

### Quality #3: Completing Tasks

#### The Two Questions

- Download PDF of Unedited Transcription of Audio
- Listen to the audio – The Two Questions ( 23 ) minutes
- Download PDF of Practicum
- Listen to or read Scroll V (morning), IX (noon), VII (night)

# Intentional Creation

OG MANDINO FOR THE 21<sup>ST</sup> CENTURY

## The Two Questions

The Quality of Completing Tasks is about creating our vision in tangible reality - in the Now. A clear vision results from using our mind five constructive ways as discussed in Quality #2: Goals and Expectations. A vision is more than a dream. A dream is a target. A vision is both the target and the steps needed to bring the dream to fruition in tangible reality. A clear vision ignites passion that will drive focus, discipline, effort and action.

Og opens Scroll IX with this poignant warning, *"My dreams are worthless, my plans are dust, my goals are impossible. All are of no value unless they are followed by action."* A dream without action is just fantasy. Action without passion is just boring, mundane, repetitious work and who wants to do that over a sustained period time. Action is a requirement in the tangible creation of our dreams. The secret to sustained action is passion.

### The Two Questions

The vision - the dream and the steps required to create that dream - is still in the future with one exception, the step that we will want to create today.

We awaken. It is a new morning. The decisions we make in the first few moments set the stage for the entire day. Will we be in control of our thoughts, present in the now engaged in passion driven action or will the weed of fantasy and its destructive seeds, catastrophe and counterfeit pleasure, entwine our lives and choke our enthusiasm and energy?

#### Question #1:

Why am I here?

Reflect on the Peter Vidmar story and his preparation for the Olympics. When Peter asked his workout partner, Tim Daggett the question, "Why are we here?" what happened?

When you ask, "Why am I here?" what do you experience?

# Intentional Creation

OG MANDINO FOR THE 21<sup>ST</sup> CENTURY

## The Two Questions

Does the question illuminate a vivid vision that ignites your passion – a willingness to suffer for something you love?

Does your “why” light up your life and drive your action or is it a source of frustration that only drives you crazy?

We are not judging the “value of your why” at this point in the journey, we just want to make sure that it lights a fire no matter how you feel when you first open your eyes in the morning.

### **Helpful suggestions:**

Go back and explore your secret desires.

Check to see if there is any desire to escape and avoid the rigors of life?

Don't be discouraged if you find this to be true. This is a journey. Start by taking action without passion. Soon you will be hungry, if not desperate for a “why” that will ignite passion sufficient to sustain effort and action.

When it gets bad enough, the pain will cause you to quit or focus. Pain has a way of making us get really honest. Don't quit – never quit – always focus.

As you explore options looking for a possible “why,” identify something you would like to have and then ask, “So I can...?” Get the answer and ask, again, “Yes, so I can...” Eventually you will get to the essence of your why.

What are your true secret desires?

Do they focus on engaging and creating or escaping and avoiding?

Secretly do you want to be rich to get above the pain, stress, frustration, debt, etc.?

# Intentional Creation

OG MANDINO FOR THE 21<sup>ST</sup> CENTURY

## The Two Questions

If so, what a powerful breakthrough.

It may be time to let go and be cured once and for all of the deadly ease-disease.

Now focus on a “why” that excites you and that will require you to engage in life, embrace these principles, master the art of connecting with people, create value everywhere you go and contribute to the world. Choose to be alive. Otherwise you are dead at 40 even if you are not buried until age 75.

Always remember, this is a journey so your “why” does not have to be perfect in order to take action. However, it will become increasingly easy to take action as your “why” becomes increasingly clear.

What is the secret to Completing Tasks?

Passion is born of this clear vision – a clear “why.” The clearer the vision, the more intense the passion. The more intense the passion the more effectively and efficiently we work. The more effectively and efficiently we work the quicker we create and live our dreams in tangible reality. You will not be able to create real success without passion. Hercules wouldn’t be able to and he was a mythical character.

So the answer to the question, “Why am I here?” is, “I want to be there.” That is my “why.” That is my target. For that I am willing to do whatever it takes to create one more millimeter between where I am and where I want to be. In Scroll IV, Og writes, *“I will concentrate my energy on the challenge of the moment and my actions will help me forget all else.”*

Take a moment and record your “why?”

Does it resonate with your soul?

Does it get you excited?

If so, you have a vision that will ignite passion and drive action. This is not in concrete. You can come back and change it any time you want – this is your why!

# Intentional Creation

OG MANDINO FOR THE 21<sup>ST</sup> CENTURY

## The Two Questions

### Question #2:

“What does this have to do with me getting there?”

Another way of asking this question is this:

“Will that action/activity bring me one millimeter closer to my dream?”

What is the difference between motion and action, frenetic non-goal directed activity and productivity?

**There are no badges of honor for being busy. Creation is not about activity, it is about results.**

Step back and look at your “to do” list.

Do we ever focus on the easy or small tasks, the ones that can be done quickly?

Do we ever focus on the ones we like to do?

What happens to the hard ones and ones we don’t like to do?

Will following this pattern of being busy but not productive get us to our “why?”

Consider the following while examining your to-do list:

1. Is this task of value?
2. Is everything leading up to this task complete?
3. Is this the next task that needs to be accomplished to create my dream (even if I don’t want to do it)?

What does the phrase, “the devil is in the details,” mean to you?

# Intentional Creation

OG MANDINO FOR THE 21<sup>ST</sup> CENTURY

## The Two Questions

You can't sell a product if you don't have a customer. You won't have a customer if you don't do prospecting. You can't prospect without leads. You will not have leads unless you do lead generation. Leads come from lead generation. Prospects come from leads. Sales come from prospects. Money comes from sales. Use the money to buy a Ferrari or save the world. What you do with the money at this point in the process is not as important as understanding how it is created.

**When examining a task, go backwards and see if there is a step that has been missed. Go forward to get clear on where you are headed.**

If the thought of “making money” elicits skepticism please consider the following. Even Mother Teresa needed money to expand her very worthy life mission and someone somewhere needed to create the money. A self-denying ascetic by personal choice, Mother Teresa was a master fundraiser who tirelessly and tenaciously created tens of millions of dollars in donations one millimeter at a time.

Money was not the focus. The focus was bringing abundance to the poorest of the poor of Calcutta and now beyond. Her creation is legendary – a mission funded by money but driven by a desire to serve others. Conversely, had she waited for the money to “just happen” because she was engaged in a worthy cause or thought that fundraising was beneath her position and calling, we wouldn't know her name. Mother Teresa's dream was to serve the poor, a noble cause. She also had a keen sense about what it would take to create that dream in tangible reality. I'm sure she would have rather been ministering to the poor than speaking at the U.N. but there she was because her dream demanded it whether she liked it or not.

We can spend hours focused on the things we enjoy most, for example planning an event, practicing our presentation and even counting the money from the sales that will be made. However, the success or failure of the meeting is actually more dependent on people being in the room than on what they will experience once they come. No people, no meeting.

# Intentional Creation

OG MANDINO FOR THE 21<sup>ST</sup> CENTURY

## The Two Questions

Stepping back and applying common sense, we get it. But when faced with these realities in our lives what do we do?

How often might we say, “I’ll get to that” or “I’ll do that later.”

What are actually saying?

How about this, “I don’t like doing it and am procrastinating.” Ever had a meeting where you looked around the room and wished you had invited more people? Everything is perfect in everyway except the one thing that matters most – the people.

Consider other examples where we might avoid doing things we do not want to do and then regret our lack of action.

**Creation occurs in millimeters. When we jump ahead two millimeters because that is the easy part or something we would rather be doing, it undermines the foundation. Expectations crumble and that is painful.**

Have some fun with this.

Review this story:

A painter paints with passion. She says she is not commercially or money motivated, she is an artist. She works tirelessly, often missing meals and sleep. She also ignores the past due bills that are piling up in her mailbox. One day the electricity is shut off. “Oh, well,” she says, “It is more romantic painting by candle light.” Two week later the water is shut off. “Oh, well,” she says, “I don’t have time to bathe.” Four weeks later she is evicted and finds herself in the street with her canvases exposed to inclement weather. “What do I do now?” she says, “Who do they think they are? I am an artist.”

A person can spend time in passion-driven action focused just on the things they want

# Intentional Creation

OG MANDINO FOR THE 21<sup>ST</sup> CENTURY

## The Two Questions

to and enjoy doing.

In the case of the painter, what is missing?

Yes, the plan for selling the paintings – generating the money to sustain the dream. Canvases cost money. Paint costs money. Not to mention electricity, water and studio rent. We live in tangible reality. This is real life with real expenses and real companies and real people who want their very real money.

What is the answer?

One, she could hire a marketer. “But she can’t afford one,” we might say attempting to support her position. Here is the hard truth. **Then she needs to wear both hats – do both tasks until she can afford to hire someone to wear the one she likes the least.**

“But she doesn’t want to hire someone and she doesn’t want to market,” we may be tempted to say in her defense.

The most painful and revealing question is this, “What has that got to do with anything in tangible reality?” Paint the product, sell the product, have money to survive. It is quite simple. It is the law of tangible reality.

**Some may attempt to downsize to such a low level that they can escape for a period of time from this reality – basically go off the grid. Others may be tempted to use credit cards and home equity lines to extend this illusion so that they can focus just on the things they like to do and still become successful. Eventually it all catches up. If we have failed to create the foundational millimeters, our enterprise will fail.**

In summary, with every dream – every why - there are lot of things that need to be done that are hard or unpleasant to do. There are parts of our lives that we like and parts that we do not like and may attempt to avoid. The mark of an Intentional Creator is that they



# Intentional Creation

OG MANDINO FOR THE 21<sup>ST</sup> CENTURY

## The Two Questions

do both because that is what is required to get “there.” In the case of our painter, “getting there” may be painting all day without concern for bills or rent. That is the target, not the daily destination.

This is one of the primary reasons why passion is so critical. We will want to be able to ask, “Why am I here?” at the toughest moments in the day when facing the hardest tasks and have an answer that ignites passion and drives action. We may not love the task itself, but you can learn to love doing it because we recognize it as a critical step in getting to our why, getting “there.”

If we continually ask the three questions from the previous quality, “What can I create?” “How can I create it?” “How will this serve?” and the conduit is open between us and the power that governs abundance, creative ideas, impressions and solutions to challenges can be manifested. This divine spark ignites our passion and we willingly suffer for something we love. We willingly do the work of tangible creation. Eventually, action becomes less about a specific task and more about the fun or creative way in which we execute it.

One of the greatest moments in any accomplishment is knowing in your heart of hearts that you did something extraordinary, something that was hard to do and did it anyway and did it well. This makes the victory even sweeter. It makes creation out right joyful.

So as we examine the question, “What does this have to do with me getting there?” know that the focus is not on whether you like doing it or not. Instead let us focus on the following:

1. Is this task of value
2. Is everything leading up to this complete?
3. Is this the next task that needs to be accomplished to create my dream?

If so, gladly do it to get “there.”

# Intentional Creation

OG MANDINO FOR THE 21<sup>ST</sup> CENTURY

## The Two Questions

In what ways might escape and avoid fantasy attempt to undermine this principle?

The discussion around the need for work, hard work, is too often omitted. Why?

**The truth is simple. Success requires that we do hard things. Clearly we will never get “there” with fantasy. But neither can we get there by focusing on the quick and easy or the things we like to do. Success is not about having the free agency to avoid the work of creation or choose what work we will or will not do. Free Agency is exercised when we make the choice to succeed or the choice to fail. Once we have chosen success, we will want to surrender and submit to whatever is required. In short, if you choose success you cannot choose what you will and will not do. That is not your choice.**

**Success requires hard things, things that can be too hard without passion-driven action. It should become increasingly clear why passion is the secret to action.**

**Next time you face a difficult task and are tempted to engage in escape and avoid fantasy say, “I know why I am here! I have already made my choice. I have chosen success. To live my dreams in tangible reality I will want to do this. It is the next step in getting ‘there.’ I willingly surrender any and all resistance. I submit to whatever it takes to complete this task!” Do this and the tasks will look different and you will feel differently while doing them. That experience alone will ignite your passion to create your dreams in tangible reality.**