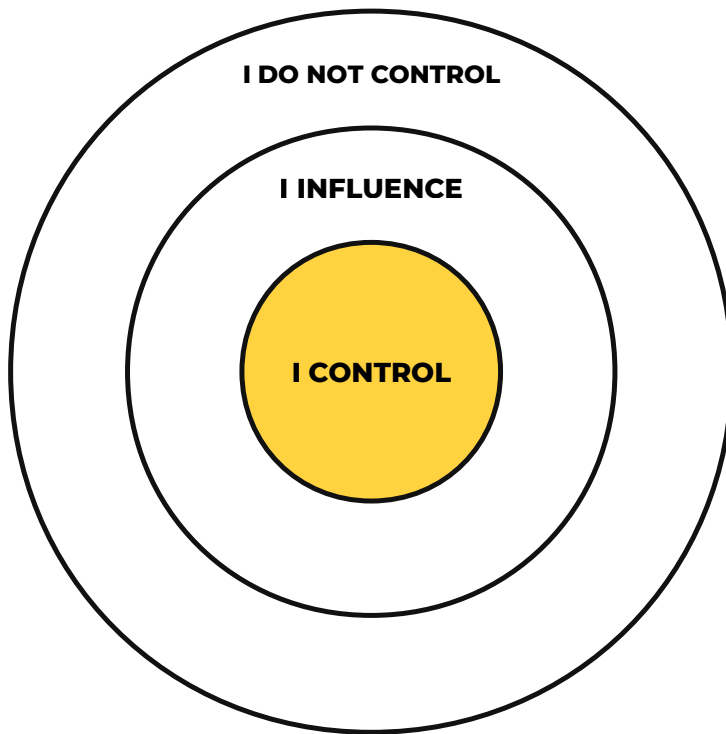


The Three Circles

Sort what is on your mind into three circles. Do the first fully. Work the second honestly. Hold the third loosely.



Inner: your effort, daily actions, attention, what you say yes and no to, how honest your records are.

Middle: whether a client says yes, how your boss sees your work, your reputation. You cannot command these, but your choices change the odds.

Outer: the economy, the weather, other people's decisions, timing.

I CONTROL

I INFLUENCE

I DO NOT CONTROL