

— OVER 1 MILLION LIVES IGNITED —

# 212°

**THE EXTRA**  
**DEGREE**

EXTRAORDINARY RESULTS BEGIN WITH ONE SMALL CHANGE

SAM PARKER | MAC ANDERSON



# 212 The Extra Degree



**THOUGHTS**

**ACTIONS**

**REFLECTIONS**



# Thoughts



## IT'S YOUR LIFE. YOU ARE RESPONSIBLE FOR YOUR RESULTS.

- Why would you enter into any activity with anything but a commitment to achieve your objective of that activity – not a desire to achieve your objective, but a commitment?
- The only thing that stands between a person and what they want in life is the will to try it and the faith to believe it's possible.
- The difference in success or failure is not how you look, how you dress, or how you're educated. It's how you think!
- Belief fuels enthusiasm, and enthusiasm explodes into passion. It fires our souls and lifts our spirits.
- “Whether you think you can, or think you can't... You're right.” - Henry ford
- Thought is important because it is thought that generally precedes action.

## PERSERVERANCE

- “Perseverance is not a long race. It is many short races, one after another.” - Walter Elliott
- “In the confrontation between the stream in the rock, the stream always wins... Not through strength but by perseverance.” - H. Jackson Brown
- “How many a man has thrown up his hands at a time when a little more effort, a little more patience, would have achieve success.” - Elbert Hubbard
- “Many of life's failures are men who did not realize how close they were to success when they gave up.” - Thomas Edison
- “The drops of rain make a hole in the stone not by violence, but by oft falling.” - Lucretius
- “Triumph often is nearest when defeat seems inescapable.” - B.C. Forbes
- “Courage is fear holding on a minute longer.” - George Patton

# Actions



## THE DIFFERENCE BETWEEN 211° and 212°

- At 211°, water is hot. At 212°, it boils. With boiling water comes steam. And steam can power a locomotive.
- The extra degree will bring exponential results to you and those you touch throughout your days.
- And then some... These three little words are the secret to success. There is a difference between average people and the top people and most companies.
- Your words move others. Your words move you. Making your words send everyone in the right direction.
- Having a simple clearly defined goal can capture the imagination and inspire passion. You can cut through the fog like a beacon in the night.

## INCHES MAKE A CHAMPION. - VINCE LOMBARDI

- The average margin of victory for the last 25 years in all major golf tournaments combined was less than three strokes. The winners took home an average of 76% more money.
- In the last 10 years of the Daytona 500 and the Indianapolis 500 the winners took the checkered flag by an average margin of only 1.5 seconds and took home an average of \$657,492 more per race.
- Seemingly small things can make a tremendous difference.
- Unfortunately, action on the part of the reader/student in so many cases the missing ingredient.
- Success in anything has one fundamental aspect – effort.





# Reflections

## SELF-REVIEW

- Less someone engages in frequent self-review or an external source bringing something to one's attention, a person will continue throughout life making very small improvements, if any at all.
- "We can never help another without helping ourselves." - Ralph Waldo Emerson
- Removing just two diversions from your life each week eliminates more than 100 distractions a year from what's most important to you.
- One more act of kindness a week will add 52 moments of inspiration to year.
- Step out of your comfort zone at least once each week and create over 50 additional opportunities for excitement, challenge, and possibility each year.

## MOVE FORWARD. CEASE TO COMPLAIN.

- To get what we've never had, we must do what we've never done.
- "If you will spend an extra hour each day of study in your chosen field, you will be in national expert in that field in five years or less." - Earl Nightingale
- Just like companies have market value, so do people. In the simplest terms, your market value increases by knowing and doing more.
- Service is the lifeblood of any organization. Everything flows from it and is nourished by. Customer service is not a department... It's an attitude.
- They don't care how much you know until they know how much you care.

