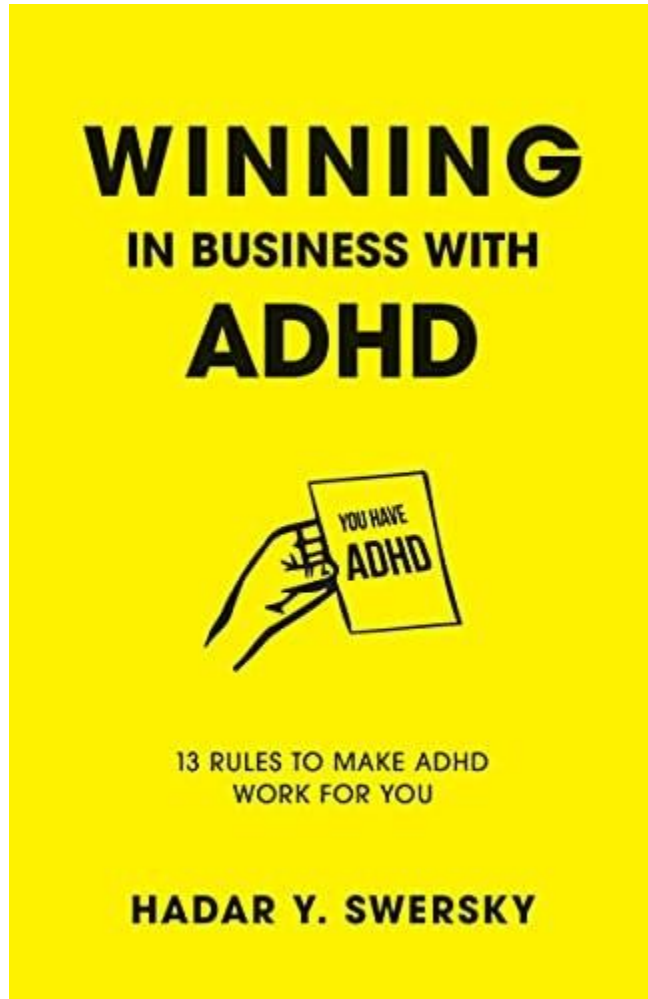


# Notes from Winning in Business with ADHD by Hadar Y. Swersky

ISBN-10 1737104709

ISBN-13 978-1737104704

Date read 21/5/2023



This book is about business, but it can help you with other areas of your life. The book provides a set of basic rules I have used to succeed. Don't dismiss the book if one idea does not work for you. The book does not provide a formula for success but is an eye-opener. You are smart. After reading this book, you can create your own follow-up rules.

You think you have ADHD. You know you have ADHD. Whatever. Get diagnosed. Learn about your ADHD traits so you can capitalize on them.

You cannot do more than one thing at a time, at least not properly. If you are writing emails, put your phone on silent. If you go into meetings, go without a mobile phone, and so on. You get the point.

You are impatient. This leads to frustration and anger. Watch what you say. You cannot take it back.

Get organized and write things down. No, you will NOT remember it in five minutes . . . Create a system, but don't overcomplicate it or try to achieve too many things at once. This is so you can follow through and succeed as opposed to trying to "overdo it"—and ending up not doing it at all.

Furthermore, people with ADHD tend to make declarations such as "from now on, I will never. . ." which sets them up for failure. Take baby steps, not "life-changing decisions." Think of it as something you need to do for one day and take it one day at a time. If you decide you are going to change from now to whenever, you will probably fail, as the task would be too daunting without any small successes along the way.

Listen, don't talk. It is simple, yet so difficult!

Finish tasks. Yes, it is almost done. Just a little bit left to do. Do it and get it over with. Focus on finishing tasks until there is nothing left to be done, not even a simple two-second task. Get it done! Capiisce?

Set a list of priorities and then follow it. Get it done. Not later. Not after I do this little fun thing first or this other thing that is so much more interesting. Just do it! Getting stuff out of the way is fun and is extremely productive.

You will quickly find that you have so much more time because you are not constantly returning to do tasks that you could have already finished.

Most successful people try many times before they hit that one thing that makes them successful. There are no shortcuts, just a lot of hard work and getting up after you get beaten down.

You also cannot efficiently do many things at the same time or expect to do them properly. While you might think that you are hedging your bets by doing a couple of things at the same time, what happens is that you are only doing a couple of things partially, instead of one thing properly.

His efforts in this business for the past six months, he would have been more successful (and less stressed) if he had focused primarily on one major business venture rather than spreading himself over multiple bright shiny business ideas.

Focus also gives you the ability to truly understand a niche. It allows you to build expertise in your chosen area and become an expert. This will develop into a huge advantage because you will reach the 10,000-hour goal and combine this knowledge with your creativity to propel your business to the next level.

Yes, you are very talented. You can do anything, but if you don't love it, you won't stick to it—and this becomes much more difficult when you have ADHD. Staying on track is much easier when you love what you do. Every

business has challenges, and you succeed by continuing to “apply consistent pressure” when things get hard or don’t go your way.

George Clooney kept focusing on his target and following his passion. He believed he would eventually succeed and pursued his dream until he made it, while not getting distracted. Inspiring!

Stop being late and making promises you cannot realistically keep. It is annoying and disrespectful.

Don’t succumb to the “fun” of hiring people with ADHD. They are fun, and you are drawn to them, but they might not be what you really need. Evaluate the work required and try to think of who you would like to complete this task.

Would it work better with a person with ADHD or not? I see employees with ADHD like super high-tech rockets that require significant support staff to achieve lift-off. Seeing as you started the business, or are running it, there is already enough firepower, and you should surround yourself with people who are strong where you are weak.

Repetitive or mundane tasks take a huge toll, whether you recognize it or not. Get an assistant. Put in place systems and processes that the assistant can easily follow and invest the time in training them. This will free your mind to deal with tasks only you can handle!

Yes, you can take care of it. But you won’t, not until the last minute, if ever. This situation will create pressure and will stress out everyone around you. Invest the time in showing someone how to do a task, and enjoy watching it happen while you have time to let your mind roam. You will come to

appreciate stuff being done, systems put in place and ongoing monitoring. While this isn't an easy financial decision to take, it is a game changer.

You are a leader (or you want to be) and your staff need clear guidance! They need simple tasks and goals to follow. That is why they need you. Make up your mind, decide on a course of action, lay out the steps and then describe them. Communication is key, so communicate these steps, move aside, and let stuff happen.

"We are great at starting things but hardly ever complete them. I can show you hundreds of projects I started and never finished. The secret is finishing projects, and for that, you need to define a clear end goal.

As someone once said to me, the only thing better than "perfect" is "done." If it is writing a book, then the process is easy to define. But if the goal is to start a company or a new venture, then there is no real end. For that, I would recommend setting interim goals that ensure you are making progress. When you start off with a project, set out the stepping stones. These are the stages of a project, and you'll want to keep your eye on the next stepping stone. While people

ADHD'ers tend to try to complete multiple tasks in parallel, this should be limited to tasks that help you achieve your next stepping stone. You would be astounded at how many things can be achieved and at how efficient you will be. I believe this will then be followed by an overwhelming sense of relief for getting stuff done.

Never decide on the spot. Always wait one day before making big decisions. This rule has saved me from making huge mistakes. Because I have ADHD, I tend to be impulsive, so I do not make any decisions on the spot. This helps me avoid situations where my enthusiasm gets the better of me.

It prevents me from committing to something I can't follow through on or committing to something that seems foolish the next day. Give yourself at least one day. You will be surprised at what comes out. Got it? Now read this short bit again because this is my number one rule. (And if you jumped to the end and started with this rule, then gotcha!) Now start from the beginning.