

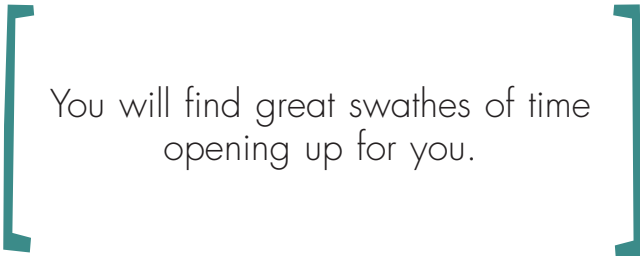
Maybe It's Time For a Change

All books have a “promise”. The promise of *The Power Of Doing Less* is pretty straightforward. If you read this book *and do the things that it says*, then:

- If you are a person who finds themselves stressed all the time with too much to do and never enough time to do it, then that situation will change dramatically for the better.
- If you are a person who leaves work late and feeling guilty because so many things still haven't been done (or, in fact, you're feeling guilty just because you're leaving), then you will find yourself getting out on time and not feeling any guilt whatsoever.
- If you find there are “never enough hours in the day”, you will find great swathes of time opening up for you.
- If you feel that life is passing you by and you are not getting to do the things you really want to do, then you will find a new focus on those things and not only that, but time available to do them.
- If you are the sort of person who takes on endless new projects eagerly because they excite you, and then subsequently feel irritated because you don't have time to finish them as comprehensively as you'd like, then you'll find time opening up and becoming available so that you can complete these things properly.

- If you are a person whose instinctive reaction, when somebody asks you to do something, is “How can I fit this in to an already overcrowded life?” you will become a person who asks, “Why should I invest my precious time in this?”

Just think about this for a few moments. *Feel* what that would be like. A new you at work, doing an outstanding job and still having a life. That life full of the richness that you’ve always wanted – the people, the ambitions and hopes and dreams that you have. Less stress – a feeling that you are controlling your time rather than being a slave to or victim of it.



You will find great swathes of time opening up for you.

You’d have more personal time – the rare and precious “me” time. You’d spend more time with the people that you love – children, husbands, wives, partners, loved ones. You’d get to be more creative in the things you do already – notably your

job. You'd have time to draw breath and think about what you do and ways you might do it better. You'd have more time to collaborate because you wouldn't be spending all your time just trying to keep your own head above water.

And then of course, there are all the new things you could do or take up. Get fit or get in shape again – if that's something you've let fall by the wayside. Learn a new skill – a foreign language, for instance, or a musical instrument or a new hobby. Or explore that long-held business idea that you've had. You could travel, if that was your thing. There's so much you could do with this time.

And you know, you might end up actually prolonging your life. Your stress levels would have gone way down and if you were taking care of your body again, then who knows what the knock-on effects of that could be?

All sounds pretty good, huh?

Of course, the key thing is that you've got to do what the book says. It isn't enough just to read it. That'd be some book, wouldn't it – if all you had to do was read it and these changes would magically occur in your life? No, the book isn't quite that good. But it's probably the next best thing. You don't have to do more things to make the book work for you. *In fact, you have to do less.*

I teach an online course in *The Power Of Doing Less* and recently, somebody was trying to make up their mind about whether or not to join the course. They asked me if I could give them “an estimate of the time that a delegate would spend doing the exercises and tests”?

My reply began like this: “I don’t mean this to sound weird, but the exercises mainly involve *not* doing things. Turning things down, declining things, basically working out what doesn’t need doing and focusing only on the things that really bring value.”

The Power Of Doing Less sets out to teach you a new skill and in the process, to change your behaviour. The skill is not complicated or difficult to understand – indeed, it’s blindingly simple. It’s not difficult to learn. But changing your behaviour is difficult – no question of that. And causing people to change their behaviour by stuff you’ve written in a book isn’t exactly a walk in the park either.

The key to this behaviour change is to try the little challenges that I give you to do in each chapter. When you get asked to do something, give it your best shot and then carry on. It’s as simple as that.

Finally, is this a “work” book or a “life” book? Good question. Exactly the question the publishers asked me when I first pitched it to them. *The Power Of Doing Less* assumes a basic view of the world where you have some kind of work you do and then that you also have a life outside work. Your work can be as an employee of any size organization, public or private sector; you can be self-employed; you can be full-time or part-time. But it’s also a life book in the sense that you could apply its ideas in your work or in your personal life – or both. It’s completely up to you.



“Life moves
pretty fast. If
you don't
stop and look
around once in
a while, you
could miss it.”

[– *Ferris Bueller's Day Off*, 1986]