



Art of War by Adrian Law

Transcription

1

00:00:00,000 --> 00:00:00,700

GOOD MORNING.

2

00:00:00,701 --> 00:00:02,900

I HOPE YOU'RE WELL AND HAD A GREAT WEEKEND.

3

00:00:02,910 --> 00:00:04,750

I'VE GOT THREE QUICK THINGS TODAY TO

4

00:00:04,751 --> 00:00:06,970

SHARE WITH YOU THAT ARE GONNA MAKE YOURS

5

00:00:06,980 --> 00:00:09,320

AND POTENTIALLY EVEN YOUR CLIENT'S LIVES

6

00:00:09,330 --> 00:00:11,237

A LITTLE BIT EASIER.

7

00:00:11,238 --> 00:00:12,439

BY "EASIER",

8

00:00:12,440 --> 00:00:14,630

I MEAN, LESS STRESS,

9

00:00:14,631 --> 00:00:17,020

LESS ANGST, MORE PRODUCTIVITY,

10

00:00:17,030 --> 00:00:18,940

JUST EASIER IN GENERAL.

11

00:00:18,950 --> 00:00:19,840

SOUND GOOD?

12

00:00:19,850 --> 00:00:20,190

OKAY, STAY TUNED.

13

00:00:28,440 --> 00:00:31,260

I'LL EXPLAIN WHY I CAME UP WITH THIS YESTERDAY.

14

00:00:31,270 --> 00:00:32,810

LET'S SAY AT HOME,

15

00:00:32,811 --> 00:00:34,550

BUT WE ACTUALLY HAD A WELL,

16

00:00:34,560 --> 00:00:36,000

LET'S NOT JUST SAY, WE DID.

17

00:00:36,010 --> 00:00:39,440

WE HAD A MAJOR ISSUE WITH THE PLUMBING,

18

00:00:39,450 --> 00:00:40,120

IF YOU LIKE.

19

00:00:40,121 --> 00:00:41,900

WITH OUR DRAINAGE SYSTEM IN OUR HOME.

20

00:00:41,910 --> 00:00:42,940

FOR EXAMPLE,

21

00:00:42,941 --> 00:00:44,350

IF I TOLD YOU WHAT WAS COMING OUT OF

22

00:00:44,351 --> 00:00:45,300

OUR KITCHEN SINK,

23

00:00:45,320 --> 00:00:47,700

THEN IT WOULD PUT YOU OFF YOUR BREAKFAST,

24

00:00:47,710 --> 00:00:49,770

SO I'M NOT GOING TO SHARE THAT.

25

00:00:49,780 --> 00:00:50,560

BUT BASICALLY,

26

00:00:50,561 --> 00:00:52,660

WE HAD TO PAY WEEKEND RATES TO GET THE

27

00:00:52,670 --> 00:00:54,690

DRAINAGE GUY PLUMBER TO COME OUT,

28

00:00:54,700 --> 00:00:56,428

AND HE THOUGHT IT WAS GONNA BE A QUICK JOB,

29

00:00:56,429 --> 00:00:57,830

OVER SIX HOURS LATER,

30

00:00:57,831 --> 00:01:00,600

HE'S THERE WITH A COLLEAGUE, STILL THERE,

31

00:01:00,610 --> 00:01:02,170

HAVING NOT FIXED THE PROBLEM.

32

00:01:02,180 --> 00:01:03,220

HOW COME?

33

00:01:03,230 --> 00:01:05,900

WELL, WHAT HE SHARED WITH US IS THAT

34

00:01:05,910 --> 00:01:07,240

TWO THINGS: FIRSTLY,

35

00:01:07,241 --> 00:01:08,780

WHEN THEY BUILT THE HOUSE,

36

00:01:09,010 --> 00:01:12,400

THE PLUMBING WASN'T BUILT FOR ANY FUTURE

37

00:01:12,410 --> 00:01:14,740

ISSUES. SO HE SAID THERE WAS A MAJOR LACK

38

00:01:14,750 --> 00:01:17,450

OF ACCESS POINTS TO BE ABLE TO ACCESS THE

39

00:01:17,451 --> 00:01:19,600

PIPES. THERE WAS A LOT OF SWEARING GOING

40

00:01:19,601 --> 00:01:20,490

ON FROM HIM,

41

00:01:20,500 --> 00:01:22,460

A LOT OF FRUSTRATION GOING ON,

42

00:01:22,560 --> 00:01:24,660

AND IT JUST WAS DIFFICULT.

43

00:01:24,670 --> 00:01:27,720

ENDED UP BEING TREE ROOTS IN OUR PIPES.

44

00:01:27,730 --> 00:01:31,100

BUT THERE'S NO OVERFLOW OUTLETS SO

45

00:01:31,101 --> 00:01:32,510

THAT'S GOT TO SORT OF BE PUT IN

46

00:01:32,511 --> 00:01:33,560

PLACE IF THERE'S MORE ISSUES.

47

00:01:33,561 --> 00:01:33,990

BUT ANYWAY,

48

00:01:33,991 --> 00:01:35,190

HOW DOES THAT AFFECT YOU?

49

00:01:35,460 --> 00:01:37,980

WELL, IMAGINE IF THEY BUILT THE HOUSE

50

00:01:37,990 --> 00:01:39,750

AND WHEN THE PLUMBING WAS DONE,

51

00:01:39,751 --> 00:01:43,090

THEY MADE IT EASY FOR ANYONE THAT NEEDED

52

00:01:43,091 --> 00:01:45,120

TO ACCESS THE PIPES IN THE FUTURE.

53

00:01:45,830 --> 00:01:46,700

SO FOR YOU,

54

00:01:46,710 --> 00:01:47,760

WHAT'S THREE THINGS?

55

00:01:47,761 --> 00:01:49,160

I WANT YOU TO ADD TO THIS AS WELL,

56

00:01:49,161 --> 00:01:50,430

TO GIVE YOU SOME EXAMPLES.

57

00:01:50,440 --> 00:01:51,800

THREE THINGS YOU CAN DO THAT CAN MAKE

58

00:01:51,801 --> 00:01:54,200

YOURS OR YOUR LIFE A LOT MORE EASIER,

59

00:01:54,201 --> 00:01:55,330

ESPECIALLY AT WORK.

60

00:01:55,340 --> 00:01:57,770

WELL, THE FIRST ONE QUITE A SIMPLE ONE

61

00:01:57,771 --> 00:01:59,130

THAT WE'VE TALKED ABOUT BEFORE.

62

00:01:59,140 --> 00:02:01,380

IMAGINE IF ON A REGULAR BASIS,

63

00:02:01,381 --> 00:02:02,980

LIKE DAILY WHEN YOU'RE AT WORK,

64

00:02:02,990 --> 00:02:04,340

BEFORE YOU LEAVE WORK,

65

00:02:04,350 --> 00:02:06,090

YOU WRITE A LIST OF THINGS THAT YOU

66

00:02:06,091 --> 00:02:08,810

NEED TO DO TOMORROW AND YOU PRIORITISE THAT

67

00:02:08,811 --> 00:02:09,460

LIST. REMEMBER,

68

00:02:09,470 --> 00:02:11,230

YOU HAVE YOUR "MUST DOS."

69

00:02:12,130 --> 00:02:13,000

HOW DOES THAT HELP YOU?

70

00:02:13,010 --> 00:02:14,930

WELL, YOU CAN GO HOME,

71

00:02:14,940 --> 00:02:16,650

HOPEFULLY LEAVING WORK AT WORK.

72

00:02:16,660 --> 00:02:18,080

WHEN YOU GET TO WORK TOMORROW,

73

00:02:18,081 --> 00:02:19,630

YOU ALREADY ORGANISED AND YOU CAN HIT

74

00:02:19,631 --> 00:02:20,530

THE GROUND RUNNING.

75

00:02:20,540 --> 00:02:21,550

SUPER EASY.

76

00:02:22,210 --> 00:02:24,830

EXAMPLE NUMBER TWO: IF YOU'RE LOOKING AFTER

77

00:02:24,831 --> 00:02:26,840

YOURSELF RIGHT NOW,

78

00:02:26,850 --> 00:02:28,080

MAJORLY IMPORTANT.

79

00:02:28,081 --> 00:02:29,630

I'M LOOKING AFTER MYSELF TO BE TO

80

00:02:29,631 --> 00:02:31,310

BE THERE FOR MY DAUGHTER AND OTHER THINGS.

81

00:02:31,320 --> 00:02:33,870

BUT SO YOU KNOW WHAT YOU EAT,

82

00:02:33,880 --> 00:02:35,550

WHAT TIME YOU SLEEP,

83

00:02:35,560 --> 00:02:35,960

YOU KNOW,

84

00:02:35,961 --> 00:02:37,580

NOT GOING OVERBOARD WHEN IT'S WORKING THE

85

00:02:37,581 --> 00:02:38,020

NEXT DAY,

86

00:02:38,021 --> 00:02:38,830

ALL THAT KIND OF STUFF.

87

00:02:38,840 --> 00:02:39,640

YOU KNOW THIS RIGHT?

88

00:02:39,650 --> 00:02:40,840

BUT IT'S BASIC STUFF,

89

00:02:40,850 --> 00:02:42,680

BUT IT ACTUALLY HELPS YOU,

90

00:02:42,690 --> 00:02:44,770

AND IT HELPS YOUR CLIENTS AS WELL,

91

00:02:44,771 --> 00:02:46,380

BECAUSE THE WAY YOU COMMUNICATE WITH THEM,

92

00:02:46,390 --> 00:02:47,730

YOU FOLLOW THROUGH WITH YOUR WORD AND

93

00:02:47,731 --> 00:02:48,660

ALL THAT KIND OF STUFF.

94

00:02:48,970 --> 00:02:51,890

AND THE THIRD EXAMPLE IS THAT WHEN YOU'VE

95

00:02:51,891 --> 00:02:53,380

GOT AN UNCOMFORTABLE CALL TO MAKE OR

96

00:02:53,381 --> 00:02:54,380

YOU THINK IT'S UNCOMFORTABLE,

97

00:02:54,381 --> 00:02:56,360

YOU MIGHT HAVE SOME BAD NEWS TO DELIVER.

98

00:02:56,370 --> 00:02:57,300

YOU MIGHT BE CALLING.

99

00:02:57,301 --> 00:02:58,490

SOMEBODY HAS BEEN WAITING FOR A CAR

100

00:02:58,491 --> 00:02:59,410

FOR A LONG TIME.

101

00:02:59,420 --> 00:03:00,990

IT'S VERY EASY TO PUT THAT OFF.

102

00:03:01,000 --> 00:03:02,640

DON'T. MAKE THE CALL NOW.

103

00:03:03,010 --> 00:03:04,260

IMAGINE AGAIN,

104

00:03:04,261 --> 00:03:06,510

MAKING IT EASIER FOR YOURSELF AND YOUR

105

00:03:06,511 --> 00:03:08,570

CLIENT. THE LONGER WE DELAY,

106

00:03:08,571 --> 00:03:10,170

THE LONGER WE PROCRASTINATE,

107

00:03:10,180 --> 00:03:12,010

WHEN WE PUT THIS STUFF OFF,

108

00:03:12,020 --> 00:03:13,500

DOES IT GET EASIER OR HARDER?

109

00:03:13,510 --> 00:03:17,400

IT GETS HARDER AND BY DELAYING THAT

110

00:03:17,410 --> 00:03:19,020

YOU'RE ACTUALLY NOT BEING PRODUCTIVE AT

111

00:03:19,021 --> 00:03:20,170

ALL BECAUSE YOU'RE PROBABLY NOT DOING

112

00:03:20,171 --> 00:03:21,980

OTHER WORK BECAUSE YOU'RE THINKING ABOUT

113

00:03:21,981 --> 00:03:22,380

THAT CALL.

114

00:03:22,395 --> 00:03:25,055

SO THAT'S MY THREE THINGS TO MAKE YOUR

115

00:03:25,056 --> 00:03:25,855

LIFE. AND OF COURSE,

116

00:03:25,856 --> 00:03:27,225

THAT AFFECTS YOUR CLIENT AS WELL,

117

00:03:27,235 --> 00:03:28,015

DOESN'T IT?

118

00:03:28,025 --> 00:03:29,805

EITHER IN A POSITIVE OR A NEGATIVE WAY,

119

00:03:29,815 --> 00:03:31,985

DEPENDING ON HOW QUICKLY YOU'VE MADE

120

00:03:31,986 --> 00:03:33,655

THAT CALL AND HOW YOU'VE GOT ABOUT IT.

121

00:03:33,665 --> 00:03:37,365

SO ADD TO THAT LET'S MAKE OUR LIVES EASIER

122

00:03:37,375 --> 00:03:38,615

IN THE FUTURE.

123

00:03:38,625 --> 00:03:40,895

DON'T BE LIKE THE PLUMBING HERE.

124

00:03:40,905 --> 00:03:42,455

OKAY? ALRIGHT.

125

00:03:42,456 --> 00:03:43,105

HAVE AN AWESOME DAY.

126

00:03:43,106 --> 00:03:44,485

I HAVE AN AWESOME WEEK REACH OUT

127

00:03:44,486 --> 00:03:46,595

TO ME. I'D LOVE TO HEAR FROM YOU IF

128

00:03:46,596 --> 00:03:47,285

I CAN HELP IN ANY WAY.

129

00:03:47,286 --> 00:03:47,845

JUST LET ME KNOW.

130

00:03:47,855 --> 00:03:48,735

OKAY. BYE FOR NOW.

131

00:03:48,745 --> 00:03:49,455

CHEERS.