THE ONE THING

THE SURPRISINGLY SIMPLE DISCUSSION GUIDE TO ACHIEVING EXTRAORDINARY RESULTS
Welcome to The ONE Thing Discussion Guide! We created this group guide as a way for you to examine the book’s concepts and share your aha’s from The ONE Thing with others – friends, colleagues, family or even complete strangers. Feel free to run through each question, or pick and choose talking points that speak specifically to you and your group. Keep in mind, each question is designed to spark deeper conversation and allow readers to draw their own conclusions on how to live a BIG life, both professionally and personally. Enjoy your discussion!

SOMETHING TO TALK ABOUT

1. At what time in your life have you experienced success by narrowing your concentration to ONE Thing? At what time in your life have you had the opposite experience – less success because you were spread too thin?

2. In chapter 1, do you agree with the authors’ statement: “Extraordinary results are directly determined by how narrow you can make your focus”? \(\text{(refer to page 10)}\)

3. What is an example of one product, service, person, passion, or skill that leads an individual or company to success that was not discussed in the book? Why was that singular attribute so important to the individual or company’s ultimate success?

4. In chapter 6, the authors discuss how it takes an average of 66 days to build a habit. What habit, if you worked to develop it, would supercharge your productivity? \(\text{(refer to page 57)}\)

5. In A Balanced Life (chapter 7), the authors write, “In your effort to attend to all things, everything gets shortchanged and nothing gets its due.” Have you had this experience in your own life, and what are some actionable solutions you’ve found? \(\text{(refer to page 75)}\)

6. The book says that the question of balance is really a question of priority. What kinds of priorities – in work or life – are worth going out of balance for? For how long?
7. The book states in *chapter 9*, “No one knows their ultimate ceiling for achievement, so worrying about it is a waste of time.” What are some common limiting beliefs we see every day? What are some of your limiting beliefs? *(refer to page 86)*

8. What is the Focusing Question? Why were the authors so specific in their wording?

9. What are the seven buckets in your life? *(reference figure 16 on page 114)*

10. In the chapter on the *Success Habit (chapter 11)*, the authors tell us, “Happiness happens on the way to fulfillment.” How does purpose help you achieve fulfillment? *(refer to page 142)*

11. Which parts of your day are most important to you? How do you currently block time for those areas?

12. *Chapter 16* reads, “Most assume mastery is an end result, but at its core, mastery is a way of thinking, a way of acting, and a journey you experience.” What does this statement mean to you? *(refer to page 176)*

13. Let’s look at figure 31 on pages 180-181. What areas of your life do you approach entrepreneurially? Purposefully? How different are the results?

14. Take a few moments to recall the Four Thieves of productivity that the authors discuss in *chapter 17*. Which thief resonates the most with your own life, and how does it affect your productivity? Have you found ways to navigate around it?

15. What does living a life of no regret mean to you?

16. In *The Journey (chapter 18)*, the authors write, “Put yourself together, and your world falls into place. When you bring purpose to your life, know your priorities, and achieve high productivity on the priority that matters most every day, your life makes sense and the extraordinary becomes possible.” Let’s discuss. *(refer to page 216)*

17. How are you going to incorporate the principles of *The ONE Thing* into your life?
ENGAGE FURTHER WITH THE BOOK

1. Draw out your dominoes: What is the first thing you need to knock over to set great things into motion in your life? For example, to achieve peak physical health, your first domino is to get proper sleep, then eat well, and finally, exercise regularly.

2. Keep a log on how you spend your time during the day, noting your energy levels throughout the day as well. Discuss your aha’s.

3. Start a new habit. Print out the 66-Day Calendar from the Tools and Forms section of the Resources tab on the1thing.com, and challenge yourself to make a positive change in your life.

4. Revisit pages 162-170 in the book. Time block the following on your own calendar: 1. Time block your time off, 2. Time block your ONE Thing, 3. Time block your planning time.