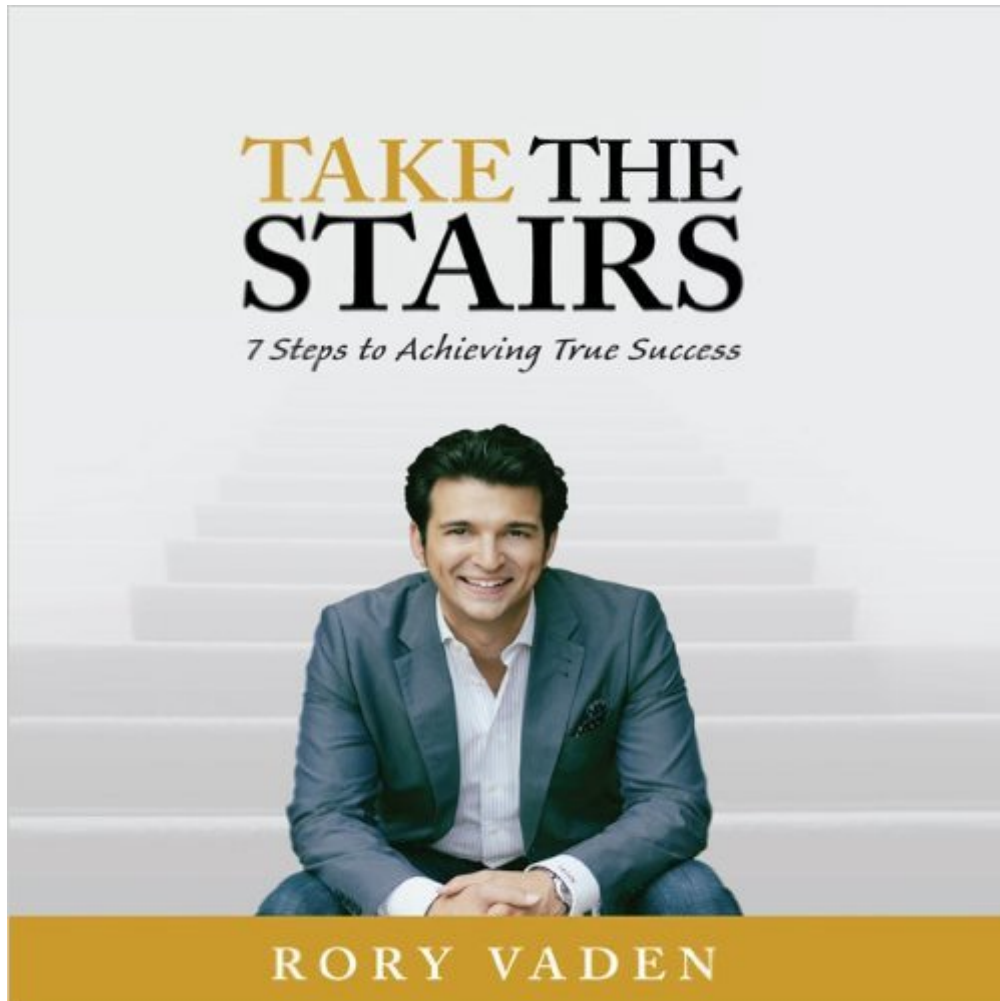


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# Take The Stairs: 7 Steps To Achieving True Success (Your Coach In A Box)



## Synopsis

Do you ride the escalator or take the stairs? No matter how you define success, it always requires one thing: self-discipline. But as popular speaker and strategist Rory Vaden explains, we live in an "escalator world"-one that's filled with shortcuts, quick fixes, and distractions that make it all too easy to slide into procrastination, compromise, and mediocrity. What seems like an easier path is really much harder in the end-and, most important, it won't take you where you want to go. How do successful people stay focused and achieve results? This lively and insightful guide presents a simple program for taking the stairs-that is, for overcoming the temptations of quick fixes and procrastination, conquering creative avoidance, and transcending personal setbacks in order to tackle the work that leads to real success. Whatever your goals are, Rory Vaden's proven approach will get you there-one stair at a time.

## Book Information

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## Customer Reviews

After reading "Take The Stairs" I can honestly say that my perspective has changed. My perspective on how I approach business, my family, my friends, and life. In business I apply Rory Vaden's principle of "The Law of the Pendulum" and am always reminding myself that if there is something I need to do... to just do it now! Pick up the phone, send the thank you card, read the book, etc. In my family life I apply the "Rent Axiom". When it comes to being a good husband and father... I'm always reminding myself of Mr Vaden's idea that "success is never owned it's rented, and the rent is due everyday". And his joke is true... some days the rent is higher than others. :) With my friends I'm

always thinking about "Pain Paradox Principle". Knowing that if I don't make a decision everyday to be a good friend and make good decisions when spending time with my friends that the consequences of my small decisions that bring pleasure in the short term can have drastic effects in the long term. In life I have truly found myself literally and figuratively taking the stairs. If there is something I don't want to do, I remind myself that "success means doing things that others won't".

Rory Vaden's *Take the Stairs* isn't just a book. It isn't a system that you'll try and forget over time. It is truly a new way of thinking that becomes natural the more you practice it, so much so that you won't believe you hadn't been thinking that way all along. I have found myself to be more productive in work than ever before, more joyful in my time with family and friends, more rested in my down time, and all around more driven and satisfied with life. You may hesitate to read this because you're afraid of change - most people are - but face this new way of living, your own set of stairs, boldly. You'll be so glad you did!

I agree wholeheartedly with his point of view. Don't just take the easy way - take the way that has the best results long term. As the title suggests - take the stairs rather than the escalator or elevator (a habit I do 80% of the time if it is less than 4 flights (and often the other is because I do not know where the stairs are)) His seven steps: 1 - Sacrifice. I do not like the wording since it seems like a punishment. The gist of it is - do tough things now for the success it yields in the long term. Like one of my success mantras "Successful people do tough things". 2 - Commitment. It is our decision what we commit to. The greater the commitment, the greater the chance of success. 3 - Focus. He really nailed this one. This is an area that I personally am not good at. I tend to want it all so focus on everything (and I don't think that is what he means by good focus) 4 - Integrity. Speaks for itself. 5 - Schedule. Create a schedule that meets all your needs. To some extent this also touches on success habits. 6 - Faith - Put faith into enjoyable results, not enjoyable processes. (goes a bit against the zen I try for which is enjoying the process. Although in the end, I would not be happy without the results) 7 - Action. You are much more likely to act your way into healthy thinking than think yourself into healthy action. In the end, it is the actions - not the thoughts that make things happen. I loved the chapter on procrastination. Some quotes: "When we have diluted focus, we get diluted results" "In the absence of disciplined focus, we become strangely loyal to performing daily acts of trivia." "We don't pay attention to things we don't first give our intention to."

I heard the author speak on the *Art of Manliness* podcast and thought this book sounded great. It

has valuable suggestions that have been culled from other sources. Ideas are repeated multiple times although not always defined. It was a thin book without a lot of content. The writing was sometimes sloppy and could have used a good editor to clean up the grammar in spots. The writer seems to be a better speaker than writer and he seems to have tried to coin phrases and repeat them ad nauseum in order to market himself a la 7 Habits, Chicken Soup, etc.

I started off really enjoying this book, in fact i read the first 80 pages in 1 sitting. There are some interesting perspectives but as it goes on it becomes an uncomfortable sales pitch with religious undertones. Vaden consistently endorses the Southwestern family of companies. So much so that it felt like he was recruiting for them, and at the end of the book he has 2 pages devoted to explaining their organization. When you go to his website for the reader bonuses it asks if you have a teenager and you can even sign them up for Southwestern. He is constantly mentioning his consulting company (which is also called Southwest), and if you take the online quiz to assess yourself it is mandatory that you give your email and phone number and tell them what kind of coaching you would like. Then it takes a weird religious turn where he quotes the bible and some reverends/pastors, and touts the importance of faith. The content of this book is so light that it could have been an article of a few pages.

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