, and reaching forth unto those things which are before, ¹⁴ I ⁿpress toward the mark for the prize of the high calling of God in Christ Jesus.

3. MARTHA EMBRACED IT.

Luke 10:38-42

³⁸ Now it came to pass, as they went, that he entered into a certain village: and a certain woman named Martha received him into her house. ³⁹ And she had a sister called Mary, which also sat at Jesus' feet, and heard his word. ⁴⁰ But Martha was cumbered about much serving, and came to him, and said, Lord, dost thou not care that my sister hath left me to serve alone? bid her therefore that she help me. ⁴¹ And Jesus answered and said unto her, Martha, Martha, thou art careful and troubled about many things: ⁴² But one thing is needful: and Mary hath chosen that good part, which shall not be taken away from her.

II. THE ONE THING MADE PRACTICAL.

1. THE FOCUSING QUESTION.

- a. "WHAT'S THE ONE THING YOU CAN DO SUCH THAT BY DOING IT EVERYTHING ELSE WILL BE EASIER OR UNNECESSARY?"
- b. WHAT IS YOUR DOMINO EFFECT?

BILL GATES EXAMPLE

- BILL'S ONE PASSION IN HIGH SCHOOL WAS COMPUTERS.



- THIS LED HIM TO DEVELOP **ONE** SKILL, COMPUTER PROGRAMMING.
- IN HIGH SCHOOL, HE GOT **ONE** JOB IN THE COMPUTER PROGRAMING FIELD.
- WHICH LED TO HIM EVENTUALLY STARTING **ONE** COMPANY - MICROSOFT.
- MICROSOFT FOCUSED ON **ONE** THING -- THE DEVELOPMENT AND SALE OF **BASIC** INTERPRETERS FOR THE **ALTAIR 8800**, WHICH EVENTUALLY MADE **BILL** THE **ONE** RICHEST MAN IN THE WORLD FOR **15** YEARS IN A ROW.
- AFTER **BILL** RETIRED FROM MICROSOFT, HE FORMED **ONE** FOUNDATION THAT FOCUSED ON **ONE** THING: TO TACKLE SOME OF THE WORLD'S "REALLY TOUGH PROBLEMS" LIKE HEALTH AND EDUCATION.
- THE MAJORITY OF THE FOUNDATION'S MONEY WENT TO **ONE** AREA, THEIR **GLOBAL HEALTH PROGRAM** -- WHICH HAD **ONE** GOAL: THE USE SCIENCE AND TECHNOLOGY TO SAVE LIVES IN POOR COUNTRIES... TO DO THIS, THEY SETTLED ON FIND A SOLUTION TO THE **ONE** MAJOR CAUSE OF DEATH -- INFECTIOUS DISEASE... THE **ONE** SOLUTION THEY CAME UP WITH WAS VACCINATION

2. USE THE **80/20** PRINCIPLE THEN GO **DEEPER**.

- a. THE **MINORITY** OF YOUR EFFORT LEADS TO THE **MAJORITY** OF YOUR RESULTS...

20% OF YOUR CUSTOMERS USUALLY ACCOUNT FOR **80%** OF YOUR PROFITS.

20% OF YOUR INVESTMENTS USUALLY ACCOUNT FOR **80%** OF YOUR RETURNS.

20% OF YOUR HABITS USUALLY RESULT IN **80%** OF YOUR SUCCESS

IT'S NOT NECESSARILY ABOUT THE EXACT NUMBERS (80%; 20%) AS MUCH AS IT'S ABOUT THE SIMPLE TRUTH BEHIND THEM, WHICH IS THIS: A SMALL PERCENTAGE OF WHAT YOU DO ACCOUNTS FOR A LARGE PERCENTAGE OF THE RESULTS YOU EXPERIENCE.

- b. OUR TO-DO-LIST MUST BECOME A SUCCESS LIST.
- c. THE MOST IMPORTANT THING MUST GET OUR UNDIVIDED ATTENTION.
 "...WHAT'S HAPPENING WHEN WE'RE ACTUALLY DOING TWO THINGS AT ONCE? IT'S SIMPLE. WE'VE SEPARATED THEM. OUR BRAIN HAS CHANNELS, AND AS A RESULT WE'RE ABLE TO PROCESS DIFFERENT KINDS OF DATA IN DIFFERENT PARTS OF OUR BRAIN. THIS IS WHY YOU CAN WALK AND TALK AT THE SAME TIME. THERE IS NO CHANNEL INTERFERENCE. BUT HERE'S THE CATCH: YOU'RE NOT REALLY FOCUSED ON



BOTH ACTIVITIES. ONE IS HAPPENING IN THE FOREGROUND AND THE OTHER IN THE BACKGROUND. YOU CAN DO TWO THINGS AT ONCE, BUT YOU CAN'T FOCUS EFFECTIVELY ON TWO THINGS AT ONCE. WE'RE RIGHT WHEN WE SAY SOMETHING IS "FRONT AND CENTER" OR "TOP OF MIND," BECAUSE THAT'S WHERE FOCUS OCCURS--IN THE PREFRONTAL CORTEX. WHEN YOU FOCUS, IT'S LIKE SHINING A SPOTLIGHT ON WHAT MATTERS. YOU CAN ACTUALLY GIVE ATTENTION TO TWO THINGS, BUT THAT IS WHAT'S CALLED "DIVIDED ATTENTION." AND MAKE NO MISTAKE. TAKE ON TWO THINGS AND YOUR ATTENTION GETS DIVIDED. TAKE ON A THIRD AND SOMETHING GETS DROPPED.

3. USE SMALL DOSES OF DISCIPLINE LONG ENOUGH TO DEVELOP HABITS.
 - a. "SUCCESS IS ACTUALLY A SHORT RACE -- A SPRINT FUELED BY DISCIPLINE JUST LONG ENOUGH FOR HABIT TO KICK IN AND TAKE OVER.
 - b. ACCORDING TO RESEARCH, IT TAKES, ON AVERAGE, 66 DAYS TO DEVELOP A DISCIPLINE INTO A HABIT. THIS NUMBER MIGHT VARY FOR YOU DEPENDING ON YOUR SITUATION, BUT REMEMBER THAT IT'S NOT SOMETHING THAT YOU CAN DO OVER-NIGHT.

III. HOW IT WORKS.

1. ANALYZING THE QUESTION.

- a. WHAT'S THE ONE THING I CAN DO... THIS FIRST PART OF THE FOCUSING QUESTION IS ABOUT TAKING ACTION... IT'S NOT THE ONE THING YOU "SHOULD DO", OR "COULD DO", OR "WOULD DO" -- BUT THE ONE THING YOU CAN DO. THE WORD "CAN" IMPLIES ACTION, AS OPPOSED TO OTHERS, WHICH IMPLY INTENTION.
- b. SUCH THAT BY DOING IT... THIS PART OF THE QUESTION LETS YOU KNOW YOU'RE ABOUT TO GET SPECIFIC. IT MEANS THAT YOU'RE ABOUT TO TAKE ACTION ON SOMETHING THAT ACTUALLY HAS A PURPOSE.
- c. EVERYTHING ELSE WILL BE EASIER OR UNNECESSARY? THIS FINAL PART OF THE FOCUSING QUESTION IS ABOUT LEVERAGE. IT SAYS THAT WHEN YOU DO THIS ONE THING, EVERYTHING ELSE YOU COULD DO TO ACCOMPLISH YOUR GOAL WILL NOW BE EITHER DOABLE WITH LESS EFFORT OR NO LONGER EVEN NECESSARY.

For example: hiring an assistant to handle your calls and emails is a levered action that frees up the time you used to put into calls and emails, thus making it easier for you to focus on growing your business.

2. GOAL SETTING.

WHAT'S THE ONE THING I WANT TO DO SOMEDAY?



FIVE-YEAR GOAL: BASED ON MY SOMEDAY GOAL, WHAT'S THE ONE THING I CAN DO IN THE NEXT 5 YEARS?

ONE-YEAR GOAL: BASED ON MY FIVE-YEAR GOAL, WHAT'S THE ONE THING I CAN DO IN THIS YEAR?

MONTHLY GOAL: BASED ON MY ONE-YEAR GOAL, WHAT'S THE ONE THING I CAN DO THIS MONTH?

WEEKLY GOAL: BASED ON MY MONTHLY GOAL, WHAT'S THE ONE THING I CAN DO THIS WEEK?

DAILY GOAL: BASED ON MY WEEKLY GOAL, WHAT'S THE ONE THING I CAN DO TODAY? **RIGHT NOW:** BASED ON MY DAILY GOAL, WHAT'S THE ONE THING I CAN DO RIGHT NOW?

3. BLOCK **TIME** AND **RESERVE** BEST TIME FOR YOUR ONE THING.

IV. AVOID THE 4 THEIVES OF PRODUCTIVITY.

1. THE INABILITY TO SAY NO.

WE MUST AVOID SAYING YES TO MOST THINGS UNLESS THEY'RE CONNECT TO OUR ONE THING.

2. FEAR OF **CHAOS**.

MESSES OCCUR. **WIVES (AND HUSBANDS) GET ANGRY. THESE THINGS HAPPEN. BUT IT DOESN'T MEAN YOU SHOULD GIVE UP ON YOUR ONE THING. CHAOS IS NATURAL. IN FACT, THE MORE YOU FOCUS ON YOUR ONE THING, THE MORE OF IT YOU MIGHT GET. THAT'S OKAY. PROTECT YOUR PRECIOUS TIME BLOCKS AND REMAIN PRODUCTIVE. IN TIME, YOU'LL LEARN TO DEAL WITH THE CHAOS IN YOUR OWN UNIQUE WAY. BUT DON'T LET CHAOS CONTROL YOU.**

3. POOR HEALTH HABITS.

- a. PRAY AND READ THE WORD.
- b. EXERCISE AND EAT RIGHT AND GET ENOUGH SLEEP.
- c. SPEND TIME WITH FRIENDS AND FAMILY FOR EMOTIONAL ENERGY.
- d. SET GOALS, PLAN, AND CALENDAR FOR MENTAL ENERGY.
- e. TIME BLOCK YOUR ONE THING FOR BUSINESS ENERGY.

4. **UNPRODUCTIVE** ENVIRONMENTS.

- a. ALERT OTHER OF WHAT YOU ARE DOING.
- b. PUT UP A SIGN.
- c. GET RID OF ALL DISTRACTIONS.

V. LIVING WITHOUT REGRET.

THE TOP FIVE REGRETS OF THE DYING

"I WISH THAT I'D LET MYSELF BE HAPPIER"



"I WISH I'D STAYED IN TOUCH WITH MY FRIENDS"
"I WISH I'D HAD THE COURAGE TO EXPRESS MY FEELINGS"
"I WISH I HADN'T WORKED SO HARD"
"I WISH I'D HAD THE COURAGE TO LIVE A LIFE TRUE TO MYSELF, NOT THE LIFE
OTHERS EXPECTED OF ME."

