



Six Simple Things That Can Change Your Life

By Ramon Williamson

<http://www.sixsimplethings.com>

# **SIX SIMPLE THINGS**

*That Can Change Your Life!*

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Many names and identifying details of the client examples described in this book have been changed to preserve the confidentiality of the coaching relationship.

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## **PRAISE FOR THE “SIX SIMPLE THINGS”**

*“Don’t just read this book, do it! Williamson delivers Six Simple Things proven to work for anyone, in any business, at any time.”*

Mark Victor Hansen  
Co-creator, #1 New York Times best-selling series  
*Chicken Soup for the Soul*<sup>®</sup>  
Co-author, *The One Minute Millionaire*

*“A truly wonderful book! Insightful, gripping and fun to read.”*

Seth Godin  
Best Selling Author, *Purple Cow*

*“These six practical, proven principles can change your life for the better- overnight!”*

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*“Powerfully written...straight from the heart.”*

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*“I wish all books were this simple and straight forward.  
It’s all about doing the simple things that can have a  
profound and lasting impact on your life.”*

Andrew Morrison  
President, RFM Broadcasting, Inc.

*“Read this book, dare to do these Six Simple Things and  
you can transform your career, business and finances  
forever.”*

Dr. Daphne Houston  
Author, *Your Gift Will Make Room for You*

*“Six Simple Things is a breath of fresh air. Provocative,  
inspiring, brilliant. Walk away with a new found respect  
for yourself, your values, your vision... walk away with the  
life you truly want!”*

Mark Idzik,  
Entrepreneur

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## INTRODUCTION

Success is simple. And there really are just a few simple things that can make all the difference in your life.

In this book, you'll discover six.

There are many more, but these are the six that have consistently made the biggest difference in the level of personal and business results, happiness and success my clients and I enjoy.

My name is Ramon Williamson.

Over the past two decades, I've built three successful companies, been written up in several national magazines, coached hundreds of leaders, and addressed many corporate and association gatherings.

I've become slightly famous for teaching universal principles proven to work for anyone, in any business, at any time. In fact, I've helped thousands and thousands of people just like you create extraordinary lives.

I'm telling you this not to impress you, but to impress upon you that I am a real person with real results.

I really like helping people. And a special part of my work that I especially enjoy is the opportunity to work one-on-one with clients.

## Six Simple Things

Since 1986, I've advised and privately coached people at all levels of success: from first time business owners to millionaire entrepreneurs, struggling professionals to best-selling authors, rising stars to international celebrities.

And with your permission, I'd like to be *your* coach too—beginning right now through the pages of this book.

Ready?

### **Here's how I discovered the Six Simple Things.**

Recently, a good friend asked me to share a few success tips and suggestions as part of a special conference call for his subscribers.

To prepare, I had a member of my team type as I talked out loud.

Reviewing the notes, I realized that I had documented 'six simple things' that have consistently worked for me and my clients.

### **Beyond Goal Setting and Positive Thinking**

What's so amazing is that these "six simple things" are *not* about setting bigger goals, thinking more positively, or any of the other "success secrets" typically taught.

Goal setting is important, and so is having a positive mental attitude—but these motivational basics are only the tip of the iceberg.

What I'm about to show you goes much deeper.

So what are these six simple things?

Six amazingly simple organizing principles, core strategies, ways of thinking and approaching life, lessons, systems, and habits I have observed, tested, refined, and taught as a result of working with more than a quarter-of-a-million people in live seminars, and more than 400 clients privately.

This is the first time I have ever attempted to document, or share this level of information with others in any organized fashion.

It's true, I have probably touched on these strategies in my *Live Your Best Life* coaching weekend, but that's not the real power of this information.

Implemented separately, each idea *will* improve your results, but when integrated and applied together, these six simple things have a synergistic, almost miraculous effect that can rapidly transform your business results, income, and life—dramatically.

This is not an exaggeration.

## Six Simple Things

One of my clients added more than \$100,000 to his income using just one of the six simple things I'm going to show you.

Another wrote and launched a hot-selling book in a matter of weeks.

Truth is, I've seen these six simple things work wonders for all kinds of people, in all kinds of situations.

That's why I am so convinced that if you will put this information into practice in your own life, these six simple things will help you, too.

### **Success is *really* simple.**

The beauty of this information is its simplicity. That's why it works. All you have to do is be coachable and take action.

You're going to be amazed at how simple this book is. And because it's so simple, you might be tempted to breeze through it in one sitting, put it down, and then walk away thinking, "Got it!"

Please don't make that mistake.

Read each chapter, think about how you can apply the information in your unique situation, highlight or underline key ideas, do the exercises, and refer back to this material at least once a week over the next 30 days.

R a m o n W i l l i a m s o n

When you do these few simple actions, you will accelerate your understanding, integrate more of this powerful material into your life, and significantly shorten your success time line.

I hope you find this book provocative and valuable.

Ramon Williamson

*To order Six Simple Things, visit <http://www.sixsimplethings.com>*

## Six Simple Things

*“Success is simple!”*

# Simple Thing #1: Do Something BIG.

In life, you can do something big or you can do something small. It's your choice.

Doing something "big" is about

*...doing something important.*

*...doing something that really matters.*

It could be completing a significant project or goal, being there for your children, or doing something for someone that they can not do for themselves.

Here's what I've learned: Doing one big thing is actually easier than trying to do several small things.

That's why, right up front, I get my clients to identify something big to focus on and complete during our coaching relationship.

The results are phenomenal.

In less time than it takes most people to make up their minds, my clients write books, launch businesses, and

generate millions in added revenue—all because they are willing to *do something big*.

**Stop shrinking and playing small,  
it's very unattractive.**

In a recent issue of *O* magazine, Oprah writes about one of the defining moments in her life.

It was a day in the third grade when her teacher praised a book report she had written.

The other students began whispering, “She thinks she's so smart.”

Oprah confides that for many years after that, her biggest fear was that others would see her as arrogant. Even the extra weight she carried was an apology to the world—her way of saying, “See, I really don't think I'm better than you.”

One of my defining moments came in elementary school too.

My class was planning a school play and my teacher picked two of us to sing.

During the rehearsal, she decided that the other boy could sing better and turned our duet into a solo.

I was crushed.

Yes the other boy probably *could* sing better than me. But the way she handled it made me feel that my singing was bad and it took years for me to muster the courage to try again.

Each of us has experienced our own defining moments: times when the innocent kidding or insensitive actions of others have caused us to shrink inside, and begin sharing less and less of ourselves with the world.

Soon we start apologizing for our accomplishments, downplaying our brilliance, and playing it small so others feel comfortable around us.

We stop believing,

We stop trusting.

We stop singing.

### **Naysayers are never satisfied.**

Listen, those people who try to pull you down will never be satisfied.

No matter what you do, whether you hide or shine, they will always feel threatened.

It's not you, it's them.

Years ago, I saw the movie *The Power of One*.

## Six Simple Things

Part of the film was set in a South African prison camp during the Second World War.

I won't give away the details, but there's a particular scene I will never forget.

Geel Piet, brilliantly played by Morgan Freeman, had organized a singing recital to help bring all the tribes in the camp together.

They prepared a special song.

As all the tribes joyously sang together on that special evening, Geel Piet was cornered on his way to the concert by a white African guard who had caused him much pain and distress.

Demanding to know the meaning of the song they were singing, the guard began to beat Geel Piet brutally.

Finally Geel Piet told him that the song was about the real reason the guards treated the prisoners with such malice.

The reason? The guards were afraid.

Fear motivated them to seek control over the prisoners through cruelty.

Fear is also the real reason we try to pull each other down.

## Our deepest fear.

What are we all so afraid of?

South African President Nelson Mandela, in his inaugural speech, reminded us that our deepest fear is not that we are inadequate, but that we are powerful beyond measure.

It is not our darkness, but our light that frightens us.

That's why we so easily surrender our power to others and suffer the cruelty of living a life less than we were meant to live.

But it's time to stop letting fear control us...

Time to stop hiding our light.

Time to stop letting others pull us down.

To stop ignoring our hearts, putting off our callings, and settling for the passenger seat when we long to drive.

To stop being so concerned about what others think that we compromise our dreams and lose touch with ourselves.

To stop pretending everything is OK.

It's time to stop it, right now.

The decision to ***do something big*** is the decision to stand up for your life, to take back your power and live your highest vision.

## **Know who you are.**

Growing up, my mother used to always say that when you know who you are and where you come from, no one can hold you back.

There's a principle that says: if you want to understand something that's been created, you should begin with the person who made it.

For me, that Creator is God.

Knowing who I am begins with understanding that I am a child of God. And like my mama used to say, "God didn't make no junk!"

We are gorgeous because God says we're gorgeous.

We are brilliant because God made us brilliant.

We are talented because God gave us talent.

That's who we are, and we can't let anyone, including ourselves, take that away.

## **Finish your unfinished stuff.**

We all have projects, relationships or situations that are incomplete or unfinished in some way.

To *do something big*, you're going to need more energy. One simple way to start having more energy right now is to free up your mental, emotional, and physical space.

Having unfinished business is like dragging around an invisible weight. Even when you're not consciously aware of it, unfinished stuff drains your energy and costs you critical time and resources.

There are several areas to consider:

1. Commitments.

Have you made commitments that you haven't kept? Keep them. If you can't, apologize and move on.

2. Tolerations.

Are there things, people, and recurring patterns in your life that you continue to tolerate? Don't complain about what you permit. Clean up your tolerations and you'll dramatically improve your ability to focus.

3. Unforgiveness.

Are you still holding things against others? Cry, holler, pray—but what ever you do, forgive them. It's costing you more than it's costing them.

Are you still holding things against yourself?

Here's a suggestion on how to handle it. Go into a closet in your house. Really, go into a closet. Then, out loud, tell God all of it. Ask for forgiveness. Then get up, walk out of the closet, and leave whatever it is behind.

## Six Simple Things

Listen, if you're going to *do something big*, you can't be loaded down with baggage you don't need. Clean it up, complete it, or let it go—and then, move on.

Next step?

### **Throw out most of your goals.**

Really! I'm not kidding.

Throw out most of your goals.

Why?

Because most of your goals are based on what you don't have, not what you really want.

Trust me, it's true.

Most of us have set goals based on a very limited view of what's really possible.

Not really understanding ourselves and our true potential, we've set goals based mostly on what we don't have—not what we truly want.

Goals like a new car, a better job, more money.

All of these things are great. But what will really change your life are goals that inspire you to use your gifts and bring all of yourself to life. When you do, you'll

accomplish 100% more, have a lot less stress and automatically get most of the stuff you're focused on right now.

Don't try to analyze it; look at the facts.

Isn't it true that every time you've had a breakthrough in your life, you consciously or unconsciously gave yourself permission to operate outside your previous paradigm—your old way of thinking and approaching life?

And isn't it true that once you were in that new place, you saw new possibilities, and you were able to take new actions that seemed undoable before?

Nearly all of your present goals were set in the old place. So if you want to begin getting a breakthrough right now, **throw out most of your goals**, move into a new place, see what's *really* possible, and choose some new, *more inspiring* goals.

## **Use your values to clear your vision.**

Opportunities and possibilities are everywhere.

So how do we decide what to focus on?

We use our values.

Our values are our emotional priorities. They help us decide what to notice and focus on in life.

## Six Simple Things

Most of our values have been shaped by past influences and experiences, but we can decide what's important to us and shift our values to move in a new direction.

To identify your present values, ask yourself:

*What's important to me in life?*

*What's important to me in relationships?*

*What's important to me in a career?*

Your answers reveal what matters to you in life, your values.

Think about your answers.

Are these the present values, the priorities that you need to become the person you want to be, and to accomplish what you want to accomplish?

If not, decide on new priorities.

Invitation: For help with this, work with a coach or feel free to contact our office for recommended resources.

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Once you're clear about what's truly important to you, write down goals that will make it easy for you to honor your values.

For example, if one of your values is spending a lot of time with your family, then one of your goals might be to start a home business, or to pursue a new career that will give you more flexibility and free time.

I realize that this sounds very simple. That's because it is. Remember, 90% of achieving anything is recognizing that it's possible.

### **Stop making it hard for yourself.**

Rules, rules, rules!

We all have them. We all need them.

Rules keep us from doing a lot of things that we shouldn't do. But they can also keep us from doing a lot of things that we *should* do as well.

And the truth is: Most of the personal rules we've adopted don't really serve us. In fact, many of our rules make our lives incredibly hard and unnecessarily difficult.

What are personal rules?

They are simply beliefs we've adopted at a certain stage of our life—often unconsciously—about what has to happen to make us feel a certain way. They run our life, and we often are not even aware that they exist!

## Six Simple Things

Most often, we set up personal rules to tell ourselves when our values are being met.

For example:

If one of our values is being happy and fulfilled, how do we decide what has to happen in order to feel happy and fulfilled?

Our rules.

If it is important for us to feel loved and appreciated, what really determines when we give ourselves permission to feel loved and appreciated?

Our rules.

Bottom line, rules rule our lives until we decide to take charge.

To discover your present rules about any area of life, ask yourself:

*What has to happen in order for me to feel loved?*

*What has to happen in order for me to feel confident?*

*What has to happen in order for me to feel successful?*

*What has to happen in order for me to feel happy?*

*What has to happen in order for me to feel \_\_\_\_\_?*

See how hard you've been making your life?

If you have been making it hard for yourself, then consider changing or upgrading your rules.

Here's how to get started.

1. Identify a rule that you use to make your life hard.

For example, if your answer to what makes you feel successful is: "*Having a 10,000-square-foot house and a million dollars in the bank,*" you've been setting yourself up for frustration.

2. Come up with a new rule that makes it *easy* for you to feel empowered, and to take the daily action needed to advance your goals.

For example, you could change the rule in the example above to be: "*I feel successful any time I take action on any of my goals.*"

Or, "*I feel successful every time I appreciate what I have been given in my life.*"

See how easy it is to make life easier for you?

Look:

You can do whatever in life you want to do.

## Six Simple Things

You can accomplish something important.

Your life can and does matter.

And it all begins with simply deciding to *do something big*.

Consider the words of the song *The Power of One*:

*Life can be a challenge  
Life can seem impossible  
It's never easy when so much is on the line*

*But you can make a difference  
With courage you can set things right  
The gift to dream and make dreams real  
Is yours and mine*

*Each of us is chosen  
There's a mission just for you  
Just look inside you'll be surprised  
What you can do*

*The power of one  
Begins with believing  
It starts in the heart  
Then flows through the soul  
And changes the world  
Imagine how life will be  
When we stand in unity  
Each of us holds the key  
To the power of one*

*And one by one  
We can make the world a much better place*

## ABOUT THE AUTHOR

Ramon Williamson – *a successful entrepreneur, inspirational leader, marketing and sales mastermind, motivational speaker, and life coach* – is on a mission to help one million people live a better life.

Because of his unique ability to consistently deliver the strategic ideas, insight, systems, coaching and motivation needed to advance personal and business goals, he is a trusted advisor to CEOs, celebrities, businesses large and small, and everyday people at all levels of success.

He lives in a rural Virginia community with his wife Antoinette and their four children.

For more information, or to invite him to speak to your group, please call **800-811-1577**.

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