NEW YORK TIMES BESTSELLER

"A real program, with real tools that can change your life and make your dreams a reality."

— BAVID BACH, bestselling author of *The Automatic Millionaire*

COMPOUND EFFECT

YOUR INCOME, YOUR LIFE,
YOUR SUCCESS

DARREN HARDY

Publisher of SUCCESS magazine



EFFECT

MULTIPLYING YOUR SUCCESS ONE SIMPLE STEP AT A TIME.

DARREN HARDY

- Publisher SUCCESS magazine



STREETSTEET OF THE PART OF

121813 554794

Contents

Also by Darren Hardy 6
ACKNOWLEDGMENTS14
SPECIAL MESSAGE FROM ANTHONY ROBBINS16
INTRODUCTION
CHAPTER 123
THE COMPOUND EFFECT IN ACTION23
You Haven't Experienced the Payoff of the Compound Effect 26
The Magic Penny27
Three Friends
The Ripple Effect30
Success, Old School33
Microwave Mentality35
Put the Compound Effect to Work for You37
CHAPTER 239
CHOICES
Elephants Don't Bite40
Thanksgiving Year-Round42
Owning 100 Percent 43

Getting Lucky45
The (Complete) Formula for Getting Lucky:46
The High Price of Tuition at UHK (University of Hard Knocks)
47
Your Secret Weapon—Your Scorecard48
Money Trap50
Keep It Slow and Easy
The Unsung, Unseen Hero56
Take a Walk
Money Tree
Time Is of the Essence
Success Is a (Half-) Marathon
Put the Compound Effect to Work for You66
CHAPTER 368
HABITS68
Creatures of Habit 68
Start by Thinking Your Way Out of the Instant Gratification Trap
71
Finding Your Mojo—Your Why-Power73
Why Everything's Possible74
Core Motivation
Find Your Fight77

Goals
How Goal Setting Actually Works: The Mystery 'Secret'
Revealed81
Who You Have to Become83
Behave Yourself84
Game Changers: Five Strategies for Eliminating Bad Habits87
Run a Vice Check93
Game Changers: Six Techniques for Installing Good Habits93
Change Is Hard: Yippee!99
Be Patient
Put the Compound Effect to Work for You100
CHAPTER 4102
MOMENTUM102
Harnessing the Power of Big Mo102
Routine Power107
Bookend Your Days110
Rise & Shine
Sweet Dreams112
Shake It Up112
Getting into a Rhythm: Finding Your New Groove
Registering Your Rhythm116
The Rhythms of Life

The Power of Consistency119
The Pump Well
Put the Compound Effect to Work for You123
CHAPTER 5124
INFLUENCES
I. Input: Garbage In, Garbage Out124
II. Associations: Who's Influencing You?
III. Environment: Changing Your View Changes Your
Perspective
CHAPTER 6144
ACCELERATION144
Moments of Truth145
Multiplying Your Results148
Beat the Expectations
Do the Unexpected
Do Better Than Expected
Put the Compound Effect to Work for You158
CONCLUSION

Also by Darren Hardy

Design Your Best Year Ever: A Proven Formula for Achieving BIG GOALS

Living Your Best Year Ever: A Proven System for Achieving BIG GOALS

Praise for The Compound Effect

"This powerful, practical book, based on years of proven and profitable experience, shows you how to leverage your special talents to maximize the opportunities surrounding you. The Compound Effect is a treasure chest of ideas for achieving greater success than you ever thought possible!

-Brian Tracy, speaker and author of The Way to Wealth

"A brilliant formula for living an extraordinary life. Readit, and most important, take action upon it!"

-Jack Canfield, co-author of The Success Principles: How to

Get from Where You Are to Where You Want to Be

"Darren Hardy has written a new bible for the selfimprovement space. If you are looking for the real deal-areal program, with real tools that can change your life and make your dreams a reality-The Compound Effect is it! Iplan to use this book to go back and look at what I need to again work on inmy own life! Buy ten copies, one for yourself and nine more for those you love, and pass them out now-those who get it will thank vou!

-David Bach, founder of FinishRich.com and author of eight New York Times best-sellers, including The Automatic

Millionaire

"This book will enable you to climb the ladder of success two steps at a time. Buy it, read it, and bank it."

-Jeffrey Gitomer, author of The Sales Bible and The Little Red

Book of Selling

"Darren Hardy is in a unique position to aggregate the brainpower of the most successful people in the world and boil it down to what really matters. Simple, direct, and to the pointthese are the principles that have guided my life and every top business leader I know. This book will show you the way to your own greater success, happiness, and fulfillment."

-Donny Deutsch, television host and chairman of Deutsch, Inc.

"The Compound Effect is a brilliant formula for achieving the life of your dreams. Step by step, let it be your guide. Read and study it, but most important, put it into action!"

—Chris Widener, speaker and author of *The Art of Influence:* Persuading Others Begins with You and The Twelve Pillars

"Darren Hardy proves with The Compound Effect that common sense—when applied—yields amazingly uncommon results. Follow these simple steps and become who you were meant to be!"

—Denis Waitley, speaker and author of *The Psychology of Winning*

"The Compound Effect will help you beat the competition, rise above your challenges, and create the life you deserve!"

—T. Harv Eker, author of the No. 1 New York Times best-seller Secrets of the Millionaire Mind

"Einstein said, 'Compounding is the eighth wonder of the world.' To compound your successes, read, apprehend, comprehend, and fully use my friend Darren Hardy's brilliance to realize all your dreams, hopes, and desires."

—Mark Victor Hansen, co-creator of the No. 1 New York Times best-selling series Chicken Soup for the Soul and co-author of The One Minute Millionaire

"People who talk about 'success' but don't find ways to translate it into their personal lives—into their relationships and their marriages and their families—do not win myrespector my admiration. In fact, their words ring hollow. As long as we have known Darren Hardy, we have never had a conversation where we have not talked about our kids, about our wives, and about how our families are doing. We think Darren knows a lot about achieving success, and even more important, he wants people to achieve it for the right reasons!"

Simple, sirect, and to the point—these are the principles that have guided my life, and every top business leader I know this book will show you the way to your own areater success, happiness, and furfillment.

-Benny Beutsch, TV host and chairman of Beutsch, Inc.

Use my friend Barren Hardy's brilliance to realize all your dreams, hopes, and desires.

—Mark Nictor Hansen, co-creator of
the #1 New York Times bestselling series Chicken Soup for the Soul

The Compound Effect will help you beat the competition, rise above your challenges, and create the life you deserve!"

-T Harv Eker, #1 New York Times bestselling author at Secrets of the Millionaire Mind

"This is a must-read book for success seekers. You want to know what it takes? You want to know what to do? It's all here. This is your operation manual for success."

 Keith Ferrazzi, #1 New York Times bestselling author of Who's Got Your Back and Never Eat Alone

"A terrific distribution of the espential fundamentals needed to achieve the life you've always imagined. Muster these basics, and you will be the master of your future!"

—Bon Hutson, co-author of the #1. New York Times bestseller.

The One Minute Entrapropeur.

No gimmicks. No hyperbole. No magic bullet The Compound Effect is based on the principle that decisions shape your destiny. Little, everyday decisions will take you either to the life you desire or to disaster by default. Durien Hardy, publisher and epitorial director of SUCCESS magazine, presents The Compound Effect, a distillation of the fundamental principles that have guided the most phenomenal achievements in business, relationships, and beyond.

Learn more about The Compound Effect at www.thecompoundeffect.com





