Who Not How by Dan Sullivan & Dr. Benjamin Hardy

Think you might want to read this book?
If you've ever outsourced work you didn't want to do, then you understand the joy of freeing up your time while knowing the work was still being done. That theme…applied to all aspects of your life, is the basis of <u>Who Not How</u>. A great read for anyone looking to dramatically expand their influence on the world.

What would Socrates ask?
- What if all assessments were graded by a third party?
- What lessons and units are already available online?
- What aspects of school facilitate students gaining real world experience?

Research
- Research shows that only 16 percent of creative insight happens while you're at work. Instead, ideas generally come while you're at home or in transit, or during recreational activity. You need time and space, and most important, relaxation and recovery, to allow ideas and solutions to ferment and form.
- The number one deathbed regret for most people is that they never took steps to do what they truly wanted to do with their lives.

Concepts
- Freedom of Purpose: Your purpose and vision expand when you have powerful Whos who can take your goals to places you couldn't have imagined yourself.
- Self-Expansion model: Your efficacy as a person is based on the resources you have, which are a direct by-product of your relationships.
- … there are two types of problems in business: Technical and Adaptive
    1. Technical problems are when the answer is already known.
    2. Adaptive problems do not have a known answer.
- Decision Fatigue: when continuous weighing of decisions can exhausts your energy and willpower.

Quotes from the author
- "If you're committed to specific results, then at some point or other, you're going to have to face the truth that results are produced by Whos, not Hows."
- "Ultimately, anyone who becomes highly successful does so through relationships. Success becomes increasingly about Who and less about How as you grow."
- "… the best way to measure your progress is by noting the amount and quality of collaborations happening in your life."
- "Technology is a team member that keeps getting smarter and faster."

- "The only way to be remembered fondly is to increase others' capabilities."

Quotes from others
- "There is no limit to the amount of good you can do if you don't care who gets the credit." - Ronald Reagan
- "When the student is ready, the teacher will appear." - Buddha
- "The opposite of addiction is not sobriety - it is human connection." - Johann Hari, writer and journalist
- "You can have everything in life you want, if you will just help other people get what they want." - Zig Ziglar, motivational speaker
- "You pile up enough tomorrows, and you'll find you are left with nothing but a lot of empty yesterdays." - Meredith Willson
- "What is the ultimate quantification of success? For me, it's not how much time you spend doing what you love. It's how little time you spend doing what you hate." - Casey Neistat
- "Efficiency is doing things right. Effectiveness is doing the right things." - Peter Drucker
- "What you seek is seeking you." - Rumi

Gateways to further learning
- *GeniusX*

Referenced books with the potential to impact leading and learning in education

Author(s) Last Name	Title
Hardy	*Personality Isn't Permanent*
Hill	*Think and Grow Rich*

The applicability of this book to education is ….

Abstract ←✕———————————→ Obvious