

# NEVER STOP GROWING!



## Performance > Applause

**LAW 4: Always make your performance greater than your applause!** — *The Laws of Lifetime Growth* by Dan Sullivan and Catherine Nomura

“To receive applause for works which do not demand all our powers hinders our advance towards a perfecting of our spirit. It usually means that thereafter we will stand still.” —George C. Lichtenberg

“Increased performance is essential for lifetime growth. If you become more skillful and useful, you will receive greater applause from an expanding audience. This can be intoxicating, and the temptation will be to start organizing your life around other people’s recognition and praise—to keep repeating what got you the applause in the first place—rather than moving on to something new, better, and different. When this happens, the danger is that applause will become more important to you than your improved performance. The greatest performers in all fields are those who always strive to get better. No matter how much acclaim they receive, they keep working to improve their performance. Continually work to surpass everything you’ve done so far, and your performance will always be greater than your applause.” — *The Laws of Lifetime Growth* by Dan Sullivan and Catherine Nomura

### How to Maximize Your Personal Life Performance

#### Always Prepare

“Preparation can be defined in three words: Leave Nothing Undone.” —George Allen

“For who has despised the day of small things?” —Zechariah 4:10

#### Value Process Over Events

“O, popular applause! What heart of man is proof against thy sweet, seducing charms?”  
—Williams Cowper

#### Promise Less, Deliver More

“Hold yourself responsible for a higher standard than anybody expects of you. Never excuse yourself. Never pity yourself. Be a hard master to yourself—and be lenient to everybody else.”  
—Henry Ward Beecher

“He who is faithful in what is least is faithful in what is much; and he who is unjust in what is least, is unjust in what is much.” —Luke 16:10

#### “Refresh” Yourself

It has been said that before each performance, famed actor Sir Laurence Olivier would peer at the audience backstage through the theater curtain and whisper, “This is not last night’s audience. This is not last night’s show. These are not last night’s actors. This is not last night’s play. These are not last night’s lines...” —Sir Laurence Olivier

#### Expect Some “Jeers”

Critics help us to:

- Live Up
- Lighten Up
- Look Up

“If any of you lacks wisdom, let him ask of God, who gives to all liberally and without reproach, and it will be given to him.” —James 1:5

“Pray is one four-letter word you can use anywhere.”

#### Please the Right Audience

“Whatever you do, work heartily, as for the Lord and not for men, knowing that from the Lord you will receive the inheritance as your reward. You are serving the Lord Christ.” —Colossians 3:23-24

“Do your best. Work from the heart for your real Master, for God, confident that you’ll get paid in full when you come into your inheritance. Keep in mind always that the ultimate Master you’re serving is Christ. The sullen servant who does shoddy work will be held responsible. Being a follower of Jesus doesn’t cover up bad work.” —Colossians 3:23-24 MSG