

# CHAPTER ELEVEN



## Secret 5 The Miracle of Strategy

*“Insanity: doing the same thing over and over again  
and expecting different results.”*

– Albert Einstein

# **WORK SMARTER**

## **THEN HARDER**

Have you ever seen a fly caught in the top end of a window, buzzing and banging its body on the glass? It can clearly see its goal of the blue sky and bright sunshine through the window. However, unless it changes its strategy, it is never going to get there. The plan is just not working. Still, the fly persists with grim resolve.

In most cases, the fly will die of exhaustion, banging its body against the glass. What a senseless tragedy! It is too busy working hard when it needs to work smart. It refuses to consider a change in strategy.

In traditional ways, the fly is a hero. It did not back down from the challenge. I guess we could say, it died in combat. Another “freedom fighter” fly bites the dust.

What a shame!

However, the real tragedy is that the insect never questioned its strategy. It lived (and died) embracing Einstein’s definition of “Insanity.” It did the “same thing over and over and expecting a different result.”

The fly did not understand MAGIC OF STRATEGY! It died proving itself right.

***“I believe that people make their own luck by great preparation and good strategy.”***

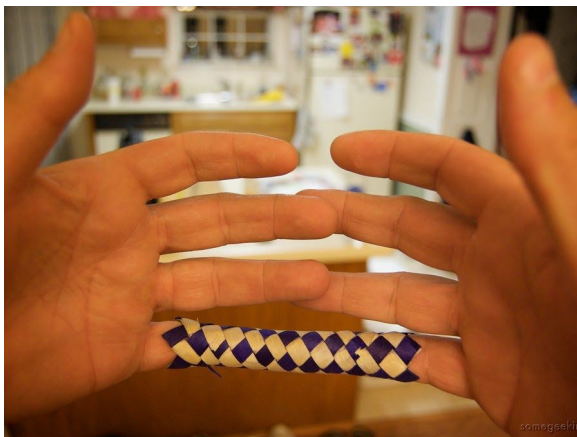
Jack Canfield

Strategy is a platform for Quantum Leaps in human development and achievement. It is the constant desire to “build a better mousetrap.”

For all intents and purposes, “finding a better strategy” is why you picked up this book. As humans, we are constantly looking for a more effective way of doing things or getting what we want.

Consider a sailboat. It can either fight against the wind or allow it to power the boat. A good captain works with the ocean gales and not against them.

When I was growing up, at carnivals they used to have something called Chinese Handcuffs that they would offer as a novelty prize. It is a simple piece of tubing weaved from bamboo. The more you pulled to escape from the device, the more it tightened around your fingers and held you in handcuffs. However, if you let go of the struggle and panic and gently push inward, the bamboo immediately loosens and you could slide your fingers out with effort. It is the frantic pulling that kept you in prison.



### *Chinese Handcuffs*

My point in all of this is as follows. Strategy is a critical piece in the Quantum Leap puzzle.

Choosing a new and better strategy is choosing to work “smarter not harder.” You pick battles very carefully in order to give yourself the best chance to win.

Understanding the importance of strategy means living life with elegance and wisdom. We become aware of a certain flow to life and we follow it. We understand, “to thine own self be true” and use good judgment as kind of a life compass in facing life’s obstacles.

Strategic thinking takes no delight in trying to push a square peg into a round hole. It spends time finding the right fit.

Strategic thinking is what rock climbers use to advance to the highest cliffs. It seeks the safest and most practical way to quickly achieve their goal and make it to the top.

We learn to swim by getting in alignment with the energy of water not by fighting it. We learned to ride a bike by understanding and working with the forces of gravity and balance.

Virtually all strategy in sports or military operations uses this approach in organizing their efforts and taking advantage of any weaknesses of the opposition.

A caterpillar does not fight the limitations of the cocoon. It embraces and surrenders to them as a necessary part of its own strategy of growth and development. It chooses the path of least resistance.

Strategic thinking is also one of the most important steps to a Miraculous Life. It is not the traditional way. It is the way of “Einstein,” and “thinking beyond traditional thinking.”

**Proponents of the Miraculous Life are not content to crawl like caterpillars when they know in their hearts, they should be soaring like butterflies.**

## **Exercise:**

**Write an answer to the following:**

- 1) What are you doing over and over again in your life and expecting different results?**
- 2) What areas of your life are you working harder where you need to work smarter?**
- 3) Describe how you can bring the P. O. L. R. into your life.**