



BOOK NOTES

What to Make of a Life

by Jim Collins

- Discover and Deploy your set of Encodings; Flip the arrow of Money; Focus your inner fire. Be in your Hedgehog.
- Cliffs (life events); Fog (emotional wandering); Simplex Stepping (iterative steps in the direction your heading - don't make major moves in the fog).
- NATALIE: Not all time in life is equal.
- The Curse of Confidence Doom Loop.
- You so often get to where you are going by stumbling, but you can only stumble if you're moving.
- Pay the 'stress and drudgery tax' while you're operating inside your hedgehog.
- Luck (good or bad) is something that happens to you, largely out of your control. Return on luck is what you make of your luck.
- Legacy is the a residual side artifact of living to the responsibilities you have chosen.
- Leadership is the art of getting people to want to do what must be done. You must have the ability to **see** what must be done; ability to get other people to **want** to do it; this is not science, it is **art**. Everyone has different encodings.

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