

Essentialism

The Art and Wisdom of Being More by Doing Less
Created by Rabbi Mike Uram

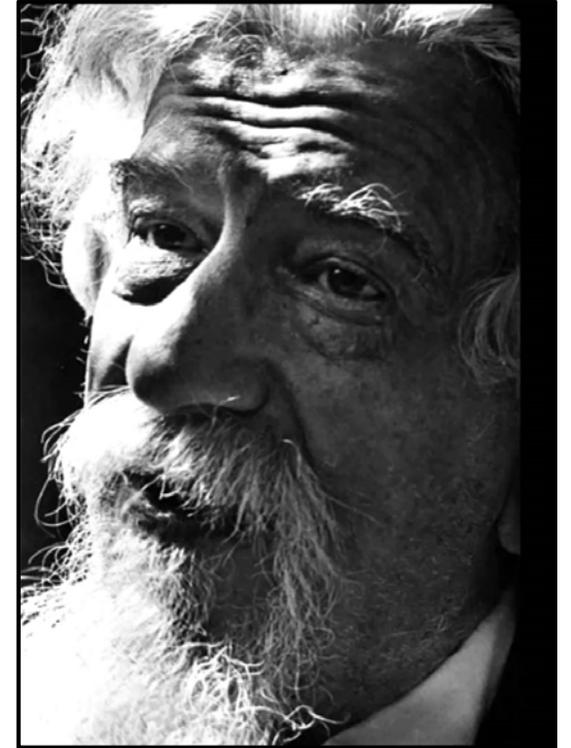
Heschel - Things and Space

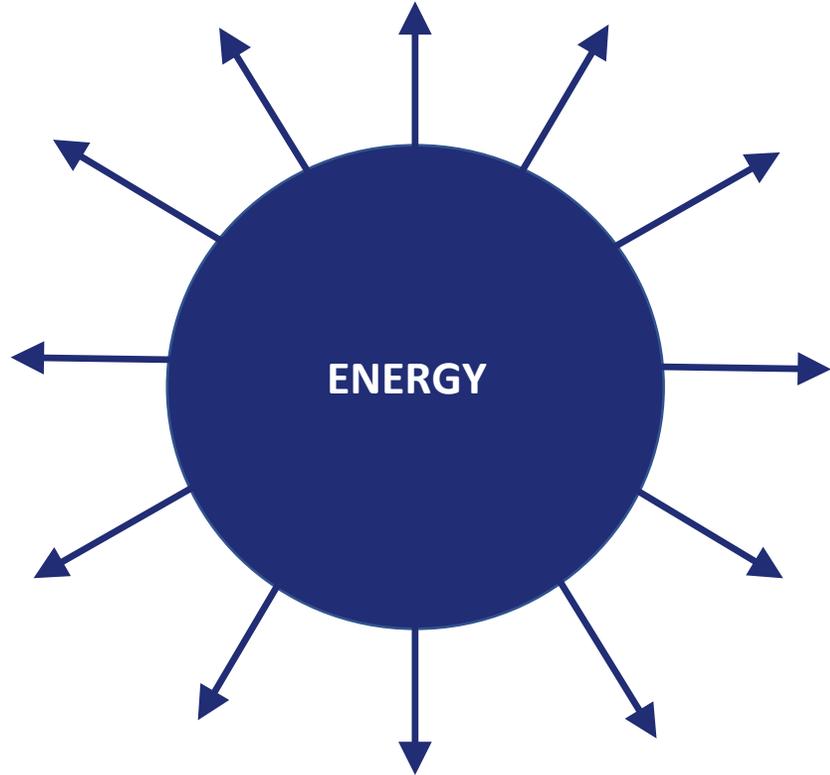
“Most of us seem to labor for the sake of things in space. As a result we suffer from a deeply rooted dread of time and stand aghast when compelled to look into its face.

Time to us is sarcasm, a slick treacherous monster with jaws like a furnace incinerating every moment of our lives. Shrinking, therefore, from facing time, we escape for shelter to things of space.

The result of our thinginess is our blindness to all reality that fails to identify itself as a thing....[therefore] time...appears to us as if it had no reality.

Indeed, we know what to do with space, but do not know what to do about time, except to make it subservient to space.”





" ЯЖЕЯСЭ, ХДИ ЯЖЕЯЖ "

"Tafasta merubah, lo tafasta"

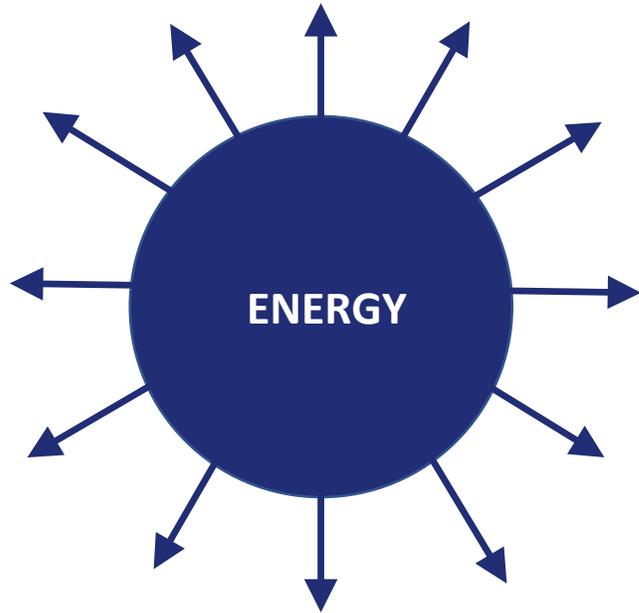
"If you try to do too much;
you end up doing nothing"

How do we end up in this position?

“I didn’t start out with the goal of devoting all of myself to my job. It crept in over time. Each year that went by, slight modifications became the new normal. First, I spent a half-hour on Sunday organizing my email, to-do-list, and calendar to make sure Monday morning was easier. Then I was working a few hours on Sunday, then all day. My boundaries slipped away until work was all that was left.”

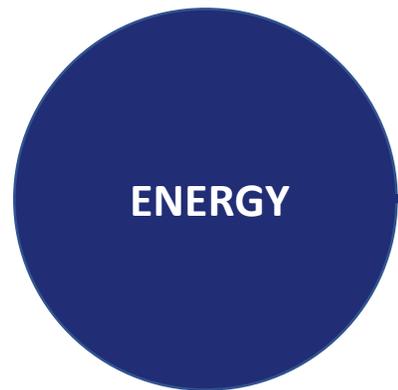
--Erin Callan – former CEO of Lehman Brothers

The Life of an Essentialist



**“To do more isn't
to be more”**

-Heschel, The Sabbath



Essentialist vs. Non-Essentialist

	Non-Essentialist	Essentialist
Thinks	All Things To All People	Less But Better
	→ I have to	→ I chose to
	→ It's all important	→ Only a few things that really matter
	→ How can I fit it in	→ What are the trade-offs
Does	The Undisciplined Pursuit Of More	The Disciplined Pursuit Of Less
	→ Reacts to what's most pressing	→ Pauses to discern what really matters
	→ Says yes to people without really thinking	→ Says no to everything except what's essential
	→ Tries to force execution at the last moment	→ Removes obstacles to make execution easy
Gets	Lives a List that Does Not Satisfy	Lives a Life that Really Matters
	→ Takes on too much and work suffers	→ Chooses carefully in order to do great work
	→ Feels out of control	→ Feels in control
	→ Is unsure of whether the right things got done	→ Gets the right things done
	→ Feels overwhelmed and exhausted	→ Experiences joy in the journey

What can we do about it...

- Deepen our self-awareness
 - What really motivates us to say “yes?”
 - What is our “center?”
 - What actions really have the biggest impact?
 - What are our competing commitments?
- Gain a clearer sense of our goals
- Build a protocol to rebuild our capacity to make intentional choices
- Be honest about the real costs
- Learn how to say no

What's your center?

Our Center is what motivates, inspires and animates who we are.

Deep awareness of our Center empowers us to shape our own lives, instead of living by default, or in reaction to the standards of others.

You might be ...	If ...
Spouse-centered	Your feelings of security are based on the way your spouse treats you; your direction comes from your own needs / wants and from those of your spouse.
Family-centered	Your security is founded on family acceptance & fulfilling family expectations; your actions are limited by family models and traditions.
Money-centered	Your personal worth is determined by your net worth; profit is your decision-making criteria.
Work-centered	You tend to define yourself by your occupational role; you make your decisions based on the needs and expectations of your work.
Possession-centered	Your security is based on your reputation, your social status, or the tangible things you possess; you tend to compare what you have to what others have.
Pleasure-centered	You make decisions based on what will give you the most pleasure; you see the world in terms of what's in it for you.
Friend-centered	Your security is a function of the social mirror; you are highly dependent on the opinions of others.
Enemy-centered	You make decisions based on what will thwart your enemy; you are defensive, over-reactive, and often paranoid.
Church-centered	Your security is based on church activity and the esteem in which you are held by those in authority or influence in the church; you find identity and security in religious labels and comparisons.
Self-centered	Your security is constantly changing and shifting; you view the world by how decisions, events, or circumstances will affect you.

Urgent Vs. Important

Urgent:	Important
<ul style="list-style-type: none">● Reacting to urgent matters	<ul style="list-style-type: none">● Being proactive & focused on what's important
<ul style="list-style-type: none">● Spending time doing things that are not important	<ul style="list-style-type: none">● Spending time working on what's close to our "center"
<ul style="list-style-type: none">● Letting outside expectations and forces shape our lives	<ul style="list-style-type: none">● Actively shaping our lives
<ul style="list-style-type: none">● Feel like we're running in place	<ul style="list-style-type: none">● Feel like we are moving forward
<ul style="list-style-type: none">● Leads to stress and burnout	<ul style="list-style-type: none">● Leads to a feeling that our lives and work have value
<ul style="list-style-type: none">● Never have time to invest in ourselves	<ul style="list-style-type: none">● Take the time to continue to grow and learn
<ul style="list-style-type: none">● Never have time for relationships, family, wellness	<ul style="list-style-type: none">● Take time to invest in relationships, family & wellness

Rocks, Sand, Pebbles Metaphor



“Competing Commitments”

Resistance to change does not reflect opposition, nor is it merely a result of inertia. Instead, even as they hold a sincere commitment to change, many people are unwittingly applying productive energy toward a hidden competing commitment. The resulting dynamic equilibrium stalls the effort in what looks like resistance but is in fact a kind of personal immunity to change.

-Robert Kegan and Lisa Laskow Lahey

The art of saying “no”

More than knowing what words to say,
the key to being able to say “no”
is having clarity about your priorities & feelings

This means [among other things]:

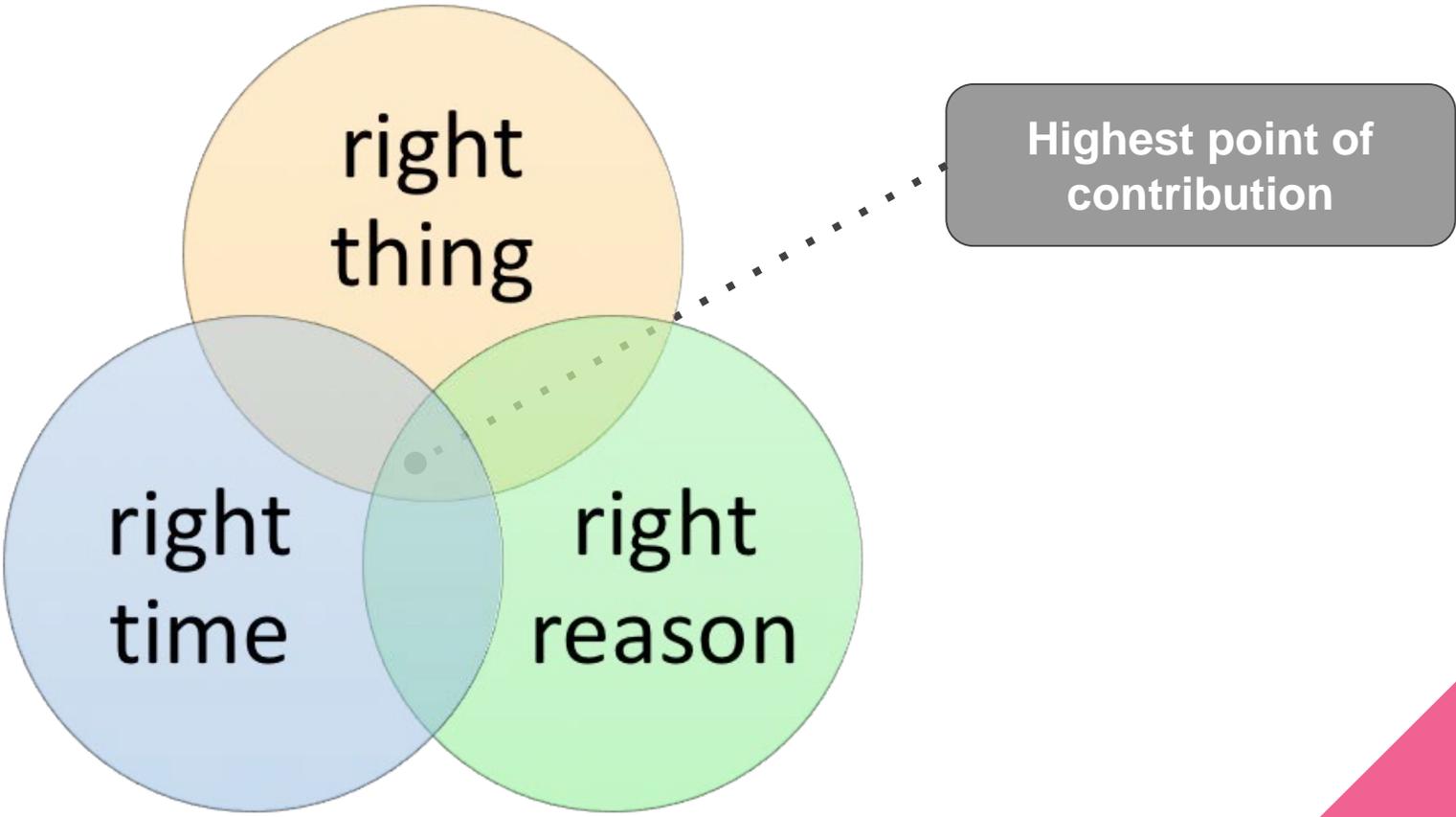
1. Really know what’s important to you & be aware of the trade-offs
2. Separate the decision from the relationship
3. Trade popularity for respect

Some tools for saying no

- The ‘It’s Me, Not You’
- ‘The Counter Offer’
- ‘The Long Pause’
- ‘The Soft No’
- ‘The Punt’
- ‘The Ookimta’
- ‘The Handoff’

Extra Material

Focus on what makes the biggest impact



Covey's 4 Quadrants

	URGENT	NOT URGENT
IMPORTANT	<p>QUADRANT I</p> <p><i>Activities</i></p> <ul style="list-style-type: none">• Crises• Pressing problems• Deadline-driven projects	<p>QUADRANT II</p> <p><i>Activities</i></p> <ul style="list-style-type: none">• Relationship building• Recognizing new opportunities• Planning
NOT IMPORTANT	<p>QUADRANT III</p> <p><i>Activities</i></p> <ul style="list-style-type: none">• Interruptions• Some calls, meetings• Popular activities	<p>QUADRANT IV</p> <p><i>Activities</i></p> <ul style="list-style-type: none">• Trivial busywork• Time wasters• Pleasant activities