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Essentialism:

The Disciplined

Pursuit of Less

| Greg McKeown

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Essentialism:

The Disciplined

Pursuit of Less

by Greg McKeown

? Book Summary

*ESSENTIALISM* by

*Page 6/116*

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Greg McKeown /

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Message*

*ESSENTIALISM*

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## **Essentialism**

Greg McKeown –  
Essentialism:

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Pursuit of Less

| Freedom Pact

Podcast #138

Essentialism:

the disciplined  
pursuit of less

| A Definition,

Crash Course,

and Book Review

Greg McKeown



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your life Daniel*

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That Changes

Everything *Why*  
*You Should Move*  
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[Essentialism:

*Page 13/116*

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The Disciplined  
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**Essentialism The  
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By forcing us to  
apply more  
selective  
criteria for  
what is  
Essential, the  
disciplined  
pursuit of less  
empowers us to

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reclaim control  
of our own  
choices about  
where to spend  
our precious  
time and  
energy—instead  
of giving others  
the implicit  
permission to  
choose for us.  
Essentialism is  
not one more  
thing—it's a

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whole new way of  
doing  
everything.

## Essentialism: The Disciplined Pursuit Of Less

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McKeown ...**

Essentialism  
isn't one more  
thing; it is a  
different way of  
doing  
everything. It



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is a discipline  
you apply  
constantly,  
effortlessly.

Essentialism is  
a mindset; a way  
of life. It is  
an idea whose  
time has come.

**Essentialism -  
The Disciplined  
Pursuit of Less  
by Greg McKeown**

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Essentialism is more than a time-management strategy or a productivity technique. It is a systematic discipline for discerning what is absolutely essential, then eliminating everything that is not, so we

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can make the  
highest possible  
contribution  
toward the  
things that  
really matter.

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Pursuit of Less  
by Greg ...**

Essentialism is  
author Greg  
McKeown's

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manifesto for  
the disciplined  
pursuit of less  
(but better).

The nutshell  
catch phrase of  
the book is "if  
it's not a hell  
yes, it's a no.

**Essentialism:  
The Disciplined  
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by Greg McKeown**

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- A List of ...**

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## Essentialism

shows a new way  
of thinking  
about

productivity and  
life through the  
lens of the

“Essentialist”,

who

distinguishes

the vital few

from the trivial

many, eliminates

the

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nonessentialism,  
and removes  
obstacles. “If  
you don’t  
prioritize your  
life, someone  
else will.”

Excerpt from  
“Essentialism:  
The Disciplined  
Pursuit of Less”

**Book review:**

**Essentialism:**

*Page 24/116*



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## **The Disciplined Pursuit of Less**

In *Essentialism, The Disciplined Pursuit Of Less*,  
Greg McKeown  
draws on  
experience and  
insight from  
working with the  
leaders of the  
most innovative  
companies in the  
world to show  
how to achieve

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pursuit of less.  
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to seeing you!

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January 11th @  
5:30 pm - 7:00  
pm EST.

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**HAYVN Book**

**Group:**  
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**The Disciplined**

**Pursuit of ...**

Essentialism is the discipline of continuously defining where we can create the most value, then finding ways to execute most

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effortlessly.

Essentialism is fundamentally about designing and taking control of your life. The same amount of energy, when directed purposefully, can bring you much closer to your goal.

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Essentialism

**Book Summary -  
The Disciplined  
Essentialism:  
Pursuit Of Less**

**Pursuit of Less**

In Essentialism,  
Greg McKeown,  
CEO of a

Leadership and  
Strategy agency  
in Silicon

Valley who has  
run courses at  
Apple, Google

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and Facebook,  
shows you how to  
achieve what he  
calls the  
disciplined  
pursuit of less.  
Being an  
Essentialist is  
about a  
disciplined way  
of thinking.

**Essentialism:  
The Disciplined**

*Page 30/116*

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**Pursuit of Less:**

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Tarkenton,

recently  
recommended a  
book called  
Essentialism:  
The Disciplined  
Pursuit of Less,  
by Greg McKeown.

I thought  
Essentialism  
sounded like a

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disease you get  
in your  
mid-40's.

## **The Disciplined Pursuit of Less - The Good Men Project**

By forcing us to  
apply a more  
selective  
criteria for  
what is  
Essential, the



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disciplined  
The Disciplined  
Pursuit Of Less  
pursuit of less  
empowers us to  
reclaim control  
of our own  
choices about  
where to spend  
our precious  
time and energy  
- instead of  
giving others  
the implicit  
permission to  
choose for us.

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Essentialism

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**Essentialism:**

**The Disciplined**

**Pursuit of Less**

...

The basic proposition of Essentialism is that “only once you give yourself permission to stop trying to

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do it all, to  
stop saying yes  
to everyone, can  
you make your  
highest  
contribution  
towards the  
things that  
really matter.”  
Essentialism is  
not simply a  
matter of saying  
“no” more often,  
or honing your

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time management  
skills.

**Essentialism:  
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**McKeown ...**

Essentialism:  
The Disciplined  
Pursuit of Less  
offers a manual  
that helps  
listeners  
intentionally

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and ultimately  
focus on a very  
few priorities  
in their lives  
that are really  
meaningful and  
remove those  
that are  
nonessential. We  
all continue  
saying yes to  
more  
opportunities  
and projects

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that come our way, even though we are not sure any of them are important or essential to our lives, and we are already overcommitted to deadlines and projects that may in fact be nonessentials.

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**Essentialism:**

**The Disciplined  
Pursuit of Less,  
by Greg ...**

Essentialism is  
a movement whose  
time has come.

Praise For

Essentialism:

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Pursuit of Less

... “ Essentialism  
will give you  
richer, sweeter

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results and put  
you in real  
control, giving  
greater  
precision to the  
pursuit of what  
truly matters.”  
—Forbes

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clear, smooth

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passage. In other words, Essentialism is a disciplined, systematic approach for determining where our highest point of contribution lies, then making execution of those things almost

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effortless. The  
Model  
Nonessentialist  
Essentialist  
Thinks

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In this  
interview, Greg  
Mckeown  
discusses  
essentialism and  
The Disciplined

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Pursuit Of Less  
Greg's thoughts  
of "Anything is  
possible for  
anybody" Finding  
his Purpose  
after Law School  
Greg's views  
on...

"Have you ever  
found yourself

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Essentialism  
The Disciplined  
Pursuit Of Less

stretched too  
thin? Do you  
simultaneously  
feel overworked  
and  
underutilized?  
Are you often  
busy but not  
productive? Do  
you feel your  
time is  
constantly being  
hijacked by  
other people's

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agendas? If you answered yes to any of these questions, the way out is the way of the Essentialist. Essentialism isn't about getting more done in less time. It's about getting only the right things

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done. Only once  
we discern what  
is absolutely  
essential and  
eliminate  
everything else  
can we make our  
highest possible  
contribution  
toward things  
that truly  
matter. By  
forcing us to  
apply more

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### Essentialism

criteria for  
where to spend  
our precious

time and energy,  
the disciplined  
pursuit of less  
empowers us to  
reclaim control  
of our own  
choices, instead  
of giving others  
the implicit  
permission to

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choose for us.

Essentialism is  
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thing to do.

It's a whole new  
way of doing  
less, but  
better, in every  
area of our  
lives"--Back  
cover.

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Essentialism  
isn't about  
getting more  
done in less  
time. It's about  
getting only the  
right things  
done. "A timely,  
essential read  
for anyone who  
feels

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overcommitted,  
overloaded, or o  
verworked.”—Adam  
Grant Have you

ever: • found  
yourself  
stretched too  
thin? •  
simultaneously  
felt overworked  
and  
underutilized? •  
felt busy but  
not productive?

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• felt like your time is constantly being hijacked by other people's agendas? If you answered yes to any of these, the way out is the Way of the Essentialist. Essentialism is more than a time-

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strategy or a  
productivity  
technique. It is  
a systematic  
discipline for  
discerning what  
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essential, then  
eliminating  
everything that  
is not, so we  
can make the  
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empowers us to  
reclaim control  
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our precious  
time and  
energy—instead  
of giving others  
the implicit  
permission to  
choose for us.  
Essentialism is  
not one more  
thing—it's a  
whole new way of  
doing

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Everything. It's about doing less, but better, in every area of our lives.

Essentialism is a movement whose time has come.

Have you ever found yourself struggling with information

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Essentialism  
The Disciplined  
Pursuit Of Less

overload? Have  
you ever felt  
both overworked  
and

underutilised?

Do you ever feel  
busy but not  
productive? If  
you answered yes  
to any of these,  
the way out is  
to become an  
Essentialist. In  
Essentialism,



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Greg McKeown,  
CEO of a  
Leadership and  
Strategy agency  
in Silicon  
Valley who has  
run courses at  
Apple, Google  
and Facebook,  
shows you how to  
achieve what he  
calls the  
disciplined  
pursuit of less.

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Being an Essentialist is about a disciplined way of thinking. It means challenging the core assumption of 'We can have it all' and 'I have to do everything' and replacing it with the pursuit

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of 'the right thing, in the right way, at the right time'.

By applying a more selective criteria for what is essential, the pursuit of less allows us to regain control of our own choices so we

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can channel our  
time, energy and  
effort into  
making the  
highest possible  
contribution  
toward the goals  
and activities  
that matter.

Using the  
experience and  
insight of  
working with the  
leaders of the

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most innovative  
companies and  
organisations in  
the world,

McKeown shows  
you how to put  
Essentialism  
into practice in  
your own life,  
so you too can  
achieve  
something great.

From the New

*Page 61/116*

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empowering guide  
to achieving  
your goals. It  
all starts with  
a simple  
principle: Not  
everything has

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to be so hard.

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"At a time when fear, uncertainty, and our ever-growing

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list of  
responsibilities  
have come to  
feel like much  
too much to  
handle,  
Effortless  
couldn't be  
timelier, or  
more  
necessary."--Eve  
Rodsky, author  
of Fair Play Do  
you ever feel



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like: \* You're teetering right on the edge of burnout? \* You want to make a higher contribution, but lack the energy? \* You're running faster but not moving closer to your goals? \*

Everything is so

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much harder than  
it used to be?  
As high  
achievers, we've  
been conditioned  
to believe that  
the path to  
success is paved  
with relentless  
work. That if we  
want to  
overachieve, we  
have to  
overexert,

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overthink, and  
overdo. That if  
we aren't  
perpetually  
exhausted, we're  
not doing  
enough. But  
lately, working  
hard is more  
exhausting than  
ever. And the  
more depleted we  
get, the more  
effort it takes

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to make progress. Stuck in an endless loop of "Zoom, eat, sleep, repeat," we're often working twice as hard to achieve half as much. Getting ahead doesn't have to be as hard as we make it. No matter

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what challenges  
or obstacles we  
face, there is a  
better way:

instead of  
pushing  
ourselves  
harder, we can  
find an easier  
path. Effortless  
offers  
actionable  
advice for  
making the most

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## essentialism

activities the  
easiest ones, so  
you can achieve  
the results you  
want, without  
burning out.

Effortless  
teaches you how  
to: \* Turn  
tedious tasks  
into enjoyable  
rituals \*  
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solving problems  
before they  
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sustainable pace  
instead of  
powering through  
\* Make one-time  
choices that  
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future decisions  
\* Simplify your  
processes by  
removing

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easier to  
maintain and  
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way. It's the  
smart way. It  
may even be the  
only way. Not  
every hard thing



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we can make it  
easier to do  
more of what  
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The Disciplined Pursuit of Less is a self-help book by Greg McKeown. The book outlines a minimalist approach to tasks and obligations by focusing on truly important goals and

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learning to turn  
down  
opportunities  
that do not  
directly  
contribute to  
meeting those  
goals. The  
modern fixation  
with  
multitasking and  
having it all  
has  
paradoxically

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The Disciplined Pursuit Of Less

resulted in  
accomplished,  
motivated people  
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while neglecting  
their true goals  
because they are  
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refusing any  
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determined to  
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all times."

—Bill Moggridge,  
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Appropriate for  
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changing  
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specifically to  
enhance the ways  
in which teams

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work, play--and  
innovate. Inside  
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to wall  
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rigging Situations--scenarios,  
and layouts for  
sparking creativ

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lessons on

creating spaces

for making,

learning,

imagining, and

connecting

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control of an  
environment.

## The Disciplined Pursuit Of Less

ESSENTIALISM –

Less is More! If you are tired of being bogged down by a sense of unworthiness due to our society's concept of "more is better," then you have come to

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the right place.  
Modern day  
culture has  
become sick with  
materialism and  
most people are  
living in this  
"rat race" which  
we call life.  
Unfortunately,  
this is a game  
which can't be  
won, however  
many others are



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waking up to a  
new way of  
being. Living  
life through  
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book, you will  
discover ways to  
repave your life  
path to where it  
leads you to  
more fulfillment  
and prosperity,  
instead of a

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lack of  
happiness and  
considerable  
feelings of  
failure. Even  
though we are  
taught at an  
early age that  
the things we  
own physically  
do not define  
who we are,  
society totally  
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seem as though  
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that no matter  
how much awesome  
stuff you own,  
you will never

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feel the  
passion,  
success, and  
gratification

you deserve from  
the things that  
take up physical  
room in your  
everyday life.

This is where  
the concept of  
Essentialism  
comes strongly  
into play. As we

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begin to declutter our lives and choose to concentrate on what is most important to us, we become freer to express our true selves and inherent creativity.

Within this book, you will discover - The

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meaning behind  
Essentialism  
The Disciplined  
Pursuit Of Less  
What it takes to  
be an

Essentialist How  
adopting the  
Essentialist  
lifestyle can  
drastically  
change your  
entire life for  
the better  
Guidance for how  
you can begin

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eliminating  
things which  
don't matter How  
to give more  
focus to what is  
truly important  
Use Essentialism  
to transform all  
your  
relationships  
Easy tips of how  
to develop an  
Essentialist  
mindset Your

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real worth in  
this life  
doesn't come  
from your  
belongings, it  
comes from your  
character but  
also how you  
strategically  
play the game of  
life with the  
many  
distractions and  
temptations



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around you. This book will show you how to play to your

strengths! Each day is a new opportunity to become a better you. Why not start today in a way that will change your life for the better, forever.

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## Essentialism

\* Our summary is short, simple and pragmatic.

It allows you to have the essential ideas of a big book in less than 30 minutes. By reading this summary, you will learn how to do better

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limiting  
yourself to  
essential  
activities. You  
will also learn  
: to identify  
the essential  
activities to  
eliminate the  
others; how to  
say "no" with  
elegance; how to  
effortlessly  
perform the

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Essentialism you  
have decided to  
focus on; to  
free yourself  
from side  
commitments to  
focus on what  
really matters.  
If you do a lot  
of different  
activities, you  
may feel  
overwhelmed or  
realize that you

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are never going to finish your ideas. In this context, essentialism can help you. This reference to essentialism is neither a step backwards nor a confinement on oneself. On the contrary, it is a modern and

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innovative idea,  
now adopted by  
many  
personalities  
and companies.  
Essentialism  
also requires  
good discipline,  
because you have  
to follow  
precise steps to  
achieve it. Are  
you ready to  
change your way

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of life? \*Buy  
now the summary  
of this book for  
the modest price  
of a cup of  
coffee!

Are you spending  
your day chasing  
after things to  
do? And, at the  
end of day, you  
haven't even  
completed them

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at all, you just feel more stressed. You have the feeling that there are too many things to do and you have no time, maybe a 48-hour day wouldn't be enough. I know this feeling: your boss, your job, the school,



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the traffic,  
your family,  
bills to pay,  
clients,  
notifications  
that reach you  
every minute, e-  
mails, messages  
from colleagues,  
friends,  
partner...

....can you see  
the chaos? Our  
life is too

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messy nowadays.

Do you want to  
get out of it,  
as I did?

Simplify your  
life, finding  
the right  
balance between  
the things you  
want to do and  
the life you  
must lead. I  
know what are  
you thinking

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now: Yeh... It is  
easy to say, not  
easy to do.

That's why I  
wrote a guide,  
because you  
don't need to  
know only what  
Essentialism is,  
you need to know  
how Essentialism  
can help you  
reducing your  
stress and

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giving back the  
time you need,  
without  
headache. That's  
why this book is  
different. This  
book isn't  
about, cut  
everything that  
cannot fit in a  
suitcase and you  
will be happy!  
There are for  
sure certainly

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Essentialism  
The Disciplined  
Pursuit Of Less

many people who have no problem doing it and who are indeed very happy. Hardly! This book is about finding a balance between what you want to be and the people that you have to deal with. As such, you will see how

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essentialism  
really is the  
everything it is  
cracked up to  
be. You will  
learn about why  
embracing  
essentialism can  
provide you with  
the peace of  
mind you are  
craving at the  
moment. You will  
learn about:

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What is essential and what is not? How to decide which things are essential? The reasons why essentialism can make you happier The applications of essentialism in all parts of your life How to rid yourself of

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Essentialism How  
to improve your  
overall quality  
of life How to  
live by design  
How to deal with  
technology Using  
essentialism to  
get around  
unwanted  
relationships  
Striking a  
balance between  
what you want to



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do and what you  
must do . . . and  
so much more!

So, what are you  
waiting for? If  
you are checking  
out this book it  
is because you  
feel that  
something could  
be improved in  
your life. So,  
don't hesitate.  
Come in and

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learn how you  
can make the  
most of the  
essentialism  
mindset in your  
life. After all,  
we only have one  
life to lead. If  
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the most of our  
turn, we might  
miss out on some  
of the most  
wonderful

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life. Take a  
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no doubt that  
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away some  
valuable  
insights which  
you won't find  
anywhere else.  
And as always,  
when in doubt,

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ask yourself if  
this is really  
"essential"  
Pursuit Of Less

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