WHOSE LIFE ARE YOU LEADING?

HOW DO YOU KNOW?
THE THREE STAGES OF LIFE

TRADITIONAL THINKING

The Education Stage

The Work Stage

The Retirement Stage
THE GOAL of Quantum Leap is to help you get rid of these stages and see learning, working, and playing as essential parts of a whole life—throughout life.

THE CHALLENGE is that our power to successfully counter-balance is up against three major obstacles: our understanding of who we are, our habits, and our relationships.

QUANTUM LEAP IS A SET OF TOOLS TO HELP YOU COUNTERBALANCE YOUR LIFE.
1. No clear personal mission, vision, values, beliefs, and perspective to guide our life and serve as a filter for the decisions we face throughout our life.

2. No strong habits in the Six Key Discipline areas in our life.

3. No intentional development of the Key Relationships that surround and shape our life.
When you decide who you are and what you want out of your learning, your working, and your playing, you will become less powerless and “victimizable.” When you are clear about what it is you want, you will not accept cheap substitutes willingly. You will no longer be vulnerable to being sold a bill of goods by any passing stranger. It is your life. Not hers, or his, or theirs. YOURS.

LET’S BEGIN THE LEAP!
The goal of Quantum Leap is to help you lead the wealthiest life you possibly can.

Wealth = Abundance

Abundance = Great Plenty
A truly wealthy life is an abundant life!

It is a life marked with GREAT PLENTY in our key relationships, our key habits, and in the accomplishment of our personal mission!
THE INCREDIBLE MAGIC FORMULA OF LIFE

INSIDE
First Creation

OUTSIDE
Second Creation

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<table>
<thead>
<tr>
<th>Thoughts</th>
<th>become</th>
<th>Deeds</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spirit</td>
<td>manifests</td>
<td>In the flesh</td>
</tr>
<tr>
<td>Think</td>
<td>and</td>
<td>Grow rich</td>
</tr>
<tr>
<td>As a man thinketh</td>
<td>so</td>
<td>Shall he be</td>
</tr>
<tr>
<td>Ideas</td>
<td>before</td>
<td>Results</td>
</tr>
<tr>
<td>Belief</td>
<td>becomes</td>
<td>Reality</td>
</tr>
<tr>
<td>When you believe</td>
<td>it</td>
<td>You’ll see it</td>
</tr>
<tr>
<td>What you see (inside)</td>
<td>is</td>
<td>What you get (outside)</td>
</tr>
<tr>
<td>Mind</td>
<td>over</td>
<td>Matter</td>
</tr>
<tr>
<td>What you can conceive</td>
<td>you can</td>
<td>Achieve</td>
</tr>
</tbody>
</table>
LOOK AT IT THIS WAY

INSIDE

Spiritual

Psychology

OUTSIDE

Physical

Biology

Body
Behavior
Relationships
Money
Results

KNOWING

DOING

Spirit
Soul
Thoughts
Emotions
Believing

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Your life is simply autobiographical of your spiritual life.
THE WAY YOU SPEND YOUR TIME

FOCUSING
ACTING
DONE

DOING

YOUR OUTSIDE WORLD

ACHIEVEMENT
DOING SOMETHING WITH IT

SECOND CREATION

PHYSICAL

RESULTS

RELATIONSHIPS

HABITS

ACT

TIME
What you **think** determines what you **do**.

What you **do** determines who you **are**.
THE DILEMMA OF DESIRE AND SUCCESS

- Desire to know
- Desire to have
- Desire to do

Complexity

Abundance

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<table>
<thead>
<tr>
<th>QUESTION</th>
<th>Choice 1</th>
<th>Choice 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Are you an <strong>Intentional Individual</strong> OR</td>
<td>Are you just an <strong>Accidental Tourist</strong>?</td>
<td></td>
</tr>
<tr>
<td>Are you a <strong>Determined Determiner</strong> OR</td>
<td>Are you just a <strong>Drifting Drifter</strong>?</td>
<td></td>
</tr>
<tr>
<td>Are you a <strong>Meaningful Specific</strong> OR</td>
<td>Are you just a <strong>Wandering Generality</strong>?</td>
<td></td>
</tr>
<tr>
<td>Are you making a <strong>Life</strong> OR</td>
<td>Are you just making a <strong>Living</strong>?</td>
<td></td>
</tr>
<tr>
<td>QUESTION</td>
<td></td>
<td></td>
</tr>
<tr>
<td>-----------------------------------------------</td>
<td>-------------------------------------------------------------------------------------</td>
<td></td>
</tr>
<tr>
<td>Are you following your <strong>own plan</strong> <strong>OR</strong></td>
<td>Are you just a part of <strong>somebody else’s</strong>?</td>
<td></td>
</tr>
<tr>
<td>Is the song in your head <strong>“My Way”</strong> <strong>OR</strong></td>
<td>Or is it just <strong>“Dust in the Wind”</strong>?</td>
<td></td>
</tr>
<tr>
<td>Are you using your time to <strong>make your mark</strong></td>
<td>Are you just <strong>marking time</strong>?</td>
<td></td>
</tr>
<tr>
<td>Are you making <strong>Time Count</strong> <strong>OR</strong></td>
<td>Are you just <strong>Counting Time</strong>?</td>
<td></td>
</tr>
</tbody>
</table>

*Quantum Leap, Copyright © 2017*
1. Our first purpose in life is to seek the highest relationship possible with the omnipresent. This is our spiritual destiny.

2. Our second purpose in life is to bring additional meaning and purpose to our lives and by doing so take our spirituality to an even higher level. This is our physical destiny.
# BUILDING A LIFE WITH GREAT PURPOSE

<table>
<thead>
<tr>
<th>MISSION</th>
<th>Why you are alive.</th>
</tr>
</thead>
<tbody>
<tr>
<td>VISION</td>
<td>What the world, lives, and your life will look like during and after your mission has been accomplished.</td>
</tr>
<tr>
<td>VALUES</td>
<td>What is important to you. What you value.</td>
</tr>
<tr>
<td>BELIEFS</td>
<td>What you believe to be true. What rules you follow.</td>
</tr>
<tr>
<td>PERSPECTIVE</td>
<td>How you view yourself and your situation at any given moment.</td>
</tr>
</tbody>
</table>
How do you get to the highest level in life?

1. Commit to **Self-Mastery** at something.
2. Focus on the 20% that matters most.
3. Move from “**E**” to “**P**” on the 20%.
4. Make being **Learning-Based** the foundation of your Action Plan.
5. Remove your **Limiting Beliefs**.
6. Be **Accountable**.
**SELF-MASTERY** and becoming a **BLACK BELT IN LIFE**

<table>
<thead>
<tr>
<th><strong>MASTERY</strong></th>
<th>The process of achieving the skills and habits that make one a relative master of a chosen subject.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SELF</strong></td>
<td>You.</td>
</tr>
<tr>
<td><strong>SELF-MASTERY</strong></td>
<td>The process of achieving the skills and habits that make <strong>YOU</strong> a master of a chosen subject.</td>
</tr>
</tbody>
</table>
The rating of expertise and competence.

A white belt at some point knows essentially the same thing as a black belt. The black belt is just further along the path of mastery.
| THE DISCOVERY | Vilfredo Pareto (1848–1923), an Italian economist, discovered the pattern underlying the 80/20 Principle in 1897. While studying patterns of wealth and income in 19th Century England, Pareto found that most income and wealth went to a minority of people. |
| TRUTH | There is a pattern of predictable imbalance in life. It’s called the 80/20 Principle—the principle of greatest outcome for the time and effort given. |
1. There was a consistent mathematical relationship between the proportion of people as a percentage of the total population and the amount of wealth that this group enjoyed (80/20, 65/10, 50/5). It was predictably imbalanced.

2. This imbalance pattern was predictable and consistent at different time periods or in different countries.

3. In 1949, George K. Zipf, a Harvard professor, discovered the “Principle of Least Effort,” which was a re-discovery and elaboration of Pareto’s principle. Zipf’s principle said that “resources (people, goods, time, skills …) tended to arrange themselves so as to minimize effect. When applied to self-mastery, we can restate the “Principle of Least Effort” as the “Principle of Greatest Leverage.”
1. In 1963, IBM discovered that about 80% of a computer’s time is spent executing about 20% of the operating code. The company immediately rewrote its operating software to make the most-used 20% very accessible and user friendly, thus making IBM computers more efficient and faster than competitors’ machines for the major applications.

2. In the United States from 1973–1995, average real incomes rose by 36%, yet the comparable figure for the nonsupervisory workers fell by 14%. During the ’80s, all the gains went to the top 20% of earners, and a mind-boggling 64% of the total increase went to the top 1%!

3. 5% of U.S. households own about 75% of the household sector’s equity.

4. A study of 300 films over an 18-month period found that 4 movies—just 1.3% of the total—earned 80% of the box office revenues! The other 98.7% earned only 20%.
The 80/20 Principle will always reassert itself, unless conscious, consistent, and massive efforts are made and sustained to overcome it. The key is to not try to change it, but to acknowledge it and use it. Leverage is power—your power to affect real change in your life.

The reason you first master the basics is that basics are always the 20%. And it is this 20% that always provides you your greatest leverage.
We tend to expect that all causes will have roughly the same significance. That all customers are equally valuable. That every bit of business, every product or service, every employee or staff member, and every dollar of sales revenue is as good as any other. That each day or week or year we spend has the same significance. That all our friends have equal value. That all phone calls or appointments should be treated the same way. That all problems have a large number of causes, so that it is not worth isolating a few key causes. That all opportunities are of roughly equal value, so that we treat them equally.
There seems to be a natural, almost democratic expectation that causes and results are generally equally balanced.

This is naïve and self-defeating. **Time and effort, unless focused on the 20% that matters, do not create powerful results.** In fact, there is a huge price we pay when we don’t acknowledge and apply this principle.
TO BECOME A BLACK BELT IN LIFE YOU MUST FIRST COMMIT TO MOVE FROM “E” TO “P”

**Entrepreneurial Style**
Doing What Comes Naturally

**Purposeful Style**
Doing What Comes Unnaturally

The Fundamental Ceiling of Achievement

1. Disappointment
2. Resignation
3. Greener Pastures

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Who is a learning-based individual?

An individual who has made the decision to use learning as the foundation for their actions.
Learning-Based

“I know what I know and there is more to know.”

Know for Knowing’s Sake

Ignorance-Based

“I know what I know and I’ll ignore anything else.”

Know for Doing’s Sake

TWO OPTIONS

UNDERSTANDING

ACTION

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BECOME A **LEARNING-BASED INDIVIDUAL**

1. **Read**  
   “Read this and let’s talk.”

2. **Lecture**  
   “Let me explain.”

3. **Discussion**  
   “Let’s talk about this.”

4. **Participation**  
   “Let’s talk and get others involved.”

5. **Case Study**  
   “Let’s see what others have done.”
BECOME A LEARNING-BASED INDIVIDUAL

6. Role Model
   “Let me show you how to do it.”

7. Role Play
   “Try it with me working with you.”

8. Structured Experience
   “Do it while I’m with you.”

9. Personal Practice
   “Go practice it.”

10. Teach
    “Go do it and teach it.”
## LIMITING vs. UNLIMITING BELIEFS

### LIMITING BELIEFS

**DEFINE**

**EXAMPLES**

- Self
- Environment
- Potential

### UNLIMITING BELIEFS

**DEFINE**

**EXAMPLES**

- Self
- Environment
- Potential
ACCOUNTABLE vs. VICTIM

Accountable

1. Seek Reality
   "What’s the situation?"
   AWARENESS

Life Happens

1. Don’t Seek Reality
   Asks no questions.
   IGNORANCE

Victim
# 1. Don’t Seek Reality

<p>| | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>Fights Reality</td>
<td>“That’s not how I see it.”</td>
<td><strong>DENIAL</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>“That’s just your perception.”</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Blames</td>
<td>“If everyone would do their job.”</td>
<td><strong>PROJECTION</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>“It’s not my fault.”</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Personal Excuses</td>
<td>“It’s not my job.”</td>
<td><strong>DEFLECTION</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>“I did my part.”</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Waits and Hopes</td>
<td>“Let’s just wait and see.”</td>
<td><strong>RESIGNATION</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>“Time will tell.”</td>
<td></td>
</tr>
</tbody>
</table>

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**VICTIM** — **STATUS QUO**
<table>
<thead>
<tr>
<th>ACCOUNTABLE</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>5. Gets On With It</td>
<td>ACTION PLAN</td>
</tr>
<tr>
<td>“Let’s go get started.”</td>
<td></td>
</tr>
<tr>
<td>“OK—let’s do it.”</td>
<td></td>
</tr>
<tr>
<td>4. Finds Solutions</td>
<td>POSSIBILITIES</td>
</tr>
<tr>
<td>“What are my options?”</td>
<td></td>
</tr>
<tr>
<td>“What can I do?”</td>
<td></td>
</tr>
<tr>
<td>3. Owns It</td>
<td>ENERGY &amp; FOCUS</td>
</tr>
<tr>
<td>“I’ve got to do something.”</td>
<td></td>
</tr>
<tr>
<td>“This is my responsibility.”</td>
<td></td>
</tr>
<tr>
<td>2. Acknowledges Reality</td>
<td>CLARITY</td>
</tr>
<tr>
<td>“This is the way it is.”</td>
<td></td>
</tr>
<tr>
<td>“Got it.”</td>
<td></td>
</tr>
</tbody>
</table>

**1. Seek Reality**
TRUTH
If someone is on the “victim” side of this equation, personal growth is virtually impossible.

BIGGER TRUTH
You can only truly change what you admit you own.
KNOW YOURSELF – BEHAVIOR

Diagram of personality traits with axes labeled as follows:

- **O (Open)**
  - Relationships

- **I (Indirect)**
  - Self-Contained

- **D (Direct)**
  - Tasks

The axes range from -9 to 9, with markers at intervals of 1.
KNOW YOURSELF – THINKING

1. WHITE  
   ▶ Facts, Figures, and Objective Information

2. RED  
   ▶ Emotions and Feelings

3. BLACK  
   ▶ Logical Negative Thoughts

4. YELLOW  
   ▶ Positive Constructive Thoughts

5. GREEN  
   ▶ Creativity and New Ideas

6. BLUE  
   ▶ Control of the Other Hats and Thinking Steps
A WEALTHY PERSON’S SIX LIFE DISCIPLINE AREAS
DISCIPLINE
Training yourself to act in a specific way.

HABIT
Routine.

YOUR CURRENT LEVEL OF SUCCESS IS DETERMINED BY YOUR CURRENT HABITS.

TO CHANGE YOUR LEVEL OF SUCCESS, YOU MUST CHANGE YOUR HABITS.
SUCCESS is a short race—a sprint fueled by discipline just long enough for habit to kick in and take over.

You know you have a habit when it feels weird if you don’t do it.

SUCCESS is about doing the right things—not about doing everything.
<table>
<thead>
<tr>
<th>1. SELF</th>
<th>The Reality Habit</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>The Mindset Habit</td>
</tr>
<tr>
<td></td>
<td>The Productivity and Persistent Action Habit</td>
</tr>
<tr>
<td>2. SPIRITUAL</td>
<td>The Authority Habit</td>
</tr>
<tr>
<td></td>
<td>The Prayer and Meditation Habit</td>
</tr>
<tr>
<td></td>
<td>The Thankfulness and Gratefulness Habit</td>
</tr>
<tr>
<td>3. PHYSICAL</td>
<td>The Nutrition Habit</td>
</tr>
<tr>
<td></td>
<td>The Exercise Habit</td>
</tr>
<tr>
<td></td>
<td>The Stress Management Habit</td>
</tr>
<tr>
<td>4. TIME</td>
<td>The Play Time Habit</td>
</tr>
<tr>
<td></td>
<td>The Pay Time Habit</td>
</tr>
<tr>
<td></td>
<td>The Organization Time Habit</td>
</tr>
<tr>
<td>5. MONEY</td>
<td>The Gross Income Habit</td>
</tr>
<tr>
<td></td>
<td>The 70/30 Rule Habit</td>
</tr>
<tr>
<td></td>
<td>The Value/Accountability Habit</td>
</tr>
<tr>
<td>6. GROWTH</td>
<td>The Unique Ability Habit</td>
</tr>
<tr>
<td></td>
<td>The Leverage Habit</td>
</tr>
<tr>
<td></td>
<td>The New Capacities and Repairs Habit</td>
</tr>
</tbody>
</table>
SELF-DISCIPLINE

1. The Reality Habit

2. The Mindset Habit

3. The Productivity and Persistent Action Habit
1. The Authority Habit

2. The Prayer and Meditation Habit

3. The Thankfulness and Gratefulness Habit
1. The Nutrition Habit

2. The Exercise Habit

3. The Stress Management Habit
1. The Play Time Habit
2. The Pay Time Habit
3. The Organization Time Habit
1. The Gross Income Habit

2. The 70/30 Rule Habit

3. The Value/Accountability Habit
1. The Unique Ability Habit

2. The Leverage Habit

3. The New Capacities and Repairs Habit
A WEALTHY PERSON’S
FIVE KEY RELATIONSHIPS
MENTORS AND ROLE MODELS

- Business
- Career
- Personal
- Physical
- Spiritual

1

YOU
WHO YOU DETERMINE WEALTH FOR

THE PERSON YOU DETERMINE WEALTH FOR

YOU
LOVE

YOU

3

SPOUSE

KIDS

PARENTS

SIBLINGS

RELATIVES

PROFESSIONAL ASSOCIATES

FRIENDS
TOP 5 WEALTH DETERMINERS

1
2
3
4
5

YOU

4 TOP 5 FINANCIAL WEALTH DETERMINERS
KW KIDS CAN is teaching Quantum Leap to our youth. Visit the KWKCC Booth to find out how you can get involved!

KWKCC.ORG