

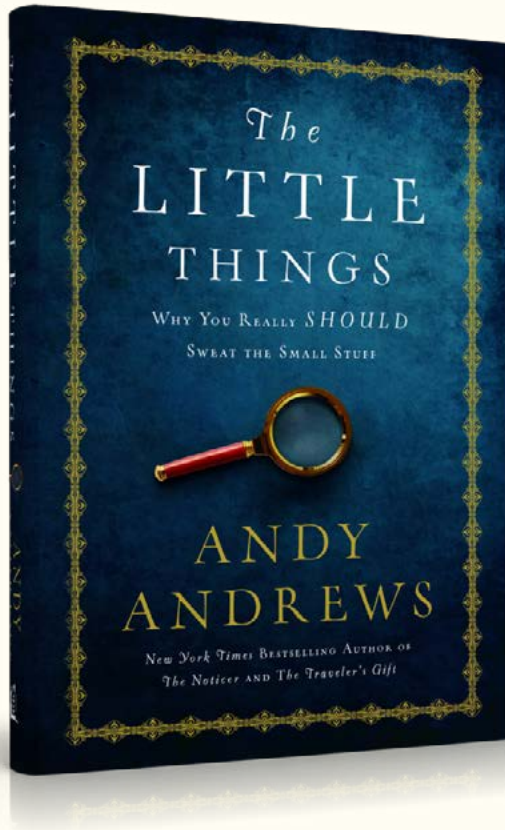
FINDING



HOW *to* BE YOUR BEST,
EVEN *in* TOUGH TIMES

ANDY ANDREWS
New York Times Best Selling Author

INTRODUCING THE NEWEST BOOK FROM *NEW YORK TIMES*
BESTSELLING AUTHOR ANDY ANDREWS



The
**LITTLE
THINGS**

WHY YOU REALLY *SHOULD*
SWEAT THE SMALL STUFF

COMING MARCH 7, 2017

Conventional wisdom says we should spend our time and energy focusing on the “big picture.” But what if history proves that it’s actually the little things...that change everything?

The Little Things is Andy Andrews’ manual for leaders who want to challenge the status quo and achieve the extraordinary.

- If you are looking for the tipping point—this is it.
- If you are looking for the proverbial “kick in the pants”—this is it.
- If you are looking for that one moment in time where everything changed—this is it.

Never was there a more urgent time to stop making big things little things and little things big things. This book will magically teach you the difference.

[Click Here to Pre-Order Your Copy Today!](#)

INTRODUCTION

Stop for a moment and think of the happiest people you know. Picture their faces in your mind's eye.

They're probably smiling, laughing, or cheerfully greeting you.

They're the people who always seem to be in a good mood—no matter what!

Have you ever taken the time to consider exactly what it is about these particular people that makes them so easy to be around?

What's their secret?

Were they born that way? Are they lucky? Are they in denial?

It's actually none of these things.

The secret comes from deep inside of them. It's something they've honed through years of practice and patience. It's something every single one of us can learn and develop.



*Why is this secret
so important?*

Well, it's very obvious that individuals, entrepreneurs, and corporations that do the right thing steadily prosper.

But how do you authentically and consistently do the right thing, without any ulterior motive?

Here's the secret: The people you enjoy being around? The happiest people you know? It's not necessarily their smiling faces to which you're drawn. No, it's something else entirely.

These people have discovered that the secret to a more satisfied and fulfilling life on every level is **to create joy for other people.**

When you are joyful, you will be more effective with your family and friends.



*You will be more effective in your
business or career:*



**ATTRACTING
NEW CLIENTS**



**KEEPING YOUR
CURRENT CLIENTS**



**CREATING POWERFUL
WORD OF MOUTH**

Now, there's one caveat: Before you can create joy...you must capture a bit of your own!

Makes sense, right? It's almost impossible for a miserable person to spread joy. Sure, he can create joy when he leaves a room...and everyone celebrates—ha! But all joking aside, a miserable person can't spread what he doesn't have.

What if I told you that I wanted to spread the sound of my glorious singing voice around the world? If you've ever heard me sing, you would know that goal is pretty far-fetched. I can't spread the sound of my glorious voice around the world because I don't have one.

**You must have joy before you can
spread it. And before you can
have it...you need to
know what it is.**



JOY IS NOT THE SAME AS HAPPINESS

When I talk to people about joy, most of them unconsciously think of happiness, just like we did a few moments ago. But there's a big difference between happiness and joy.

Happiness is external, which means:

- It's based on situations, events, people, places, and things beyond your control.
- It can be present (or disappear) based totally on *someone else's* mood or actions.
- It comes and goes. It's based on transitory thought.
- It's often future-oriented, an impossible-to-reach projection that remains just out of reach. *I'll be happy when... I meet the right person... I get that promotion... I retire.*
- It can be connected to a moment...or not, based on our expectations.

Happiness is like the Loch Ness Monster. People say they've seen it. They swear they've experienced its presence. Yet it's somewhat mythical because you can never get your hands around it. And even if you did, you could never hold on to it forever. It's no wonder our lives seem to be a continuous journey to find happiness.

JOY IS INTERNAL

Now, joy? Joy is internal. It has a much larger, longer-reaching arch. Joy not only lasts, it becomes a part of you. It is consistent because it's cultivated inside of us.

Joy comes when you accept who you are, why you are, how you are, and who you are in the process of becoming.

When Polly and I bought a house, we were happy. When Hurricane Ivan destroyed that house, we were sad. Then we built another house and we were happy again.

That happiness came and went. It depended on external events and things. Joy, on the other hand, remained constant. Even through the confusion and the sadness of losing our house, my family was still able to experience joy because we understood that we lost our house, we didn't lose our home.

Our home was and is who we are, what we're about as a family, how we react to each other, and who we are in the process of becoming.

Curiously, there are two words that, when combined, create a powerful definition of joy, making it much easier to spread to others.

1. PEACE: *Free from crippling distress; In a state of friendliness with the world.*

2. GOOD-NATURED: *Friendly, generous, helpful, warmhearted.*

A joyful person aspires to be peaceful and good-natured. It's in this spirit of joy that we're able to transcend the ups and downs of the day, even when other people are struggling.

Living in this spirit of joy, how will we act? How will the rest of the world see us?

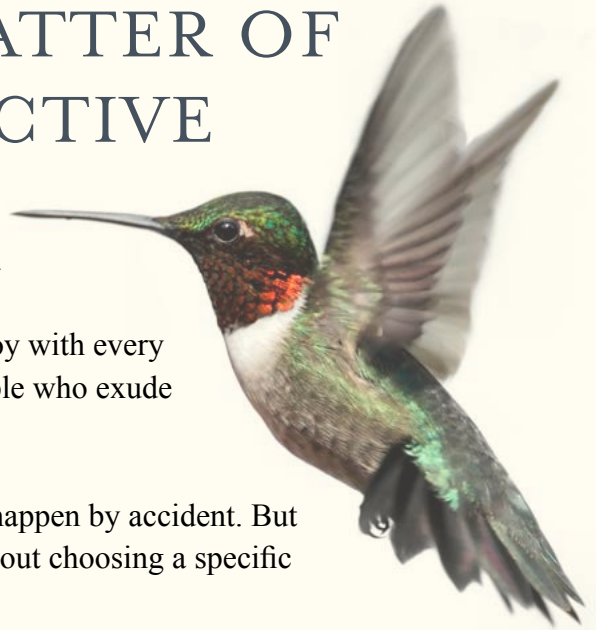
We will become the people everyone else wants to be around. We will be the ones they look to for hope, for certainty, for leadership.

JOY IS A MATTER OF PERSPECTIVE

Just like hummingbirds are drawn to flowers, people are drawn to joy. Joy is your love net.

People want to be around people who choose joy with every part of their lives. They want to be around people who exude peace and good-nature.

Since happiness is more in the moment, it can happen by accident. But nobody will get to a consistent state of joy without choosing a specific perspective.



I've always been in awe of Anne Frank because of the way she chose to think. There's a line in her famous diary that says,

“I don't think of all the misery, I think of the beauty that still remains.”

That's an incredibly mature perspective and powerful choice. Think about everything she was going through when she wrote those words. It would have been impossible for her to ignore the misery, wouldn't it? And yet, if you read her diary, you'll see she found much that was beautiful—especially in how people treated each other and in her connection with God.

Even in adversity, in tragedy, in as bad as it can get, we can choose joy.

A Note on Adversity:

We all face adversity, whether we're in the middle of it at the moment or not. It's normal. We're all either in a crisis, coming out of a crisis, or headed for a crisis. That's just part of being with us on this planet. Adversity is inevitable, but you can still confidently plan for and prepare to live a life of joy.



JOY IS A CHOICE

*In just
about
any situation,
you find what
you're looking
for.*

When my sons, Austin and Adam, were younger, they were acting a bit whiny on the way to school one morning. I quickly devised a way to shift their perspective and turn things around.

“Guys,” I said, “Very quickly, look around and tell me everything you see that’s red.”

“But why...” they started.

“C’mon! Quickly!” I insisted. “Adam, what red things do you see? Austin, what’s red around here?”

They began looking out the windows as we continued down the road.

“That stop sign’s red,” Austin said.

“The letters on the grocery store,” Adam added.

“Anything else?” I asked. “Hurry up, look!”

“Those flowers, that car over there, that mailbox,” they continued.

“Okay,” I said, “now I want you both to close your eyes. Got them closed?”

“We do.”

“Keep them closed...”

Now, I want you to tell me everything we passed...that was bright yellow.”

“Do what?” they both asked.

“Eyes closed! What was bright yellow?” I asked again.

For a moment, there was silence. Then, the beginnings of an excuse. “Well, dad, we—”

“Alright,” I interrupted. “Open your eyes and listen to me very carefully. A couple of minutes ago we passed two yellow school buses. We passed *Sam’s Stop & Shop* with the big yellow sombrero on top. We passed the Shell station with the big yellow sign. We passed several yellow cars. In fact, there are yellow lines every 20 feet on this road.”

“We passed yellow stuff like crazy!” I continued. “It was there, but you did not even notice it...because you weren’t looking for it. You were looking for red, and that’s the only thing you saw. So, you guys, here’s the deal: you can look up in the sky, and if you’re looking for rain clouds you will see them...but if you’re looking for the sunshine, you can spot that, too.”

Joy is internal. It’s always a matter of perspective. It must be chosen. And because it can be chosen, it can also be planned.

JOY IS A DAILY PRACTICE

If you want to live in the true spirit of joy, there are three daily practices you can immediately incorporate into your life.

1. FORGIVENESS

For a long time, I thought forgiveness was like a knighthood. It was something I would bestow upon some lucky person who begged me for it. Preferably on their knees. Tears would have been considered a plus.

However, after researching the topic for almost 30 years, I still can't find a single expert or book (including the Bible) that says the person being forgiven has to ask for it, deserve it, or even be aware they are being forgiven!

So, if you're lying awake angry at night, obsessing over someone who upset you, and thinking about what you *wish* you'd said back to them (while that person is probably sleeping peacefully across town) what can you do? It's your life that's being disrupted, not theirs. They're likely not thinking about you...



Forgiveness is the reset button for your mind and heart. You can press it any time, as often as you wish.

Know this: Forgiveness is a decision, not an emotion. When you treat forgiveness like an emotion, it will drag you around like a dog on a leash.

Remember Psychology 101? There, we learned that emotions follow decisions. You can decide to forgive someone while still feeling angry or hurt by their actions. The *decision* leads the *emotions*, not the other way around.

Yes, we may have to make the decision again. We might have to make the decision six or seven times, perhaps even seven times seventy times. But sooner rather than later, our emotions follow our decisions. That's one more reason to make good ones!

BUT BEFORE YOU FORGIVE ANYONE, DO THIS...

While you may already be formulating a mile-long list of people you wish to forgive (whether or not they have asked for forgiveness, deserve it, or are even aware of it), the most important person you need to forgive first is yourself. It starts with you.

People avoid those in whom they sense conflict and bitterness. They don't always know what they're sensing, but I'll tell you this: they don't do business with it. They don't stay married to it. They don't recommend it to their friends.

When you're bitter are you filled with joy? No.

When you're bitter are you able to spread joy to others? No.

Perhaps you need to examine what you need to forgive in yourself. If you don't, your effectiveness as a spouse, parent, friend, or leader will suffer.

Forgiveness is a daily practice. If you get stuck, return to these words from *The Seven Decisions*:

Forgive Yourself.

Your family's not mad at you.

Your friends aren't mad at you. I'm not mad at you.

God's not mad at you.

You don't need to be mad at you either. Let it go.

Forgive yourself and begin again.

Forgiveness opens your heart to receiving joy so that you can become more of who you are meant to be and share what you have with others.

2. GRATITUDE

Remember the people from earlier? The ones who are so easy to be around?

The people whose company we enjoy the most have one huge thing in common:

They possess a grateful heart.

We are drawn to them and, for our own sakes, we must join them!

Gratitude can transform every day into Thanksgiving. It can change ordinary opportunities into life-changing blessings—especially when you make a conscious effort to be grateful for things that society has conditioned us to see as problems.

Think about that for a second. Why do most people do the things they do in the first place? Usually, it's because that's the way they've always seen those things done. They've been conditioned.

And that's why it doesn't feel natural to choose a grateful perspective. To choose to smile on the way to work. To choose to say, "Hello!" to a passerby. To choose to be thankful for the multitude of problems life throws our way.

Perspective will show us there is something for which we can be grateful, even in our problems, challenges, and difficulties. That particular way of thinking not only changes how others feel about us, it literally changes how we feel...period!

FAST ACTION

Let's take an immediate action to awaken your grateful heart.

On the next page, make a list of 10 things for which you are grateful.

Here's the twist: Half of the list must be comprised of problems for which you can identify a grateful perspective. They can be big problems or little problems.

First, write down the problem, then list the benefits that problem provides. Here are a few to get you started.

I AM GRATEFUL FOR...

1. Everything that needs to be fixed at home, or is wrong with my house.

My family has a roof over our heads. We have a house! Not everyone does.

2. That loud alarm clock that goes off before daylight most mornings.

If I can hear it, it means I'm still alive.

3.

4.

5.

6.

7.

8.

9.

10.

Gratitude is the number one vehicle for spreading joy. In a world where very few people get acknowledged or thanked, you can lighten the load of another person by verbally expressing gratitude, giving them a greater sense of purpose and the certainty that what they do really matters.

When you see the look of appreciation on someone's face, how can you not feel joy for being in the right place and doing the right thing?

3. QUIET TIME

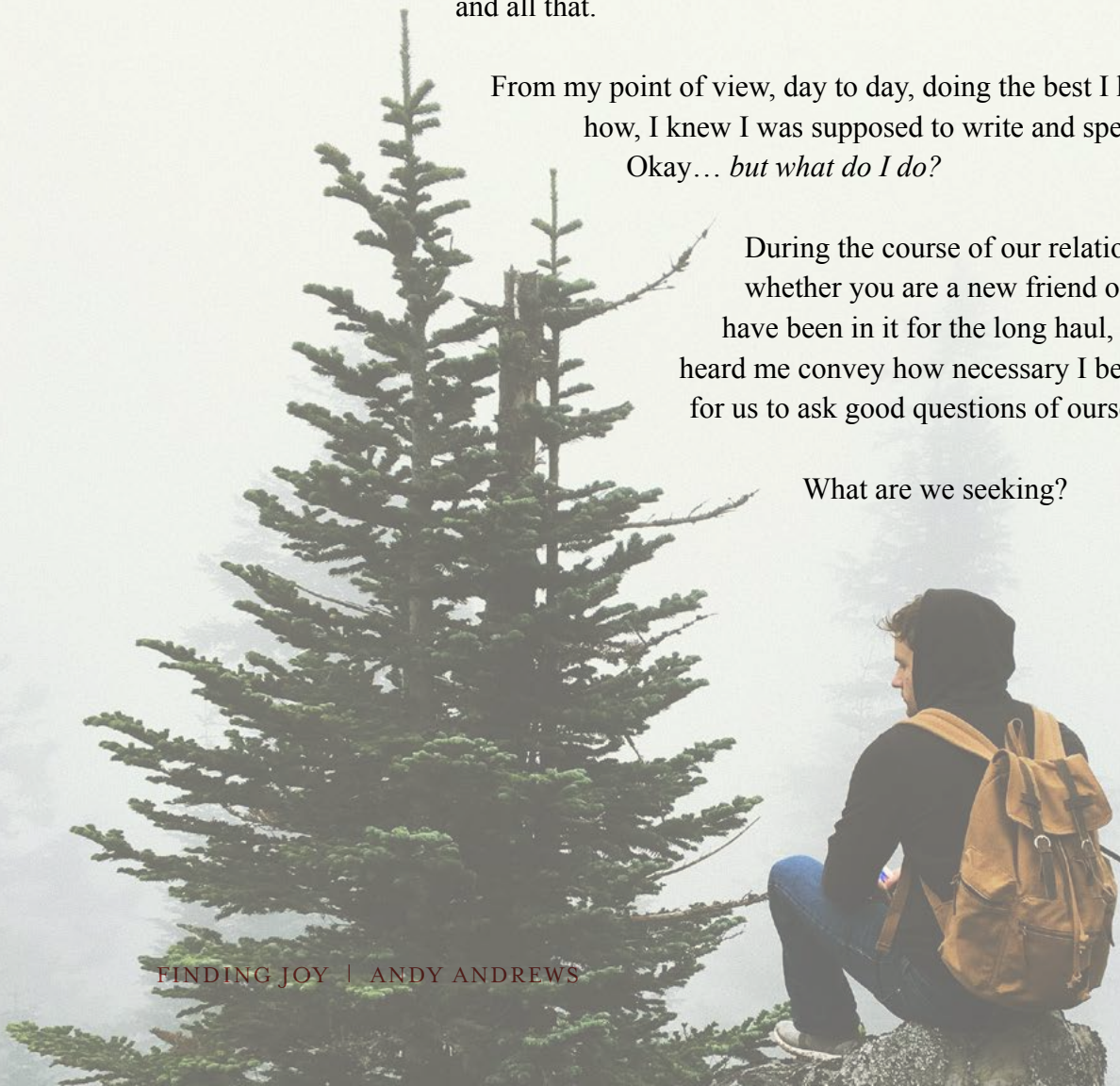
The most overlooked activity on the planet is spending time alone. And I don't mean alone with your phone. I'm talking about quiet time where it's just you and your thoughts.

A few years ago, I was caught in a loop, wondering just what the heck I was supposed to be doing. Isn't that an odd thing to admit? Really! As adults, aren't we supposed to have a handle on everything? Confident, chest out, chin up, follow me, and all that.

From my point of view, day to day, doing the best I knew how, I knew I was supposed to write and speak.
Okay... but what do I do?

During the course of our relationship, whether you are a new friend of mine or have been in it for the long haul, you've heard me convey how necessary I believe it is for us to ask good questions of ourselves.

What are we seeking?



What do our actions indicate we are seeking?

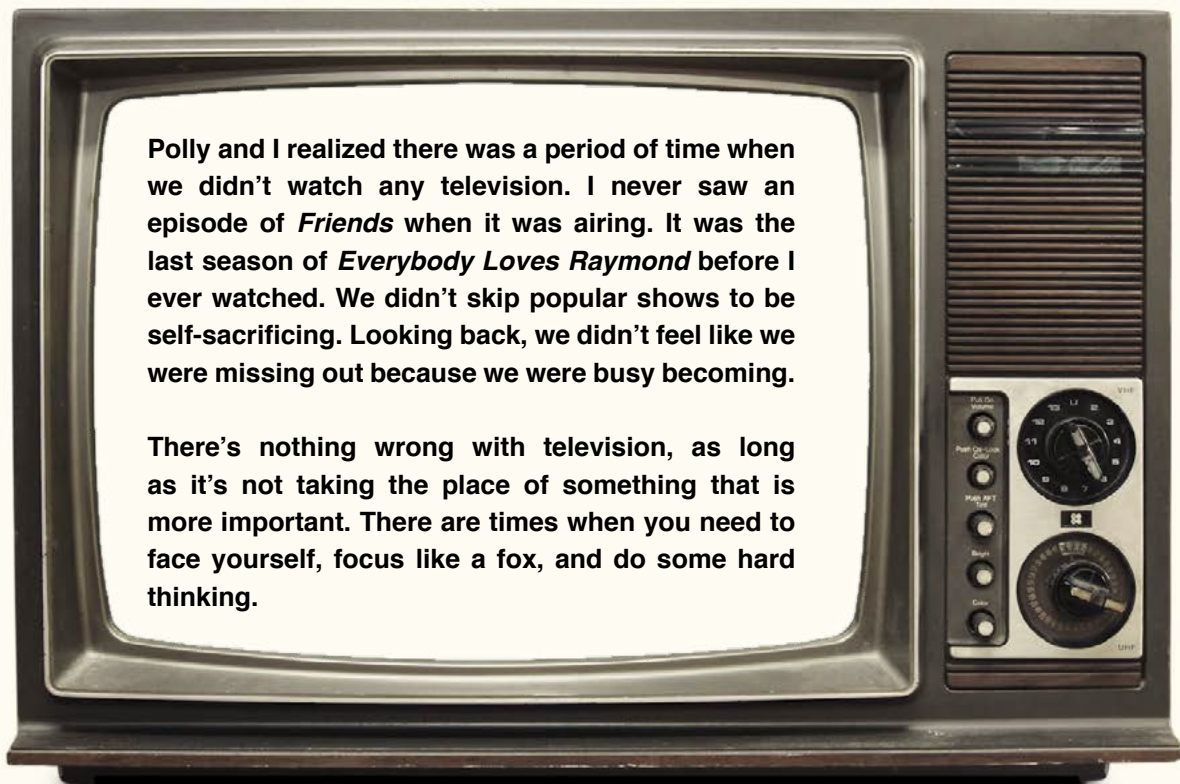
What difference are we making?

Fiction or non-fiction? How much should I sleep? Should I ever just play?

The questions were endless. I finally had to stop and develop what I consider a more realistic view of time and its value to my business and to my life. Very few of us master the use of time, and we certainly don't control it. For the most part, we feel beaten by it.

People will say they don't have five minutes to themselves. I want to acknowledge that you *do* have more time available to you than you think you do. Though you may think you don't have five minutes to yourself, I'd be willing to bet you could actually find twenty... if you make a few small changes.

What can you put aside that would free up time for you to focus and dial in on what is most critical? The most obvious example (besides putting down your phone) would be television. How much joy is Netflix really bringing into your life?



Polly and I realized there was a period of time when we didn't watch any television. I never saw an episode of *Friends* when it was airing. It was the last season of *Everybody Loves Raymond* before I ever watched. We didn't skip popular shows to be self-sacrificing. Looking back, we didn't feel like we were missing out because we were busy becoming.

There's nothing wrong with television, as long as it's not taking the place of something that is more important. There are times when you need to face yourself, focus like a fox, and do some hard thinking.

How can you be of more value to yourself, your family, and your clients?

Whom do you need to forgive?

What can you be grateful for in this moment?

What is this adversity teaching you?

How can you be a shining example of peace and good-nature?

I encourage you to take some quiet time right now, after reading this eBook. Give yourself this gift. It may only be 10 minutes, but if anything written on these pages sparks something in you, think about how you can take action. Wouldn't you agree this type of reflection is truly time well spent?

You will find unbelievable joy when your life is pointed in the right direction. These little things—forgiveness, gratitude, quiet time alone to contemplate—they give you steerage.

And you will find, when you are experiencing and spreading joy, you will be like a leading edge of a flood, bringing along people who go willingly in your wake, also with their lives now pointed in the right direction. All because of one thing—your decision to choose joy.



Hailed by a *New York Times* reporter as “someone who has quietly become one of the most influential people in America,” Andy Andrews is a bestselling novelist, speaker, and consultant for the world’s most successful teams, largest corporations, and fastest growing organizations. He also personally coaches individuals and small business owners to become Unshakeable Entrepreneurs at AndyAndrews.com. He has spoken at the request of four different United States presidents and recently addressed members of congress and their spouses. Zig Ziglar said, “Andy Andrews is the best speaker I have ever seen.” Andy is the author of the *New York Times* bestsellers *The Traveler’s Gift*, *The Noticer*, and *How Do You Kill 11 Million People?* He lives in Orange Beach, Alabama, with his wife, Polly, and their two sons.

**FOR MORE LIFE-CHANGING RESOURCES FROM ANDY,
VISIT AndyAndrews.com.**

©2017 Andy Andrews