

I know a lot of below average people who make damn good money because they aren't insecure. And I know a lot of brilliant people who can't make ends meet because they don't have any confidence in themselves or the market or the future.

The fact: Reading and studying is easy. It's comfortable. It feels good. Getting out and doing it is hard. It's scary. It is uncomfortable.

Succeeding at virtually anything isn't straight forward. Life is complicated. Decisions are complex. Your journey will be nothing like those before you. The problems and obstacles are different. Reading and studying doesn't make you better at making those complex decisions.

In life you'll run into so many armchair quarterbacks. People who speak in absolutes and with such confidence but have never gotten out and made anything happen. It takes a whole new level of courage to start that business or buy that building.

These armchair quarterbacks are the ones who wrote your textbooks and graded your papers and taught you how to think about life and business. The truth: The game isn't that hard. Its a series of easy decisions, but with a lot of anxiety and fear attached to the best one. Play it long enough, work hard, delay gratification and you'll win.

Why?

Most of the smartest people in our world get in their own damn heads so deep they talk themselves out of anything. Too risky. Too hard. Too many competitors. Whatever. They do too much thinking and they become the ultimate pessimist. Too intelligent for their own good.

I'm lucky I wasn't born with money or to a super successful family. Because I get to experience the pride that comes with going out and making it happen for myself. Nothing feels better than making something from nothing.

Embrace the struggle. Embrace the uncertainty. And go out and get what you want!!!

My question for you...Do you want to sound smart or do you want to make money and be successful? You can't do both. Failure is a part of the game. Looking like an idiot is part of the game. Who gives a shit what people think!!!

We've been told our entire lives that the smartest people who follow the rules will be the most successful. That is the biggest lie ever told.

Do something simple. Do something proven. Do something other people are already doing. Find the dumb rich people and go compete with them. Just do it a little bit better. It's the best way to win in the long run.

### The Man In The Arena

"It is not the critic who counts; not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and blood; who strives valiantly; who errs, who comes short again and again, because there is no effort without error and shortcoming; but who does actually strive to do the deeds; who knows great enthusiasms, the great devotions; who spends himself in a worthy cause; who at the best knows in the end the triumph of high achievement, and who at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who neither know victory nor defeat." — Theodore Roosevelt