

The result is predictable if you ...

Work the numbers!



We all know that the chances of rolling a six with one die are one in six – right? So how come I can roll a die 6 times and not get a six? How can I sometimes roll it 10 or even 20 times without getting a six at all? How can it be that I get a six on the very first roll? The ‘law of averages’ is in play here, but we are often fooled by this law as it doesn’t seem predictable (as seen in the examples above). It is actually the ‘law of large numbers’ that is most interesting and - incredibly powerful if you can understand it and apply it to your life.

According to Wikipedia; ‘The **law of averages** is a lay term used to express a belief that outcomes of a random event will "even out" within a small sample.’ It then goes on to say, ‘As invoked in everyday life, the "law" usually reflects bad statistics or wishful thinking rather than any mathematical principle.’ When we look at how this wishful thinking applies in our lives, it is everywhere and we have all fallen pray to it at some time.

Think about the sales person who is told that one out of 10 calls she makes will lead to one sale – she then proceeds to make 10 calls and can’t understand why none of them resulted in a sale. Consider the person wishing to lose fat and is told he needs to exercise 3 times per week and after one week can’t understand why he doesn’t look any different. Many people are kidding themselves as they think that only a small, short term or inconsistent effort will give them the result they want. All you need to know is that the secret lies squarely in the ‘**law of large numbers**’.

Go with large numbers over an extended period

Our friends at Wikipedia say about the **law of large numbers**; ‘According to the law, the average of the results obtained from a large number of trials should be close to the expected value, and will tend to become closer as more trials are performed.’ In other words, the more consistently you do something the more predictable the result will be.



This means; if the chance of rolling a six is one in six, then the more times I roll the die the closer I will get to numbers that reflect this statistic. If I roll it 10 times there are no guarantees – 100 times would be better – but if I rolled it 1000 times or more the average would be very close to one in six.

This is incredible news! Why? Because it takes the element of luck and chance out of just about anything & everything you are striving for. It means that your outcomes have very little to do with your ability, your age, your circumstances, your education level or your background ... they have everything to do with working the numbers ... the large numbers. That is totally in your control – in fact it is in everyone's control.

Success is not about skill but about large numbers



I had lunch with good friend yesterday and I was helping her try to get a new project off the ground. I was telling her about some results I had been getting with a similar project and she said to me, 'You are amazing!' I said, 'Thank you for the compliment, but I am not that amazing ... I am just stubborn!' It is true ... of all the things I have in my life and everything I have achieved, in just about every case, has been due to stubbornness, persistence and simply working the numbers. This is a character trait that anyone can develop – it is not a skill it is pure-and-simple a decision.

So, in which area or areas of your life do you need to apply the law of large numbers? It really is not as hard or intimidating as it sounds – it just takes a consistent effort over time with an impenetrable belief that if you do the numbers you will 100% predictably get the result you want.

Are you the salesperson who is told that if you make 10 calls you will get one sale? Imagine if you did 10 calls every day, every week, every month and every year – even when you didn't feel like it. You would make on average 5 sales per week and you would be, if not the top salesperson at the company, certainly one of the best. Have you done anything amazing to achieve this? No, you just discovered what the numbers were and worked them.

Are you the person trying to lose fat and told that you need to exercise 3 times per week (amongst other things)? One week won't do it – will it? But, what if you did it every week, every month and every year – even when you couldn't be bothered or it was wet & cold outside? You would predictably be in an incredibly small percentage and elite group of people who look and feel great all of the time. Why? Because you are exceptionally special or talented? NO, because you simply worked the numbers.



I wish for you a life of health, happiness and prosperity. I wish for you that your health, your career, your relationships and all of your goals & dreams come to fruition. But, do you know what? It has nothing to do with what you or I wish for – our success will be determined by our willingness to understand and work the numbers - then make a decision to be stubborn until the numbers give us the predictable results we want.

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