



The Law of Small Differences

by Dr Philip E Humbert

Hundreds of motivational speakers have said that knowing our major goal in life is THE big question every adult must answer. Some very smart people have advised me to define my life's mission, and then faithfully pursue it through the years.

I would love that! If I knew where I wanted to be in 30 years, I would do it! It sounds so simple and powerful to know where I'm going and then "stay the course" for a lifetime!

Unfortunately, I rarely know what I want for dinner, let alone where I'm going five years from now! Fortunately, I do have some clear values and desires that haven't changed much over the years. I want a world of healthy, loving, and prosperous people, and I LOVE doing things that help people live better. But what does that really mean in terms of "goals" and "five-year plans?"

Often, I don't really know! How do my values translate into specific long-term plans for my business, my marriage or my life? Most of the time, I simply don't know, and most other people don't know, either.

What I do understand is moving forward one step at a time. I know about trying to be productive and getting stuff done by the end of each day. Since in many areas of my life I really don't have a long-term plan, I substitute the wisdom of Alcoholics Anonymous and do it one day at a time!

I am convinced that for most of us, the key is making each day just a bit better, a bit more productive, just slightly more fun than yesterday. If we can do that, my hope and prayer is that the 30-year plan will take care of itself.

In that sense, I am a huge believer in the "Law of Small Differences". This is a "law" I observed many years ago, and it basically says that if I can do things just slightly better, faster, cleaner or with a bit more "style", in the long run, things will work out just fine.

The Law of Small Differences says that saving just a little each month is a small thing that can be worth millions in the long run. The Law says that successful people get to work just a few minutes earlier, or do things just slightly faster or just slightly better than failures. It says that even if I don't know the big secrets to life, I can practice what I do know and trust that it will make a difference.

What I CAN do is get up each morning, kiss my wife, eat a healthy breakfast, return my phone calls, pay my bills on time, read a few pages each day, and exercise a little. I can encourage folks, smile a lot, listen well, be kind, and try to make the world a better place. The Law of Small Differences says that even if these things don't transform my life over-night, they are likely to make me more successful in the long run.

The differences between high achievers and average performers are very, very small. Successful people pay just a bit more attention, have slightly more self-discipline, work a little smarter. They tell the truth, practice humility, listen a lot, and do their best every day. They keep their appointments, practice generosity, and work hard.

It would be great if I had a major life-time goal, but in the meantime, I do what I can, and let the Law of Small Differences work in my favour. The key to success is not being a genius or winning the lottery! The Law of Small Differences says success is the result of doing the right things, in the right way, every day. Today, do one thing that makes a positive difference, and if you like the results, do it again. Over time, the Law of Small Differences will make a huge difference in your results!

If you liked this article there is a link to Dr Humbert's website under Helpful Links in our Resource section.

"You don't have to be great to get started. But you have to get started to be great."

Les Brown



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