



Confucius by Adrian Law

Transcription

1

00:00:00,000 --> 00:00:00,760

Good morning.

2

00:00:01,591 --> 00:00:02,810

I hope you had a great weekend.

3

00:00:02,811 --> 00:00:04,070

Okay, Confucius,

4

00:00:04,090 --> 00:00:05,210

smart dude.

5

00:00:05,220 --> 00:00:08,340

He said that a great man is hard on himself,

6

00:00:08,341 --> 00:00:11,060

and a small man is hard on others.

7

00:00:11,070 --> 00:00:13,630

and I'm sure if he was around today

8

00:00:13,631 --> 00:00:16,600

he would have gender equality.

9

00:00:16,610 --> 00:00:19,020

So, he would say a great woman is hard

10

00:00:19,021 --> 00:00:21,650

on herself, and a small woman is hard

11

00:00:21,651 --> 00:00:22,420

on others.

12

00:00:22,430 --> 00:00:23,610

So what does that mean?

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00:00:23,800 --> 00:00:25,070

Well to give you an example,

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00:00:25,071 --> 00:00:26,590

I just got back from another big competition

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00:00:26,591 --> 00:00:30,050

this weekend and I lost 3-2 in the semifinal

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00:00:30,060 --> 00:00:31,950

on the second from last ball.

17

00:00:31,960 --> 00:00:33,850

So, I'm really unlucky in a way,

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00:00:33,860 --> 00:00:34,920

but I'm okay with it.

19

00:00:34,930 --> 00:00:37,180

Why? Because I played really well.

20

00:00:37,760 --> 00:00:39,520

Now it's interesting if I play well

21

00:00:39,521 --> 00:00:40,240

and lose,

22

00:00:40,241 --> 00:00:41,260

I'm okay.

23

00:00:41,270 --> 00:00:43,940

But if I play poorly and even win,

24

00:00:43,950 --> 00:00:46,080

I don't like the feeling that I have.

25

00:00:46,090 --> 00:00:48,660

because I have high standards for myself.

26

00:00:48,670 --> 00:00:50,690

So, a great man is hard on himself,

27

00:00:50,691 --> 00:00:51,370

Remember?

28

00:00:51,380 --> 00:00:53,170

So, how about for you?

29

00:00:53,200 --> 00:00:54,690

Like in sales,

30

00:00:54,700 --> 00:00:57,450

are you giving 100% to each and every

31

00:00:57,451 --> 00:01:00,620

person? Are you being led in the process?

32

00:01:00,621 --> 00:01:02,810

Whether it's on the phone,

33

00:01:02,811 --> 00:01:03,670

for example,

34

00:01:03,680 --> 00:01:05,290

are you being led through the process or

35

00:01:05,291 --> 00:01:07,180

are you leading the process?

36

00:01:07,500 --> 00:01:10,320

Are you giving a 100%? Because if you give

37

00:01:10,370 --> 00:01:14,350

100% and you lose, in theory, that means

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00:01:14,351 --> 00:01:15,610

you don't get the sale.

39

00:01:15,620 --> 00:01:17,920

It's okay because that will turn.

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00:01:17,921 --> 00:01:18,890

You will get the results.

41

00:01:18,891 --> 00:01:20,010

It's just how it works.

42

00:01:20,020 --> 00:01:22,110

Whereas, if you're only giving you know

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00:01:22,111 --> 00:01:25,520

60-70% and not getting the results,

44

00:01:25,530 --> 00:01:26,940

That's the reason why.

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00:01:26,950 --> 00:01:29,200

So having high standards is being

46

00:01:29,210 --> 00:01:30,180

hard on yourself,

47

00:01:30,181 --> 00:01:30,690

isn't it?

48

00:01:30,700 --> 00:01:32,730

What would be another example of being

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00:01:32,740 --> 00:01:34,740

hard on yourself?

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00:01:34,750 --> 00:01:37,470

It's continually getting better,

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00:01:37,670 --> 00:01:39,310

not being satisfied.

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00:01:39,320 --> 00:01:40,040

You know,

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00:01:40,041 --> 00:01:41,410

it's an interesting one.

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00:01:41,411 --> 00:01:44,240

If you're never completely satisfied with

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00:01:44,241 --> 00:01:47,300

your performance, then you keep getting better.

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00:01:47,830 --> 00:01:50,600

It's just one of those special things

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00:01:50,601 --> 00:01:52,740

in life. So, please do that.

58

00:01:52,750 --> 00:01:54,800

And one of the point I'll make is

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00:01:54,810 --> 00:01:56,290

"How about with your health?"

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00:01:56,300 --> 00:01:58,400

Because you know I like a beer and a

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00:01:58,401 --> 00:02:00,340

wine as much as the next guy and girl.

62

00:02:00,350 --> 00:02:03,810

But I know, to do what I do,

63

00:02:03,811 --> 00:02:05,000

I need high energy.

64

00:02:05,010 --> 00:02:06,900

So to do what you do,

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00:02:06,901 --> 00:02:08,110

you need high energy.

66

00:02:08,120 --> 00:02:09,670

"What are you putting in your mouth?"

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00:02:09,671 --> 00:02:10,270

"What are you eating?"

68

00:02:10,271 --> 00:02:11,530

"What are you drinking?" "Are you getting enough

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00:02:11,531 --> 00:02:14,870

sleep?" "When do you need to be on?" because that's

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00:02:14,871 --> 00:02:15,750

the high standards.

71

00:02:15,751 --> 00:02:18,260

That's being hard on yourself.

72

00:02:18,270 --> 00:02:19,920

So think about that.

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00:02:19,930 --> 00:02:22,680

Think about Confucius and have an awesome

74

00:02:22,681 --> 00:02:25,290

day, have an awesome week and sell lots.

75

00:02:25,370 --> 00:02:26,020

I'll speak to you soon,

76

00:02:26,030 --> 00:02:26,890

cheers.