

# HARDWORK??

Does its really matters?



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# INTRODUCTION

Here it goes...First step towards reading the book is this-:“If You are not interested in harsh words go read some comics kid, it’s not for you. Those who want to face the reality get yourself ready for a freaking awesome journey.

## ABOUT THE AUTHOR

Avaneesh Pratap Singh (1<sup>st</sup> September 1999). Younger yet experienced by the bloodiness of the society. Belonging to a middle class family I have the experience of the burdens and the Pascals loaded on the shoulders of youth of a mid-class family.

**“Quote”**

It's a known fact that A mid-class man/woman has to do all the works for his family, society and nation. They have to move forward with greater speed by facing every thing which comes in their way. But "if you are determined and remained focused towards your goal until the end no-one is gonna stop you ".

## ABOUT THE BOOK

- *Now you are determined focused and left every bit of entertainment just because of your goal, you are probably doing it wrong bit\*ch. You have got a precious life and you are wasting it like a insect trying to catch the brightness of fire and gives up its life. So if you are doing it too, what is the difference between you and that fly.*
- *This book provides you an idea about your way of doing hardwork and smartwork.*
- *Before being successful you have to be a better person first so you will get a bit of this knowledge too in this journey.*

## Why its matters

Yeah that's right; you heard me... I'm talking to you... I'm calling you out.

I'm looking you in the eyes, (ok well, not really since you are probably reading this book, but figuratively, I am burning a cyclops type hole in your face right now) and telling you that you don't stand a chance.

I'm telling you that if you can read this, look through this list and not claim it as your own, then you should be a little worried.

Actually, you should be very worried. You should drop everything and immediately question your existence on earth. You should find a mirror, look yourself in the eyes, raise your hand and slap yourself in the face.

Got it? Now repeat that until you come to your senses and continue reading whenever you're ready.

## **I'M TALKIN' BOUT STREET SKILLS SON!**

I'm not talking about the: study hard, party light, graduate top-of-your-class skills.

I'm not even talking about the: slack-off, skip class, smoke weed, drink and party but still graduate, skill-set your \$50,000+ diploma has lead you to believe you have.

"I'm talking 'bout, step out your door, make some moves, and get-some-shit-done, kind of skills! Some, move out your mama's house, quit your job — say "fuck the world" — and then actually go do it, kind of skills".

The kind of skills you develop in the real world, outside the bubble of your parents protection or the ideological indoctrination that has overwhelmed our entire educational system.

Skills that can be had by anyone willing to pay the price to get them.  
Skills that are quickly becoming extinct.

I'm talking about skills that cannot be taught in a classroom or in a textbook. Skills you can only learn by doing; by learning how to fly after jumping off the cliff.

Skills that can only be developed when you find your true self. When you put yourself on the line or otherwise expose yourself to the possibility of failure.

The skills you can only develop when you are willing to risk it all in order to do that one amazing thing.

**Skills that up until now, you thought you had.**

"Basically, what I am trying to tell you is that, in this game called life, you don't stand a chance...

## **1 :: BECAUSE YOU HAVE NOT FAILED ENOUGH**

Because you are comfortable in your mediocrity; because you choose not to try.

Because it is easier to talk about learning that new (programming?) language as opposed to actually learning it.

Because you think everything is too hard or too complicated so you will just “sit this one out”, or maybe you’ll, “do-it- tomorrow”!

Because you hate your job but won’t get a new one; because it is easy to reject rejection.

Because while you’re sitting around failing to try, I am out there trying to fail, challenging myself, learning new things and failing as fast as possible.

Because as I fail, I learn, and then adjust my course to make sure my path is always forward. Like the process of annealing steel, I’ve been through the fire and pounded into shape. The shape of a sword with polished edges and a razor sharp blade that will cut you in half if you are not equally hardened.

## **2 :: BECAUSE YOU CARE WHAT OTHERS THINK ABOUT YOU**



Because you have to fit in.

Because you believe that being different is only cool if you're different in the same way that other people are different.

Because you are afraid to embrace your true self for fear of how the world will see you. You think that because you judge others, this means that those people must, in-turn, be judging you.

Because you care more about the stuff you have as opposed to the things you've done.

Because while you're out spending your money on new outfits, new cars, overpriced meals or nights at the bar, I'll be investing in myself. And while you try to fit in with the world I'll make the world fit in with me.

Because I will recklessly abandon all insecurities and expose my true self to the world. I will become immune to the impact of your opinion and stand naked in a crowd of ideas; comfortable in knowing that while you married the mundane I explored the exceptional.

### 3 :: BECAUSE YOU THINK YOU ARE SMARTER THAN YOU ARE

Because you did what everyone else did; you studied what they studied and read what they read.

Because you learned what you had to learn in order to pass their tests and you think that makes you smart.

Because you think learning is only something people do in schools.

Because while you were away at college, I was studying life; because instead of learning about the world in a classroom I went out and learned it by living.

Because I know more than any piece of paper you could ever frame from a university. Because smart is not what you learn, it's how you live.

Because I might not have a degree but I challenge you to find a topic that I can't talk to you about cohesively.

Because I could pass your tests if I had to, but you couldn't stand for a single second in the face of the tests that life has thrown me. Tests that are not graded on a bell curve or by percentages; tests that are graded by one simple stipulation: survival!

#### **4 :: BECAUSE YOU DON'T READ**

Because you read the things you are required to read or nothing at all.

Because you think history is boring and philosophy is stupid.

Because you would rather sit and watch "E!" or "MTV" instead of exploring something new, instead of diving head first, into the brain of another man in an attempt to better understand the world around you.

Because you refuse to acknowledge that all the power in the world comes from the words of those that lived before us.

That anything you desire can be had by searching through the multitude of words that are available to us now more abundantly than ever before.

Because you are probably not reading this book even though you know you should.

Because the people that are reading this already know these things.

Because you can lead a horse to water but you can't make him drink.

## **5 :: BECAUSE YOU LACK CURIOSITY**

Because you get your news from copy-cat members of the state-controlled media.

Because you are unwilling to ask this simple question...  
"What if it's all a lie?", and accept the possibility that maybe it is; that just maybe, the methods of mass media are under direct orders to: keep you distracted.

Because you call me a know-it-all but refuse to call yourself a know-nothing-at-all.

Because I thirst for knowledge, regardless the topic.

Because while you're busy playing Candy Crush,  
or Megalopolis, Some are reading about string theory and  
quantum mechanics.

Because while you waste your time with Social Networks. Some are  
learning how to edit video, build websites and design mobile apps.

Because if we were to go heads-up in a debate, I would crush you. I  
would make it a point to defeat my own argument; from every  
imaginable angle; in order to understand everything you might be  
able to use against me.

Because I would dedicate myself to understanding both sides of the  
argument so thoroughly that I could argue your side for you and win;  
even after having just handed you a defeat in the same debate.

## **6 :: BECAUSE YOU DON'T ASK ENOUGH QUESTIONS**

Because you do not question authority.

Because you don't question yourself.

Because you don't understand the power of properly placed questioning in life, respectful disagreements and standing up for what you know to be right in the face of someone telling you otherwise. Unable to question reality; stuck in a self imposed survival strategy within a matrix-style monotony.

Because I know that you will give me all the information I need to destroy you by letting you talk.

Because I study human behaviors and you ignore everyone but yourself.

Because I watch how you say the things you say just as closely as I listen to what you say; and you say way too much!

Because control comes, not from spewing your ignorance like some incurable case of logorrhea, but from properly structuring the context of your questions.

Because I study the premise of your argument and destroy it from the ground level before you even get a chance to establish your ideas.

## **7 :: BECAUSE YOU CAN'T HANDLE THE TRUTH**

Because you refuse to admit that you don't even know the things you don't know.

Because there isn't an article online that would make up for all the time you have wasted in life.

Because even if I told you everything could be different tomorrow you would wait until then to begin doing anything about it.

Because even when you think I'm not, I'm aware of my surroundings.

Because you think that since I have not acknowledged you, it means that I have not seen you.

Because, you walk around with your head up your ass, oblivious to the world around you. Blissfully ignorant of the reality that sits so close to your face that if you stuck your tongue out, just once, you would taste it and realize how delicious the truth actually is.

Because you would become an instant addict. Unable to pull yourself from the teat of truth. Finally able to understand your lack of understanding, and then you would see; then you would know that the only thing holding you back from doing something truly amazing, is you.

## Harsh Truths That Will Make You a Better Person

"Do what?" you ask. I DON'T KNOW. LET'S FIGURE THAT OUT TOGETHER, MOTH\*RF\*KERS.



Feel free to stop reading this if your career is going great, you're thrilled with your life, and you're happy with your relationships. Enjoy the rest of your day, friend

For the rest of you, I want you to try something: Name five impressive things about yourself. Write them down or just shout them out loud to the room. But here's the catch -- you're not allowed to list anything you are (i.e., I'm a nice guy, I'm honest), but instead can only list things that you do (i.e., I just won a national chess tournament, I make the best fastfood of my City/State). If you found that difficult, well, this is for you, and you are going to fucking hate hearing it. My only defense is that this is what I wish somebody had said to me around my 15s or so.

**The World Only Cares About What It Can Get from You**

Let's say that the person you love the most has just been shot. He or she is lying in the street, bleeding and screaming. A guy rushes up and says, "Step aside." He looks over your loved one's bullet wound and pulls out a pocket knife -- he's going to operate right there in the street.

You ask, "Are you a doctor?"

The guy says, "No."

You say, "But you know what you're doing, right? You're an old Army medic, or ..."

At this point the guy becomes annoyed. He tells you that he is a nice guy, he is honest, he is always on time. He tells you that he is a great son to his mother and has a rich life full of fulfilling hobbies, and he boasts that he never uses foul language.

Confused, you say, "How does any of that fucking matter when my [wife/husband/best friend/parent] is lying here bleeding! I need somebody who knows how to operate on bullet wounds! Can you do that or not?!?"

Now the man becomes agitated -- why are you being shallow and selfish? Do you not care about any of his other good qualities? Didn't you just hear him say that he always remembers his girlfriend's birthday? In light of all of the good things he does, does it really matter if he knows how to perform surgery?

In that panicked moment, you will take your bloody hands and shake him by the shoulders, screaming, "Yes, I'm saying that none of that other shit matters, because in this specific situation, I just need somebody who can stop the bleeding, you crazy fucking asshole."

So here is my terrible truth about the adult world: You are in that very situation every single day. Only you are the confused guy with the pocket knife. All of society is the bleeding gunshot victim.

If you want to know why society seems to shun you, or why you seem to get no respect, it's because society is full of people who need things. They need houses built, they need food to eat, they need entertainment, they need fulfilling sexual relationships. You arrived at the scene of that emergency, holding your pocket knife, by virtue of your birth

-- the moment you came into the world, you became part of a system designed purely to see to people's needs.

Either you will go about the task of seeing to those needs by learning a unique set of skills, or the world will reject you, no

matter how kind, giving, and polite you are. You will be poor, you will be alone, you will be left out in the cold.

Does that seem mean, or crass, or materialistic? What about love and kindness -- don't those things matter? Of course.

As long as they result in you doing things for people that they can't get elsewhere.

"Nice guy? I don't give a shit. Good father? Fuck you! Go home and play with your kids. If you want to work here, close."

It's brutal, rude, and borderline sociopathic, and also it is an honest and accurate expression of what the world is going to expect from you. The difference is that, in the real world, people consider it so wrong to talk to you that way that they've decided it's better to simply let you keep failing.

## **Reasons why Your Hard Work Isn't Making You Successful**

Hard work sometimes pays off. Smart thinking combined with smart work will always pay off in the long run even if you stumble in the short term.

You work hard. You put in the excessive hours. You work tirelessly on personal projects. How often have you wondered why you're not further along in your career or life? How often have you wondered why this project is taking so long?

Let me share reasons your hard work isn't making you successful.

You think brute force will help you overcome intellectual laziness.

I always preach a moving object is easier to redirect than a stationary one, but constantly working on the wrong or minor tasks won't help you advance in the right direction.

You must consider any goal or project strategically and with major doses of love and desire. "Little thinking" breeds little results.

You think making mistakes is part of the learning process.

Thomas Edison, bless his heart, remarked this when asked if he was discouraged by his lack of successful attempts when inventing the light bulb, "I have not failed. I've just found 10,000 ways that won't work."

I hate to break it to you. Failing is just failing. No one actually progresses by failing. All failure does is show you what doesn't work.

Once you've made a failed attempt, you still need to figure out what actually does work. At your moment of failure, you

don't know that yet. Ask any golfer and he or she will know exactly what I'm talkin' about.

You think preparing a plan will help you feel in control of events that are out of your control.

Plans generally let the past drive the future. This stands to reason because people prepare plans based on what they learned—in the past.

Don't get me wrong. I'm all for planning. I, however, believe in planning ,process, not the plan itself. I believe in making frequent, smart adjustments based on what I'm feeling and what the outside world is telling me. Listen and you'll hear it. Then, adjust smartly and quickly. By the same token, don't overreact.

You insist on seeing the entire picture before you take the first step.

Think about building a house. Do you think the architect who's preparing the blueprint cares about what tile you're to using for the kitchen backsplash? Complete the sketch and get moving. You can figure out the moldings later.

You don't quit fast enough because your logic is faulty or your ego is too big.

You stay with something because you don't want to abandon the time or money or effort you've already expended.

You need to think differently. Every dollar or moment already spent is just that—spent. It's gone. Choose whether you'd start this project or career today knowing what you know now.

And, if you quit, no one will care how you “look” as much as you do. In fact, next time you want to quite something that doesn't matter to you anymore, imagine me holding up a big sign for you. The sign says, “Welcome to the Town of No One Cares. Population 7 Billion.”

You don't impose proper deadlines.

Deadlines are amazing. They keep you on track. They have a way of making you feel guilty or perhaps sweaty. There are



all kinds of goodness that come with deadlines when they're set properly.

The ones that are set too far in the future are bad. You're as bad at estimating as I am. Set short, frequent deadlines. That way, when you miss one it'll be a minor miss.

This will also help you discard any initiatives that are no longer worthy of your time. Think of your life as a continuum of deadlines instead of one big one far out into the future.

You don't have sound judgment because you work too much and are too tired.

I think I just fell asleep writing this line. Get sleep. Change it up. Stay frosty.

You don't curate properly.

Most people who fail have bigger regrets regarding what they said yes to versus what they said no to.

Repeat after me. Addition by subtracting feels great. Value the acts of purging and curating.

I once took nine thousand words out of a book to make it better. Get rid of excess. Get rid of people. Get rid of anything that's holding back your progress.

You spend too much time fixing inconsequential details.

Some parts of the whole are irrelevant no matter how important you think they are. Sometimes it's the way you stapled the paper (horizontal or vertical anyone?). Other times, it's recoloring the pie chart for your presentation to the executive committee.

Constantly ask yourself, "Would this matter to anyone else but me?" If the answer to that question is yes, then ask yourself, "Is it worth my time or expense to add it or change it?"

You think the bells and whistles are just as important as the main ingredient.

This is a huge time suck. Get out version one of whatever it is you want to “launch.” Then you can go to version 1.1 or version 2.0 or whatever you want to call it.

Most people spend ten percent of their time getting the first draft to ninety percent complete. Then, they proceed to expend the remaining ninety percent of their time getting the last ten percent complete. It’s ridiculous.

You’re not motivated because you don’t love it.

You might have loved it once. That love might have been genuine or misguided. Either way, if your motivation or love of something is waning, take a breather and reevaluate.

You don’t think ahead because you’re always thinking behind.

I laugh when I see companies constantly trying to keep up with their competitors. I feel sad when I see individuals trying to “keep up” with their peers or friends.

Companies and people are constantly looking at what has already been done! Think about it. It’s the only way you can make a comparison. You have to see what’s been done to know how far behind you are.

Forget that nonsense. Stay true to yourself and what you want accomplish. Go where your heart tells you to go. I promise your heart never lies. Just be ready. You will need to ignore a lot of criticism if you want to see the unseen. It’s all worth it. Trust me.