



Quitter

Closing the Gap Between Your Day Job & Your Dream Job

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Have you ever felt caught between the tension of a day job and a dream job? That gap between what you have to do and what you'd love to do? All too often, we hear that dreaming big means you quit your day job, sell everything you own, and move to Guam. But what if there were a different way? What if you could blow up your dream without blowing up your life? What if you could go for broke without going broke? What if you could start today? What if you already have everything you need to begin?

From figuring out what your dream is to quitting in a way that exponentially increases your chance of success, *Quitter* is full of inspiring stories and actionable advice. This book is based on 12 years of cubicle living and my true story of cultivating a dream job that changed my life and the world in the process. It's time to close the gap between your day job and your dream job. It's time to be a Quitter.

My Synopsis:

This book was my first introduction to Jon as an author. As a fellow entrepreneur, I related to his experience and frustration of being stuck in a cubicle helping to build someone else's dream, but not my own. While this book provides insights and experiential learning as a way to become a 'Quitter', I don't think I've followed it completely, but it has definitely had a positive effect on my entrepreneurial journey. Ironically enough, his next book following up this one was called 'Start'.

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- p.2 I hated doing something I loved outside of work, feeling alive and engaged, only to have it all disappear the moment I walked through the door of my day job.
- p.5 We started seeing motion as a sign of success and transition as a sign of progress.
- p.10 When you chase your dream, you need the support of your partner.
- p.12 We never want to see the worm in the apple we think is so shiny and delicious.
- p.18 ...dreams always make people nervous...dreams tend to challenge the status quo.
- p.22 Discipline and focus are contagious and they tend to spread their benefits around.
- p.36 When life gets full, it's a shame that your dream is one of the first things to get lost in the fray.
- p.37 The more we develop the muscle of doubt, the stronger it becomes.
- p.39 We are embarrassed to have big, unruly something and would much rather go with the flow.
- p.40 What have I done in my life that I loved doing?
- p.43 Sometimes we think we need a massive eureka moment to come to grips with who we want to be and what we want to do. We wait for the lightning strike that will completely redefine our lives and give us clear direction. But the truth is, the greatest impact tends to come from hinge moments.
- p.48 Time shifts when you're doing something you love.
- p.48 What would you do even if no one ever told you they loved it?
- p.49 Don't confuse a hinge moment with a happy moment.
- p.53 Anyone can dream, it's the doing that is such a hassle.
- p.56 Every dream has risk associated with it.
- p.57 But when the risks of chasing a dream show up and we allow fear to ride in on their coattails, we often make some really horrible decisions.
- p.58 How you perceive them (risks) will largely determine how successful you are at overcoming them.
- p.60 When you look at risk through a telescope, you're able to create a safe distance between your dream and your fears.
- p.62 90% perfect and shared with the world always changes more lives than 100% perfect and stuck in your head.
- p.62 The things you create and share will always out-perform the things that stay stuck in your head.
- p.62 The business that is open will always outsell the business that is closed.
- p.63 We never think perfect is impossible.
- p.67 ...no one else can convince us like we can convince us.
- p.70 We're afraid of finding out what we're really made of so instead we end up making no decision because neutral is safe.
- p.74 Stop focusing on the amount of time you have and start focusing on the amount of tasks that really matter.
- p.76 Get control of your finances if you really want the freedom to pursue your dream well.
- p.82 We always assume that more free time will equal more productivity but often that isn't true.
- p.94 If you're ailing in one portion of your life, it tends to infect the other portions.

- p.98 There's a wild amount of self-confidence needed to successfully chase a dream, and it's easy for that to mutate into pride and arrogance.
- p.120 The most successful people in the world often didn't start with a detailed plan.
- p.121 If plans guaranteed success, we would all plan to have it much earlier in life.
- p.124 Unexpected obstacles will arrive. And while your passion will remain the same, your plan has to be flexible enough to accommodate them.
- p.125 Your passion will always fuel your plan.
- p.132 It's harder to take risks when people are watching you.
- p.142 Our desire to complicate it is all too often just a cover for laziness or fear.
- p.143 Hustle is doing the things you don't enjoy sometimes to earn the right to do the things you love.
- p. 146 There's a great sense of joy that comes from accomplishing something that moves you closer to your dream job.
- p.149 The reality is that when you get busy doing the things that matter to you, you actually have more time to do the things you love and less time to do the things you like.
- p.152 The more you practice your dream, the better you get at your dream.
- p.153 If it were easy to execute a dream, everyone would do it and your dream wouldn't be so spectacular.
- p.162 Competition is a great motivator but a horrible measurement.
- p.167 You can't use analytics to figure out the message. – Seth Godin
- p.173 More dreamers fail in success than they do in failure.
- p.174 Over-confident leaders and experts have the dangerous ability to create disaster. – Malcolm Gladwell
- p.179 Don't let the dream you're chasing blind you to the life you already have.
- p.179 Success will tell you that your enough is not enough, and it will keep you on a treadmill of your own design, but a treadmill nonetheless.
- p.179 We often never reach enough when we chase it; you are guaranteed to get enough when you define it.
- p.181 No one sets out to kill their dream through exhaustion.
- p.182 I didn't have many deep heart friends because I didn't invest in relationships.
- p.182 Relationships take time and if you don't feed them, they tend to die.
- p.183 Hustle impacts every other aspect of your life in a positive way as you learn to prioritize the things that matter.
- p.183 Don't accept burnout as the price or definition of success.
- p.186 If you chase your dream the wrong way and get lost in the land of later, you will lose relationships.
- p.189 Squeeze too tightly and you choke your dream.
- p.190 Sharing your dream doesn't mean being stupid with it.
- p.193 Saying yes to the wrong thing ultimately takes you one step away from doing what you really want to do.
- p.195 Don't erase all the good work you've done in the name of insignificant success.
- p.195 If I say yes to this opportunity and am successful at it, what will be the long-term outcome?
- p.216 Dreaming works best as a team sport.
- p.223 Think ahead to what you're planning to do and make some rules then.
- p.228 Don't accept the lie that work has to be miserable and dreams are for other people.
- p.236 'My job just funds the rest of my life' is no way to go through life.
- p.238 Regardless of your dreams, there are going to be hard moments.
- p.238 The least of things with a meaning is worth more in life than the greatest of things without it. – Carl Jung
- p.239 Start where you are. Start with what you have. Start today.