



The  
**Smarter and Harder**  
Mindset



Sam Stone

# The Smarter and Harder Mindset

## Contents

1) A New Model for Success. . . . .	1
2) Working Smarter: Less Is More . . . . .	4
3) 3 Steps to Working Smarter. . . . .	7
4) Working Harder: More is More . . . . .	11
5) 3 Modes of Working Harder. . . . .	16
6) A Cycle of Reinvestment. . . . .	20
7) Putting It All to Work. . . . .	24
8) Wrapping Up. . . . .	29



# The Smarter and Harder Mindset

## 1 A New Model for Success

I have been studying, practicing, and experimenting in the art and science of self improvement for quite some time now.

I've always been obsessed with the pursuit of small, accessible changes that can make lasting improvements in my life. Along the way, I fell in love with sharing the experience with others. With you.

For years, I've been reading, writing, talking, and listening. I've learned from all kinds of fascinating people about why everything in life seems so freaking hard and how to make it just a little easier.

But what has always fascinated me most is the patterns. The common links that tie one area of personal growth to another.

They are all over, tying goal-setting to meditation, productivity to minimalism, money to mountain climbing, and more.

For a number of years now, this has been the core of my work. I've been working on isolating these patterns, distilling them down to their essence, and giving them a collective name. And that name is Smarter and Harder.



# The Smarter and Harder Mindset

## Wait, Isn't it "Smarter, **not** Harder?"

Traditionally yes, that's the idea. But you're not reading this book to hear the same old ideas, the same old way they've always been told, are you?

Progress lies at the intersection between age-old wisdom and a willingness to shake things up. And that crossroads is exactly where we're standing right now.

See, almost anywhere you look for advice about one of life's great challenges, the ones we all deal with, you find tools and strategies for one of two things. You need either **less** or **more**:

Less	More
Cut excess spending	Get more work done
Eat less junk food	Exercise more often
Declutter your space	Take on more opportunities
Take away distractions	Create more joy
Reduce stress	Seek more excitement

Instead of "less" and "more," I usually call these two forces "working Smarter," and "working Harder," respectively. In the coming pages, I will teach you a mindset that weaves them both together for explosive results. The Smarter and Harder mindset.



# The Smarter and Harder Mindset

## When "Enough" Isn't Enough

"Work Smarter, not Harder" typically means "find an easier way to do it." Once you've taken that easier path and gotten enough done, put your feet up, you're all set.

The problem, though, is this idea of "enough."

What do you want in life, more than anything else? Freedom and creativity? Wealth? Overflowing happiness? Recognition, or a legacy? To leave Earth a better place for those who come after you?

Whatever that goal is, try to imagine what "enough" looks like. You know, the point where it's done, and you're ready to call it quits. Pretty hard to picture, right?

We'll never be done with these things because they have no destination. Only the journey. The pursuit of progress.

Wouldn't it really be something then, if we had the tools to blast straight through this imaginary wall of "enough" and reach the stars beyond? In the pages ahead, I will give you those tools.

I will teach you the mindset you need to fuel continuous, explosive progress where you desire it most. The Smarter and Harder mindset.



# The Smarter and Harder Mindset

## 2 Working Smarter: Less is More

The Smarter and Harder mindset starts with fully understanding its two atoms. Those being, of course, **Smarter** and **Harder**. Or, if you prefer, **less** and **more**.

We'll start with Smarter.

Working Smarter is all about efficiency. This concept on its own is nothing new. How can we produce more and accomplish more without having to do significantly more? How can we create more output for less input?

This includes all the things you probably already associate with “working Smarter”: streamlining your workflow, using tools to be more productive, or following the path of least resistance.

But there are also far less obvious places where you can learn to work Smarter. For instance, how you spend and save your money, the choices and actions you take to create happiness, and your relationships with other people.

In each of these seemingly unrelated spaces, Smarter has a role to play. In each of these areas, we have much to gain through the power of less. And it all comes down to how we use our **resources**.



# The Smarter and Harder Mindset

## Maximizing Your Resources

The driving force behind working Smarter is how we use our resources. The gap between where you are now and everything you want to achieve is what you are willing to put in to get there.

Our resources encompass everything we have at our disposal to achieve those ends.

Some of the resources you'll need most often include your **time**, **money**, and physical, mental, or emotional **energy**. But there are also less obvious resources, like: the **stuff** you own, the physical **space** available to you, or any **skills** you have.

We have many resources, but most are limited. The name of the game, then, is efficiency. Maximizing our output (fitness, achievement, wealth, happiness, etc) per amount of input (resources). That's what working Smarter is.

Everything we want in life has a cost. But what we put in and what we get out aren't always equal.

If we can master the art of haggling for great value at lower cost, creating asymmetry between our input and our output, then we're on our way to dramatically shaking up our possibilities.



# The Smarter and Harder Mindset

## Input-Output Asymmetry

Imagine a vending machine. When you put a dollar into it, it spits out a snack. Seems fair, right? Now, to the left of this machine there is another. When you put a dollar into this vending machine, nothing happens. It eats your money, every time. And to the right sits a third vending machine. Every dollar you put into this machine gives you back three snacks!

Three machines, identical input (your dollar), vastly different output (between 0 and 3 snacks). Pretty easy to decide which one you'd use, right?

What's happening here is what I call **Input-Output Asymmetry** (or I/O Asymmetry for short (still not that short, I know)).

Not everything we put our resources into will yield equal results, and taking advantage of this concept is the key to maximizing our resources. This is how we get more for less.

Our lives are filled with choices like this vending machine problem, and often on a much larger scale. What if, instead of Flamin' Hot Cheetos, the output we were looking for was education, wealth, or fulfillment? Through practice and experience, we can develop an eye for spotting these "3-snack vending machines" all around us.



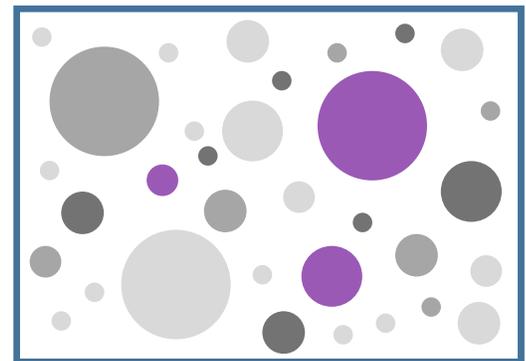
# The Smarter and Harder Mindset

## 3 Steps to Working Smarter

The technique of working Smarter is quite simple. Simplicity and efficiency is the whole idea, after all! It follows 3 steps:

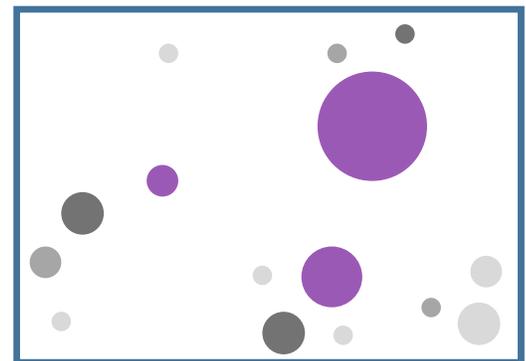
### I. Identify

The greatest threat to our resources is the sheer number of things we could commit them to. Identify what is most important to you. Separate the activities that will **make all the difference** from the ones that are just taking up space.



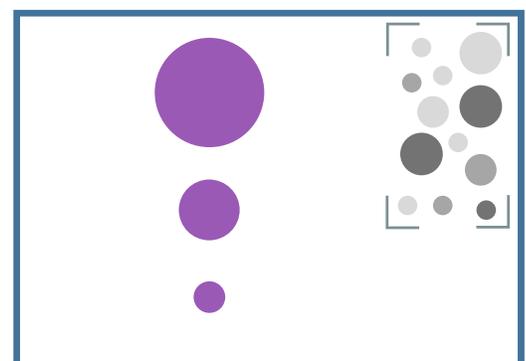
### II. Reduce

Once you know your **essential priorities**, you can make more room for them by reducing the majority of the **clutter** from everything else.



### III. Optimize

With priorities identified and resources freed up, you now have the flexibility to optimize your process on **the important things** and compartmentalize/streamline everything else.



# The Smarter and Harder Mindset

## Smarter at Work

Let's put working Smarter to the test, shall we? We'll start with an easy example: work. Whether it's a corporate job, running a business, managing a home, etc., we all have room to take things to a higher level in our work.

### I. Identify

In a typical 8-hour workday, you're probably "offered" about 16 hours' worth of things you could do. Rather than try to do it all, you can determine what will make the biggest difference for your career, team, bosses, and customers, and what's just keeping you busy.

### II. Reduce

Reducing at work largely comes down to boundaries and saying "no." You know what you most need to be working on. Protect your time and energy for that work by respectfully declining tasks, assignments, and opportunities that interfere or slow you down.

### III. Optimize

Traditional techniques for productivity and time management are your friends here. Anything that helps you to improve focus, save time, and increase your output is the final piece of the puzzle to working Smarter at work.



# The Smarter and Harder Mindset

## Smarter with Your Money

For another example of working Smarter, let's talk about money. Specifically, how you use what you have, and how that impacts the shape of your life.

### I. Identify

Take a look around at where your money's going. Look at the value those things give you. For some things, it will be little or no value at all. For others, there's real value, but it didn't need to take up that much of your money to get it. Separate these from the few places where your money can be used to change your life.

### II. Reduce

This isn't just "cutting spending." It's about finding where your money is slipping away and not giving you much value, and then making real changes. Reduce those costs, and save more of your money to invest and create new possibilities and freedom for your future self.

### III. Optimize

The two goals I want you to consider for optimizing your money are to make it easy, and make it cost effective. Automate your bill pay, your savings, and your investments. And in all cases, look for the thing that will cost the least while offering you the most.



# The Smarter and Harder Mindset

## Smarter at Home

In this example we'll focus on the physical "stuff" in your home. Just like time and money, your possessions and the space they take up are valuable resources. Understanding how to use the two together is a key to happiness, creative energy and mental peace.

### I. Identify

What couldn't you live without? What lights up your soul with joy when you look at or use it? What do you use everyday and would miss if it wasn't available? Now, what do you own that passes none of these tests but you still feel obligated to keep around?

### II. Reduce

One word here: decluttering! If you don't use it and don't love it, it's not only not giving you anything. It's taking something away: the possibilities, mental peace, and creative thinking that free space holds. Clear your clutter out of the way. You won't miss it.

### III. Optimize

In a low-clutter home, you can organize. You can decorate. You can breathe and you can spread things out in ways that a full, crowded space doesn't allow. Take advantage of free space, not by filling it back up with things, but by expanding yourself into the openness.



# The Smarter and Harder Mindset

## 4 Working Harder: More is More

Okay, you knew this was coming. We've built a foundation of understanding around working Smarter. Now it's time to add its underappreciated twin, working Harder, into the mix. To start, let's get very clear about what working Harder is, and what it isn't.



### What "Working Harder" Isn't

In the scope of the Smarter and Harder mindset, working Harder is a metaphor. Just as "work Smarter" means to do more with less rather than literally to be more intelligent, Harder is also symbolic.

This chapter will not focus on hustling, grinding, or any other euphemism for overworking yourself.

I don't want you to work yourself to the bone or burn yourself out. I do not believe that you need to forgo all the fun in life, or "outwork your competition" to succeed. That is not what working Harder means here.

The Smarter and Harder mindset is a means to achieve bigger and better things in your life, it's true. But it will never call for suffering and sacrifice to get you there. With that in mind, let's look at what working Harder actually does mean.



# The Smarter and Harder Mindset

## Harder: What It Actually Is

Working Harder is a method to leverage what we've gained (by working Smarter) to even greater results.

If Smarter means being efficient and saving resources, Harder means finding the best way to reinvest those saved resources.

Remember how we talked about finding those "3 snack vending machines?" Well, once we've found one, we want to maximize what we put into it.

While working Harder may sometimes fall in line with its literal meaning (that is, doing more actual work), it's often anything but. It's an umbrella that also covers many other ways of increasing our input, such as:

- Building productive habits and routines
- Facing fears and other emotional barriers to doing our best work
- Building systems that make our input automatic

When every ounce of input yields a pound of output, you want every ounce of input you can get. And working Harder is all about finding those ounces.



# The Smarter and Harder Mindset

## Why Not "Not?"

Okay, back to the burning question: Why Smarter **and** Harder?

We've all been encouraged many times to do things the simplest way, not the hardest way. I myself opened up this chapter with a whole big thing about not over-exerting yourself.

Why push ourselves to the edge when a dash of cleverness and creativity can carve us an easier, Smarter path?

When something matters to you, and I mean really matters to you, you want to use every tool available to help you do the job. You don't want to find the easiest path and simply call it a day. You want to find the path that will take you the furthest, bring you deepest into the wilderness of that giant, life-altering goal of yours.

When I encounter two tools, like Smarter and Harder, that can both help me get where I'm going and beyond, I'm not asking which one. I don't want to know which is better, or easier. I want to know how they work, how to use them, and how I can put them together.

And as we're about to see, the symbiosis of these two tools is not something any of us can afford to miss.



# The Smarter and Harder Mindset

## Working Harder Case Study: Pat

I could ramble on about the concept of working Harder far longer than anyone (including me) is comfortable with, but let's see how it actually works. And to do that, I want to tell you about my friend Pat.

Pat folds paper airplanes for a living. I know, sweet gig, right?

Let's say that on a typical day, Pat can produce just a few of the finest paper airplanes around. But he's ready to take things to the next level with his paper airplane business.

There are a few roads (or whatever the airplane equivalent of roads is) that Pat could take.

He could go Harder, put in more effort and time, and fold twice as many planes. Or, he could work Smarter, optimize his methods, and fold his planes in half the time. If these were the only two options, you can see why we often lean towards Smarter, not Harder.

But what if Pat could have both? What if he took a more efficient process, and still put the full extent of his resources into it? The resulting breakthrough could be game-changing.



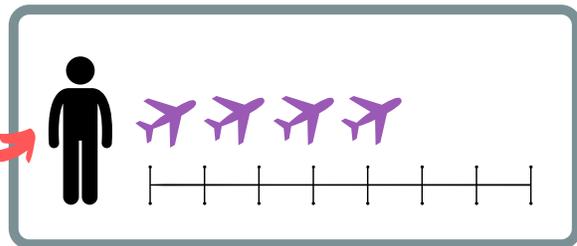
# The Smarter and Harder Mindset

## Harder in Action: Pat

### Default

Pat's doing a pretty good job making planes, but wants to do more

*That's Pat!*

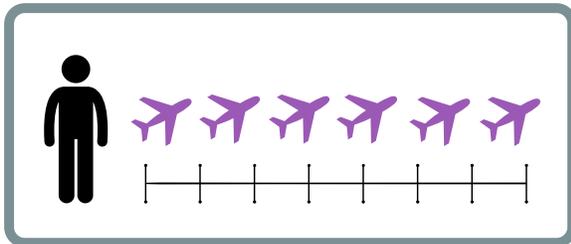


### Two Options

To produce more, he can either:

#### Work Harder

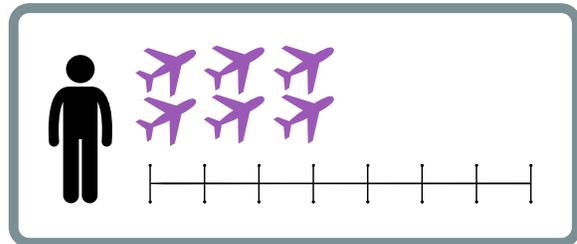
Increase input (time and effort)



OR

#### Work Smarter

Improve the process

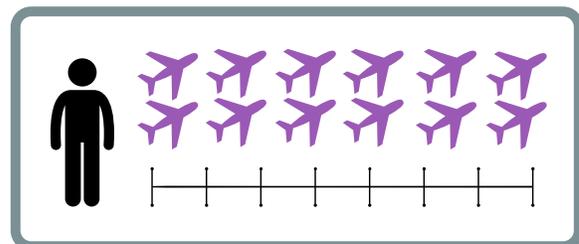


### BUT WHAT IF

He combines both methods?

### Smarter AND Harder

Streamline your input, and then **increase** that input



# The Smarter and Harder Mindset

## 5 3 Modes of Working Harder

Smarter always follows a clear sequence of steps (Identify, Reduce, Optimize). In contrast, Harder is more likely to change shape in response to different situations.

More so than a single process, it is like a collection of tools.

When working Smarter, there is always one basic problem we are trying to solve: reducing the junk in your way so you can be more effective.

Working Harder is about increasing input, and there are many different obstacles you may face on that journey. Fatigue, emotional resistance, and the influence of other people are just a few. And we need a toolset that will help us to push past these obstacles.

In this section, I'm going to give you three tools.

I call these the three modes of working Harder. While each may contain more individual tools and techniques than I'm going to cover here, the three together encompass the full scope of the types of obstacles that working Harder can help you to address.

They are called **Activate**, **Propel**, and **Automatize**.



# The Smarter and Harder Mindset

## I. Activate

**Obstacles:** Fear, Anxiety, Failure to start

Motivation isn't everything, but it's sure as hell something. The greatest obstacle in nearly any endeavor is taking the first step. As such, it is where most failed dreams are made.

Arming yourself with techniques to face and overcome fear, uncertainty, and self-doubt is how you crush this obstacle. Working Harder starts here, with what I call going from 0 to 1.

“Motivation” comes from the latin “movere,” meaning “to move,” and that is the goal here. Whatever it takes to get ourselves moving, to set bigger processes in motion, is worth its weight in gold.

**Examples:**

- Consume media (books, movies, podcasts, music, tweets, literally anything) that gives you positive energy, and then use that energy
- Clarify your vision, find your “why”
- External accountability and other tools for behavior change
- Negative visualization: Picture (and feel) the consequences of **not** doing the thing



# The Smarter and Harder Mindset

## II. Propel

**Obstacles:** Fatigue, Loss of motivation, Resistance of all sorts

Failure to start is the most common killer of dreams, but it is also the easiest to solve, and its results are the most fleeting. Short bursts of effort are essential, but they are only as valuable as the larger machinations they set in motion.

Those larger machinations are the purpose of the second method of working Harder, Propel.

By the time you have launched that new venture, started that project, or embarked on that goal, you have already made it farther than most ever will. But true success doesn't come from starting. It comes from sticking with it for the long term. Even when you get tired, when it's not exciting anymore and when others give up.

### Examples

- Set clear, attainable goals to keep you on track with your vision
- Develop a sustainable routine of working on your goal (one that won't burn you out)
- Check in with yourself regularly to review progress, spot obstacles, and test solutions
- Continue to fuel your motivation and energy (See: Activate)



# The Smarter and Harder Mindset

## III. Automatize

**Obstacles:** Complacency, Boredom, Fatigue (again), Distractions

Propel is the most difficult component of working Harder. Results only come from what we do consistently. And doing the right thing, the hard thing, consistently, is exhausting.

This is why we have the third mode of working Harder, Automatize, which stands effectively to bolster your efforts to Propel, and to make doing the hard things not quite so hard.

The goal of this one is simple. Conserve your energy and reinforce goal-oriented behaviors at the same time by making everything as simple and automatic as you can.

### **Examples:**

- Use habit-building strategies to make productive behaviors automatic
- Automate your bill payments, savings, or investment goals
- Lean on digital tools for planning, scheduling, and remembering helpful routines and events
- Automate simple, mundane, repeat tasks to free up your mental energy for more important whatnots



# The Smarter and Harder Mindset

## 6 A Cycle of Reinvestment

Two tools, Smarter and Harder. Less and More. One helps us to lighten the load, focus on our most valuable work, and create space and potential. The other gives us the means to capitalize on that potential and double down on those few critical things.

When it comes to those areas of life that most light you up, where you most want to succeed, there is no “enough.” There is no one perfect tool that will take you to a “done” state because there is no “done” state. There is only the joy and satisfaction of the journey.

And on a journey like that, we’d best pack everything we need.

The Smarter and Harder mindset is not just a means to be more productive or reach a specific goal. It’s a model with which you can reimagine your approach to almost any challenge.

The relationship between Smarter and Harder is symbiotic. They’re not two separate tools. What one yields, the other reinvests. Each leverages the other’s benefit. This is the powerful cycle of working Smarter and Harder.



# The Smarter and Harder Mindset

## The Runaway Cycle of Less and More

Working Harder, on its own, can help a person to overcome barriers and face challenges to achieve great things. In similar fashion, working Smarter (and only Smarter) can streamline our way of going about things, but doesn't significantly alter the outcome.

Each tool is valuable on its own, but what the Smarter and Harder mindset aims to achieve is not the sum of these two parts, but something far greater: the cycle that they create together.

The trick is to treat them not in isolation, but as partners. Your two greatest allies in any personal quest. Each of these allies helps you in a way that the other can improve on.

Freeing up resources and creating input-output asymmetry is precisely what makes it so valuable to increase our input. Likewise, overcoming challenges and removing obstacles opens new avenues for refining the approach.

Allow each to provide its value not alone, but as further fuel to the other side of the machine. With this cycle of reinvestment, the results will quickly begin to spiral out of control. Before you know it they'll be knocking over buildings and stuff.



# The Smarter and Harder Mindset

## A Note on Negative Space

One thing that I absolutely must highlight at this stage is the importance of negative space. Even the strongest brick wall has mortar between the bricks. So too does the healthiest and happiest life leave some space between the pieces.

In a life left to the default, it is entirely normal for our resources to be completely used up. Time, money, space, all spent until none is left. To put a number on it, our resources are 100% used up.

By working Smarter we can lighten this demand on our resources. For instance, putting in 50% of what we have and getting the same result.

As you've seen by now, this is the point where working Harder can increase that improved input. But that doesn't mean we need to go back to using everything 100%. What if working Harder only took us back up to, say, 80% of what we were able to put in?

We can still have free space that doesn't need to be filled with anything. Free energy so we can feel rested and not burnt out. Free time to just slow down and breathe. That is the value of negative space.



# The Smarter and Harder Mindset

## Negative Space Visualized

**Default:** Resources completely used up to reach goal



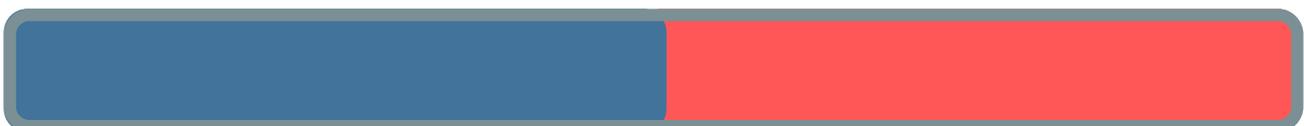
100%

**Smarter:** Same result using fewer resources



50%

**Hustle Nightmare:** Use up saved resources back up to 100%



50%

+50%

**Smarter and Harder:** Reinvest some resources, and still leave some negative space



50%

+30%

**F**reedom  
flexibility  
fresh air



# The Smarter and Harder Mindset

## 7 Putting It All to Work

I've taken you through the dank, meaty depths of the Smarter and Harder mindset. I've shown you what each core component means, what it can do, and how it works.

The last thing you and I have left to achieve here is to take 'em both, mash 'em together, and see how they work in the real world.

The tricky thing about the Smarter and Harder mindset is that it is not a solution to a problem. It is a solution to every problem. It is a reboot of the way we each think about approaching any new endeavor, big or small.

Through this manner of thinking, we can change how we strategize and execute our solutions to nearly any goal or obstacle we face.

In this light, I cannot give you a precise roadmap for how to apply the Smarter and Harder mindset in every scenario. But I can get you started. The following pages will take you through a few common goals, pursuits most of us face at one point in life, and how you can soar through them with the Smarter and Harder mindset.



# The Smarter and Harder Mindset

## Smarter and Harder: With Your Time

For our first foray into some real-world Smarter and Harder mindset, let's look at time. Because let's be honest, we all have time, none of us has enough, and we all want to make the best use of it we can.

### Doing Less

Time is precious. We need it for everything we want to achieve, and we won't be getting any more of it than we already have. The main goal here, then, is to protect your time from waste, and to use it as effectively as you can. This means knowing which uses of your time help you move your goals forward, which ones help you feel happy and fulfilled, and sharply cutting away at everything else.

### Doing More

To free up your time by protecting your schedule and cutting down on needless activities is to give yourself tremendous power. Take some of the time that you are able to free up by using your time Smarter, and use it to do more of those critical few activities that remain.



# The Smarter and Harder Mindset

## Smarter and Harder: With Your Money

Money is one of my favorite uses of the Smarter and Harder mindset. The mindset lends itself quite naturally to what has long been established as an effective path with money. Not to mention the exponential pattern of success that inevitably follows.

### Doing Less

Working Smarter when it comes to money essentially means keeping as much of what you make as possible, and using it for your goals. The world we live in is hungry for your money, and if you're not careful, it will all disappear in a heartbeat. The biggest difference you can make here is by thinking about how and when you spend your hard-earned cash, and repurposing as much of it as you can to goals that will feed your long term happiness.

### Doing More

Once you can start shifting your budget, improving your intentional spending, and free up a bit of capital, all that's left is to put it to work! That means investing it for the long term, so that it can start growing and earning you money all on its own. This step doesn't have to be super risky or complicated. Simple, long-term investments like index funds are all you need to reliably grow wealth for decades to come.



# The Smarter and Harder Mindset

## Smarter and Harder: With Your Energy

Energy, like time, is a finite resource that we need for almost every task or goal we may want to pursue. Unlike time, energy is not 100% fixed and unchangeable. It comes and goes in waves, and with the right attention to it, we can build up our reserves over time.

### Doing Less

Practically everything you do (or even encounter) uses up some of your mental, physical, or emotional energy. But not everything uses it evenly, or to comparable effect. Try to focus on input-output asymmetry: what parts of your day are sucking up or draining way too much of your energy for what they give you? How can you lighten the load of those things, or cut them out entirely?

### Doing More

By being more intentional with your energy, and turning away from the things that leave you wiped out for no good reason, you can build a massive reserve. Use this energy for things that will serve your goals and desires better. And paradoxically, many of these things, such as exercise, creative work, and reading, will even give you more energy back, not leave you with less!



# The Smarter and Harder Mindset

## Smarter and Harder: With Your Love

I wanted to wrap up on a bit of a weird one, to really get your noodle steaming on how many different ways you can use this mindset.

Unlike the resources we've seen so far, love is not something that ever runs out. BUT, there are factors that limit how we're able to express and engage in love, such as our mood, energy, and other resources that may fuel acts of love.

### Doing Less

It may sound cold, but not everywhere that you can express love is worth what it costs you. For instance, there are people who are not ready to receive what you're offering right now, or who won't appreciate something the way you would. Free up your resource by focusing on relationships and actions most likely to lift up all parties.

### Doing More

Invest in the people whom you love, and love to be around, and you will never be disappointed. Give love in ways that inspire human connection, and feel how much it grows in yourself. When you love better, you feel more love within you. And when there's more love inside of you, you have more to give. It's one hell of a cycle.



# The Smarter and Harder Mindset

## 8

## Wrapping Up

That's it! You've made it. You've survived my tour of the Smarter and Harder mindset and uncovered a new set of tools that you can use to pursue greater success along any road you choose to walk in life.

What is the next chapter in your life? The next big adventure, the next dragon to slay? Whatever it may be, you are now equipped with everything you need to reimagine your path there. With these tools, you may find a path that's far easier, or takes you much farther than you thought possible. You've had this power all along, but with these tools you'll finally be able to access it.

I hope you've enjoyed this exploration of the world of Smarter and Harder. In truth, this guide has only been a quick crash course on a concept that is constantly evolving and taking shape.

To dive deeper into the workings of this mindset, learn practical ways to apply it to your unique situation, and be a part of the always-evolving conversation, head over to my website, [smarterandharder.com](http://smarterandharder.com), where we continue to explore all that we can be together.

Thanks for reading. You are terrific.



# The Smarter and Harder Mindset

## Further Reading

Don't just take it from me! Check out some of these great reads to keep building your mastery of the twin techniques of less and more.

### Less

*Essentialism*, Greg McKeown

*The Power of Less*, Leo Babauta

*The ONE Thing*, Gary Keller & Jay Papasan

*Your Money or Your Life*, Vicki Robin & Joe Dominguez

*The Simple Path to Wealth*, JL Collins

*The Life-Changing Magic of Tidying Up*, Marie Kondo

*Rework*, Jason Fried & David Heinemeier Hansson

*The Power of Now*, Eckhart Tolle

*Don't Sweat the Small Stuff*, Richard Carlson

*Effortless*, Greg McKeown



# The Smarter and Harder Mindset

## Further Reading (Cont)

### More

*Outliers*, Malcolm Gladwell

*Better than Before*, Gretchen Rubin

*The Willpower Instinct*, Kelly McGonigall

*The Power of Habit*, Charles Duhigg

*Habit Stacking*, S.J. Scott

*Atomic Habits*, James Clear

*Deep Work*, Cal Newport

*Grit*, Angela Duckworth

*Smarter Faster Better*, Charles Duhigg

*The War of Art*, Steven Pressfield



# The Smarter and Harder Mindset

## About Me

I know, I know. This is totally why you picked up this book: to read about the goober who wrote it instead of reading the actual book. But look, my mom said all good books have an "About the Author" page. Do you seriously want to let my mom down right now?

Okay, let's get this over with.

I'm Sam. I like cartoons, colorful lights, and any kind of noodle-based food. I'm 6½ years old and as many feet tall. But that's not why I'm here.

I'm here because I spend the bulk of my time tinkering with new ways to find growth, success, and fulfillment in life, and have fun doing it.

On my blog (the one in that link down below), I explore all kinds of ways to improve life, from career growth and achieving goals, to financial freedom, to practicing the skill of happiness.

If that sounds like too much, like a bunch of unrelated topics that have nothing in common, then give this book a chance to change your mind.





# Smarter & Harder

---

Connect with us



© Copyright 2022 Smarter and Harder

[www.smarterandharder.com](http://www.smarterandharder.com)

