

Einstein's Formula for Success by Ron White

Albert Einstein had a formula for success. Can you believe that? One of the greatest minds of all time developed a math formula for success! I suggest you read this carefully—this may be the most important math equation you will ever see.

Einstein said, “If A equals success, then the formula is: $A=X+Y+Z$.

X is work.

Y is play.

Z is keep your mouth shut.”

Einstein no doubt had an excellent sense of humor. Let's look at the 3 variables in this equation. They are:

1. Work
2. Play
3. Keeping your mouth shut!

1. Work: Albert Einstein had a tremendous work ethic and because of that gave more to society and modern science than any person in recent times.

2. Play: Einstein, however, did not work 24 hours a day and made time for fun and relaxation. His idea of fun may have been different than yours, but that doesn't mean it still wasn't play.

3. Keeping your mouth shut: Finally, my favorite part of his success formula is to keep your mouth shut. I genuinely believe that the person who talks the least says the most. A friend of mine complains that the woman he is dating talks too much. I don't know how to break the news to him; the problem is not that she talks too much. It simply is the fact that he is irritated that he isn't able to talk. Now, let me just say this is not a generic man and woman statement. I am speaking about a specific person I know. His desire is to constantly talk and because he likes to talk so much, he will talk in circles. If you let him talk long enough he will repeat the same thing three times and then contradict himself. His desire is not to hear but to be heard.

Albert Einstein, on the other hand, had nothing to prove. He felt no need to be the “Chatty Cathy” he could have been with his knowledge. It wasn't important to him to talk to everyone he met and talk over their heads to demonstrate his IQ. Instead, he learned the value of quietness and solitude.

Shift your mindset from being a talker to a listener. It has been said that you can make more friends in five minutes by becoming interested in others than you can make in five years of trying to get others interested in you! How do you become interested in others? You ask questions and then keep your mouth shut!

Dale Carnegie wrote the best-selling book *How to Win Friends and Influence People*. One of the key premises of this book was that everyone's favorite subject is actually themselves and that the sweetest sound to their ears is the sound of their own name. Einstein knew this and realized he could influence others by choosing his spots to speak and validating others by extending them the courtesy of listening.