


STEP SIX!

RAISE THE QUALITY OF YOUR

EFFORT



THE DICTIONARY SAYS
EFFORT MEANS "THE
AMOUNT OF EXERTION
EXTENDED FOR A SPECIFIC
PURPOSE."

YOUR QUALITY OF EFFORT DETERMINES YOUR VALUE

Most people don't realize how important this step is. There are two types of effort -- general effort and specific effort. Both determine your value, but they do so in different ways. General effort means working hard to get better at something ... in general. ("I want to be a better basketball player, so I'll go to practice and do what the coach tells me,") Specific effort, my favorite kind, means not just getting better, but getting better at a particular, closely defined skill or activity **THAT YOU HAVE CHOSEN** because it connects to your own goal. So, at the age of eleven, I shifted from **GENERALLY** knowing that I wanted to develop my skills on the basketball court, to **SPECIFICALLY** knowing that I had to a) make 500 shots and b) dribble with my left and right hand with my head up, 200 times for each hand, before I left practice. That wasn't what the coach wanted. It was what *I* wanted. I didn't just want to get better for the sake of getting better, or to make the coach happy. I wanted to get better at specific activities that I knew I could measure .. and that I knew would move me forward on my life goal!

If your effort is not specific, and not connected to what YOU want, then it is not yet high quality effort.