

## Richard Gee

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**From:** Stuart Zadel [stuart@stuartzadel.com]  
**Sent:** 14 June 2007 14:33  
**To:** Richard Gee  
**Subject:** Richard, can you guess this?

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Hi Richard,

Q: How many ways are there to change  
your life?

A: Four

It's true. There's only four ways to  
change your life.

I learnt this over my 11 years owning  
and operating my own fitness club.  
Whenever a client came to me to have  
their program updated there was only  
four things they could do.

Repeat after me...out loud...  
START, STOP, MORE, LESS.

That's it.

They could START something they  
weren't currently doing. They  
could STOP something altogether.

They could do MORE of something  
they were already doing, or they  
could do Less of something.

That's it. Only four things.  
And it's exactly the same with you.

You are only four steps away from a  
new Result, whatever that may be.

Now, I'd like to give you one of  
the most powerful applications of  
this I know, for Relationships.  
You'll be amazed if you try it.

Once per week, go for a walk with  
your partner and ask this question.  
"What one thing would you like me to  
start, stop, do more of or do less  
of in our relationship? Then shut up.

You must let the other person talk  
without you butting in, or fear of  
attack. You must bite your tongue,  
you cannot explain or defend, your  
job is only to listen till they have

finished. This could be a long or a short process and one of the most revealing things you could ever do.

When they are finished, it's their turn to ask you, and it works equally well for families and teams.

I did this with my best mate and brother 12 months ago. I wrote down their responses on a scrap of paper that I'll keep forever. It gave me a 'Wake Up' call and the fuel to launch my current direction.

Activity: Take out a piece of paper and write the headings Start, Stop, More, Less. Under each one write one or two actions you will take to move you closer to your goal.

Success Tip: make them small actions

To Your Success!

Stuart

P.S. The doors are open on Australia's Ultimate Think and Grow Rich Marketing and Wealth Creation Training Conferences in Melbourne And Sydney.

You can 'start, stop, more, less' your personal success and wealth creation [www.thinkandgrowrich.net.au](http://www.thinkandgrowrich.net.au)

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