

CHIN-NING CHU

*aka, teacher, manager, entrepreneur, investor, philanthropist, and author of  
"The Power of Giving"*

# DO LESS, ACHIEVE MORE

DISCOVER THE HIDDEN  
POWER OF GIVING IN

# Do Less Achieve More Discover The Hidden Powers Giving In

**Claire Pedrick**



## **Do Less Achieve More Discover The Hidden Powers Giving In:**

Do Less, Achieve More Chin-Ning Chu, 2000-10-17 For anyone tired of chasing ever elusive desires of doing more only to find that more needs doing and of making more money only to need more money best selling author Chin Ning Chu shows you that life was meant to be easy if you know the secrets From the best selling author of The Working Woman s Art of War comes an important and timely book about the side of success that most don t know about e power of selective yielding of surrendering to a successful destiny and of getting what you want by not wanting it too much Using Carl Jung s famous parable of the rainmaker as a framework Chin Ning Chu explains universal truths about the nature of effort success willpower detachment creating luck and more Illustrating the four secrets of the rainmaker with rich anecdotes from history personal experience and popular culture Ching Ning explains how to create success by attaining inner harmony how to partner effort with ease how to make peace with time and how to stop reacting and start restfully controlling the events of your life

**Do Less, Achieve More** Chin-Ning Chu, 1998-09-09 The Secrets of the Rainmaker When the Rainmaker arrived in the parched village he set up his tent and disappeared inside for four days On the fifth day the rain started to fall The people of the village asked what he did to accomplish this miracle The Rainmaker replied I have done nothing And so the story begins In our modern age we seem the opposite of the Rainmaker We busy ourselves to the point of exhaustion give up sleep to do even more rush here rush there go everywhere and get nowhere We believe that an enormous effort is required to achieve success and if we fail it is because we did not work hard enough The Rainmaker however teaches us that the most successful people do not necessarily work harder In fact they are often more at ease than the people around them The truth is that success comes to those who find a balance between effort and ease striving and compromise For those who know the Rainmaker s secrets prosperity seems more like the result of good luck or being in the right place at the right time the pieces just come together Using simple metaphors and exercises and offering immediate applications Chin Ning Chu explains how you can discover the Rainmaker s power of doing less and achieving more She teaches the arts of fine tuning and focusing your actions putting your mind at ease and seeing the fun in the game of life and discovering the unlimited miracle producing power of giving in to and working with rather than fighting against your successful destiny

**The Business of Relationships** Tom Hagerty, 2023-10-16 Can a quote from a business executive taken out of its original context be instructive in our most personal relationships Tom Hagerty thinks so and he has written over fifty essays using these leaders quotes as the foundation for developing better perspective and resilience greater trust and commitment a sense of risk and priority and other qualities necessary for vibrant connections with our families and friends Hagerty writes for everyone who wants to be better at the tough stuff of being in relationships that really matter Some of the quotes he uses to create an actionable plan for improvement are Remembering that I ll be dead soon is the most important tool I ve ever encountered to help me make the big choices in life Steve Jobs Each one of us is more than the worst thing we have ever done Sheryl

Sandberg Clock watchers never seem to be having a good time James Cash Penney When you lead change sometimes you get arrows in your back Carly Fiorina When you are creating things that are new you have to be prepared to be on the edge of risk Michael Eisner If you think you re too small to have an impact try going to bed with a mosquito Anita Roddick Change before you have to Jack Welch The rearview mirror is always clearer than the windshield Warren Buffett Written in an accessible and reflective tone of empathy The Business of Relationships is a book that can be referenced to work on a specific quality or read from start to finish Part biography and part self help it delivers simple insights into the most challenging yet rewarding aspects of our vital interpersonal relationships And some of these nuggets could even become a daily mantra

**The Business Transition Crisis** Wayne Vanwyck,2011-06-15 Wayne Vanwyck is on a mission A leading Business Transition Coach he is alarmed that literally millions of boomer business owners intend to retire in the next ten years but only 7 percent of them have a written succession plan This means a tsunami of business selloffs is looming on the horizon Vanwyck points out that business owners who don t plan their business transition now may have to kiss all their creativity passion and hard work goodbye as they face a market glutted with businesses for sale and scant few buyers But he also says that those who do start planning their transition can increase the value of their business increase their profitability today and keep their options open In The Business Transition Crisis he offers practical advice for you including how you can Sort out your personal and professional transition options Prepare your business your employees and yourself for transition Build an A team of advisors who will make transition easier and more profitable Create a business plan that makes sense now and multiplies the valuation later Take a sabbatical as a test run for retirement Leave a legacy that you can be proud of

**Serviazgo As I've Experienced It** Iván Mancillas,2014-09-18 This book will give you the essential steps to become an inspiring leader through a very effective service philosophy Serviazgo Launch a great personal and professional and personal life with specific and effective methods Iv n Mancillas is an industrial engineer from Universidad An huac he studied for a master s degree in Neuroscience and Multiple Intelligences at Universidad Antonio de Nebrija INESEM in Granada Spain He also studied Neuroscience for Business at MIT Sloan School of Management and different programs at IPADE Business School He is a certified coach by the Center for Creative Leadership North Carolina USA He is co founder of Compartamos Banco Grupo Gentera where he has held different responsibilities since 1992 among the most outstanding ones the Business Management and People Management he has also participated in various committees and on the board of Compartamos Banco and Gentera His main contribution has focused on leadership training through the Pyxis Programs innovation and implementing strategic initiatives During the last 30 years he has collaborated in different high social impact ventures mainly focused on leading the growth of Compartamos Banco aspiring to reach the most significant number of people in the shortest time achievable promoting dreams and doing as much good as possible to become the Best Company FOR Mexico He is currently Deputy General Director of Compartamos Banco Mexico Mentor of Instituto Irrazonable an entrepreneurship

accelerator and General Director of Serviazgo Academy From 2004 to 2008 he was president of ProDesarrollo Finanzas y Microempresa A C For the last 15 years he has been giving Serviazgo workshops to the organization s leaders and different groups of young people from all over the country As an author he has collaborated in outstanding publications such as Sue os de M xico Those who inspire From My Vision Serviazgo is a tangible expression of organizational mystique it is a differentiator a success factor and a competitive advantage Serviazgo is about Inspiring and Demanding by raising standards of living which means transcending from merely transactional relationships to transformational relationships Serviazgo in short is a philosophy it is a lifestyle and a model for happiness Serviazgo described in one sentence To understand that this life is not about Me but about what can happen through Me Iv n Mancillas It's about Time Ellen DePasquale,2010-02-13 This book offers great insight into what it takes to be efficient and productive In addition to strategies about personal change you will find great advice on how to better use technology Suggestions revolve around automating tasks and taking advantage of features that are usually overlooked More than just a list of tips it discusses many different aspects of time from making time for what s important to how to better deal with deadlines Learn how to set and stick to your priorities limit distractions and gain time by letting your software do some of the work for you Don t you think it s about time

Productivity and Peak Performance: Secrets to Extraordinary Focus, Efficiency, and Time Management from the World's Top Performers Ian Tuhovsky, Do You Want To Be The Best Version Of Yourself Do you want to get the big promotion score that big raise quit your bad habits and build your dream life If you are reading this then the answer is probably YES I DO Great Let s Break The Barriers That Are Holding You Back Unleash Your True Potential But first let s talk about successful men and women The pioneers The visionaries The ones at the top of the ladder Elon Musk Warren Buffett Bill Gates Oprah Winfrey Jeff Bezos Richard Branson They were not born with the peak productivity or the ultra success genes Even if Elon Musk was an office worker or Jeff Bezos was a carpenter success would find them The question is simple Why Because those Chosen Few have a system A strategy that allows them to reach peak performance master time management and supercharge productivity That s what you are about to learn too Top 5 Key Takeaways From This Peak Performance Book Understand Yourself What You Can Do Discover What Matters Set Your Eye On The Prize Prepare For Success Do Not Let The Fear Of Failure Prevent You Reorient Your Priorities Start Building Habits That Get You Closer To Your Goal Be Laser Focused Stop Multitasking Be Consistent No Matter The Circumstances Each Day Why Choose This Step By Step Peak Performance Life Guide Ian Tuhovsky the best selling author of Self Discipline Mental Toughness Mindset and Emotional Intelligence A Practical Guide to Making Friends with Your Emotions and Raising Your EQ has created an in depth analysis of positive psychology performance management performance psychology and time management productivity that will allow you to Manage Your Time unlike other time management books this focus book will help you make the most of your time Trust The Process progress is a slow process and top performance is the fruit of a day by day process Build Good Habits just

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**A Late-Starter'S Guide to Retirement** Jeremy Foxon,2014-01-15 It can be scary to approach retirement and realize that youre not financially prepared The situation doesnt get any better when you consider factors such as increasing longevity reduced and underfunded government pensions and increasing health needs requiring expensive insurance coverage Author Jeremy Foxon a shipping and logistics professional has improved his own retirement outlook even though he started saving late Now he shares solutions to help you boost savingsno matter where you live This guidebook can help you assess your current financial position build a stock portfolio that can create wealth quickly invest in alternative financial products and evaluate your options so that you can make the right decisions Whatever your situation its never too late to take action to achieve retirement goals Enjoy your later years and leave behind a legacy for your children loved ones or a cause you care about with A Late Starters Guide to Retirement None of us have the luxury of turning back the clock We have to move forward by making the best of what we have You might even find that you have more than you think thanks to Jeremy Foxon who will show you how you could change your financial fortunes for the better Dr David Kuo CEO of the Motley Fool Singapore

**How to Increase Your Fertility** Janet Stephens,2012-07-04 DIY is a complete solution for infertility focusing on the mental emotional and physical components of the infertility picture Giving solutions for men and women that are easy to follow from both Eastern and Western medicine ranging from age old techniques dating back thousands of years to the most up to date modern scientific remedies The author is a mother and a successful natural medicine practitioner who has also experienced infertility herself

**Firing Fido!** Chris Kozakis,2003-12 Do you crave more freedom fun and fulfillment in your work and life Then start by picking up the groundbreaking book Firing Fido This book solves the 1 leadership problem in America according to Fortune magazine conflict management and provides a revolutionary approach to conflict which removes the obstacles that block success It addresses what people struggle with the most confronting others and themselves in a healthy way Does confrontation make you tense up Want to escape your trap Want to learn how to take the fear out of confronting an underperforming subordinate Well it s Chris The Conflict Master Kozakis to the rescue What exactly is a Fido Kozakis defines Fido as overloyalty or misplaced loyalty to a person belief or habit This lopsided loyalty causes performance and satisfaction to suffer It gets in our way of getting what we need in our careers and lives and it can happen to anyone at any level of an organization You ll learn how to unleash the power in you and in those around you by Firing your FidOs removing those obstacles that block your success rather than avoiding or simply coping Firing Fido uses real life examples ranging from the hilarious to the heartfelt You ll eavesdrop on people as they struggle with messy situations where emotions run high Learn how to communicate your needs flexibly to others with confidence This book provides easy step by step instructions you can adapt to your work and life

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confidence or have many years experience coaching at a senior level this deeply practical book will teach you how to Do less so that your companion can do more Understand why saying what you see is more useful than listening to any particular story Put boundaries around a conversation making it more effective for your companion and easier for you Tailor how you sit and how you speak to allow a collaborative environment End any conversation in partnership Tailored to help the practising coach this deeply practical book is nonetheless useful for anyone who has conversations with people Claire stimulated a desire to know more about how to use existing skills in new and simplified ways An altogether great book Clive Avril Executive Coach and Mentor ACC This is the kind of book that after reading you will want to have nearby for easy reference and reminders I suspect that the well worn pages will be a symbol of the book s lasting contribution to coaching and to transformational conversations A clear concise summation of coaching that will benefit the new and the seasoned coach alike J Val Hastings MCC and President of Coaching4TodaysLeaders and Coaching4Clergy This book is written for anyone with an interest in coaching who is looking to improve their coaching style in the workplace It is ideal for people who are working to complete their studies and gain accreditation from any of the coaching bodies This is now one of my all time favourite coaching books I found something new in every chapter of the book Claire Caine EMCC Book Club Review Simplifying Coaching is great at bringing you back to basics and reflecting on trying to resist the urge to actively help rather than allowing the client to do the thinking In a small book it covers a lot of ground and I would recommend reading the whole book and then dipping into it periodically for practical advice on particular topics It is a brilliant and simple book that every coach should read Sally Twisleton EMCC Book Club Review Claire Pedrick has been coaching for over 30 years A coach mentor coach and coaching supervisor she trains managers leaders and experienced coaches across multiple sectors to reap the benefits of working more simply Claire is the Founding Partner of 3D Coaching Claire received an award from Henley Business School for Outstanding Contribution to Coaching 2022 **Elevate Your Excellence** Dave Anderson, 2024-08-27 Build a custom plan to boost performance both inside and outside of the workplace with simple everyday strategies anyone can use How you do anything is how you do everything Great performance whether at work or at home starts with the little things making your bed organizing your closet maintaining your yard shooting a basketball closing a deal Elevate Your Excellence offers a foolproof approach to improve the often neglected everyday disciplines like hydration sleep quality and mindset maintenance that can make all the difference in generating high quality performance Based on his most popular seminars and trainings LearntoLead.com founder Dave Mr Accountability Anderson encourages readers to make simple and immediately actionable tweaks to begin doing ordinary things extraordinarily well to transform their lives in areas including Winning your morning hours to set the pace of success for the day Improving mental toughness and staying locked in to what matters most to tackle your most challenging days Mastering intentional breathing and sleeping to add years to your life Regardless of industry position age experience or geography Anderson s guidelines are proven techniques to make



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## **Table of Contents Do Less Achieve More Discover The Hidden Powers Giving In**

1. Understanding the eBook Do Less Achieve More Discover The Hidden Powers Giving In
  - The Rise of Digital Reading Do Less Achieve More Discover The Hidden Powers Giving In
  - Advantages of eBooks Over Traditional Books
2. Identifying Do Less Achieve More Discover The Hidden Powers Giving In
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Do Less Achieve More Discover The Hidden Powers Giving In
  - User-Friendly Interface
4. Exploring eBook Recommendations from Do Less Achieve More Discover The Hidden Powers Giving In
  - Personalized Recommendations
  - Do Less Achieve More Discover The Hidden Powers Giving In User Reviews and Ratings
  - Do Less Achieve More Discover The Hidden Powers Giving In and Bestseller Lists

5. Accessing Do Less Achieve More Discover The Hidden Powers Giving In Free and Paid eBooks
  - Do Less Achieve More Discover The Hidden Powers Giving In Public Domain eBooks
  - Do Less Achieve More Discover The Hidden Powers Giving In eBook Subscription Services
  - Do Less Achieve More Discover The Hidden Powers Giving In Budget-Friendly Options
6. Navigating Do Less Achieve More Discover The Hidden Powers Giving In eBook Formats
  - ePub, PDF, MOBI, and More
  - Do Less Achieve More Discover The Hidden Powers Giving In Compatibility with Devices
  - Do Less Achieve More Discover The Hidden Powers Giving In Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Do Less Achieve More Discover The Hidden Powers Giving In
  - Highlighting and Note-Taking Do Less Achieve More Discover The Hidden Powers Giving In
  - Interactive Elements Do Less Achieve More Discover The Hidden Powers Giving In
8. Staying Engaged with Do Less Achieve More Discover The Hidden Powers Giving In
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Do Less Achieve More Discover The Hidden Powers Giving In
9. Balancing eBooks and Physical Books Do Less Achieve More Discover The Hidden Powers Giving In
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Do Less Achieve More Discover The Hidden Powers Giving In
10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine Do Less Achieve More Discover The Hidden Powers Giving In
  - Setting Reading Goals Do Less Achieve More Discover The Hidden Powers Giving In
  - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Do Less Achieve More Discover The Hidden Powers Giving In
  - Fact-Checking eBook Content of Do Less Achieve More Discover The Hidden Powers Giving In
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

#### 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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