

# CHAPTER 11: EXECUTION

“Take a look at life and see for yourself that the world only moves for you when you act...”

Are you „on the court“ as far as your own life is concerned? Are you executing actions to deliver on your promises?

Most people I interact with regularly keep saying things like „I have wanted to go to the gymnasium for so many months now but just cannot get myself to“ or „I have been planning to start my business but am waiting for the right opportunity.

„Being on the court“ means making and fulfilling promises and not wondering what people around you are saying. Listening to too many other assessments (including the internal chatter of your mind) can shake your conviction and take you off your course. Then there are other people who do get on to the court, but seek approval, assurance and views from the „people in the stands“. It is fine to seek others“ views, and that actually is a great idea. However, the views that are important are that of your coach, teammates, captain (read „manager“) and so on.

Certainly not of the „people in the stands“. (*And if you do not have a coach yet, seriously consider getting one.*)

„Being on the court“ means being the cause in the matter. Remember, it is actions you take that lead to your performance. History is evidence of the fact that no one has ever won the game by being in the stands.

The problem for a lot of people is not that they do not know what to do; the problem is that they simply do not do it.

According to Werner Erhard, “It is important that you get clear for yourself that your only access to impacting life is action. The world does not care what you intend, how committed you are, how you feel or what you think, and certainly it has no interest in what you want and don’t want. Take a look at life and see for yourself that the world only moves for you when you act.”