

# No More Narcissism by Darren Hardy

## Are you an egotistical, arrogant narcissist?

YOU ARE if you can't delegate.

Delegation requires HUMILITY—recognition that you are not the only competent person in your organization or family.

Here's the first step to building your humility: **Admit what you suck at.**

The problem is you think you can do everything better, quicker, simpler than anyone else, so you do it all yourself.

It's not true, but you must (arrogantly) think so or you wouldn't be doing it.

Look, if you want to be a high-achiever you need to give up the activities others can do better than you so you can do what you are gifted to do.

The quality of your life and the quantity of your achievements come down to one metric—the number of hours you spend in your strength zone; your unique genius zone, passion zone, high-energy zone and high-outcome zone.

One method I use to determine whether something is in my strength zone is, when I think about a particular task or project, does the very thought of it de-energize me or does it energize me. Do I look forward to doing it or do I dread it?

We usually love to do what we are good at. When we are doing what we are good at it also energizes us.

Now I can hear you asking, "But many of the things that drain me still have to get done."

Yes indeed. So here's what you do:

Find people who love what you hate.

Find someone who plays at that which you find work.

Someone loves to do everything there is to do.

There are people who love to build complicated spreadsheet formulas.

Some people love crunching numbers.

Some people love writing code.

Some people love working on cars.

Some people love working outside, hanging with their pals on a construction site or taking care of a garden.

To someone each of those activities is play. To me they are work and the things I love to do are probably work to them. That's how the world works. It's all part of the "Grand Design."

Your job is to stick with YOUR job—your strengths, your passion, your genius, your play... and give up everything else.

So here's a suggested task for you:

Make a list of all the tasks, projects and activities involved with your business goals.

Then go through them and do a gut check with each one.

Does it energize or tire you to think about it?

Those that tire you, your new task is to find someone who plays at that task, someone who is energized doing that task... someone who would love to do that for you.

This will leave you with more time and energy to attack with all your heart, passion and soul those things you love and are great at.

Making you a humble, but kick butt achiever.

***What things are you going to finally give up doing by finding someone else who loves doing them instead?***