THE LONG WAY IS THE SHORTCUT

WORKBOOK

PRINT EDITION

MICHEL WICHMAN

BEFORE YOU BEGIN

FOURTEEN PAGES. NINE STAGES.

The book is about the difference between waiting for the elevator and taking the stairs. This print edition gives you one page for each of the nine stages, so the workbook fits on your desk and in your bag.

1 **Check where you stand**

Take the three-minute Staircase Check at bonus.thelongwayistheshortcut.com and note your altitude on page 3.

2 **One page per stage**

After each part of the book, answer the key question from every chapter on that stage's page. Short and honest beats long and beautiful.

3 **One step within 72 hours**

Every stage page ends with one step. Keep it small enough to start within seventy-two hours, and give it a date.

4 **Want to go deeper?**

The complete workbook has all 48 guides with every question. Fill it in online at your Base Camp, or download it as a fillable PDF.

THIS WORKBOOK BELONGS TO

I STARTED CLIMBING ON

TAKE IT AT BONUS.THELONGWAYISTHESHORTCUT.COM

MY STAIRCASE CHECK LOG

Three minutes, nine stages, one honest look at where you stand. Note the result each time, and the stage the check suggests as your next step.

WHEN	DATE	ALTITUDE	NEXT STAGE	ONE THING I WILL CHANGE
Before you begin		m		
After Part One		m		
After Part Two		m		
After Part Three		m		
After Part Four		m		
After Part Five		m		
After Part Six		m		
After Part Seven		m		
After Part Eight		m		
After Part Nine		m		
At the top		m		

1 FIND OUT WHAT YOU REALLY WANT

1 FROM DISHWASHER TO HOTEL OWNER · BOOK P. 16

Where do you come from? Which people, places, and experiences have shaped you? What values, habits, perspectives, and desires have you retained from your childhood and adolescence?

2 SETTING CLEAR GOALS: YOUR PERSONAL GPS · BOOK P. 24

What's your next goal—and why?

3 WHY BIG DREAMS COME TRUE · BOOK P. 28

What is your biggest dream, the one you really want to pursue? What objections or concerns do you hear most often from others?

4 LISTEN TO YOUR INNER VOICE · BOOK P. 33

When do you hear your inner voice most clearly? What moments have there been when your gut feeling has steered you in the right direction? What decisions have you made that went against your intuition, and what did you learn from them?

5 ONLY YOU DETERMINE WHERE YOU ARE GOING · BOOK P. 36

Which areas of your life are you already actively taking responsibility for? What activity makes you feel that your life has a deeper meaning?

MY ONE STEP FOR THIS STAGE, WITHIN 72 HOURS

DONE BY

☐ Done

2 FORGET THE ELEVATOR—TAKE THE STAIRS

6

THE PROBLEM WITH SHORTCUTS · BOOK P. 42

What "steps" have you consciously taken in your life? Where have you tried to take the elevator, only to realize what you missed out on as a result?

7

REAL GROWTH COMES FROM HARD WORK · BOOK P. 47

What does it mean to you to work hard for yourself? What challenging steps lie ahead, and how do you plan to tackle them?

8

WHY SETBACKS ARE INEVITABLE · BOOK P. 51

A devastating blow or a hidden opportunity: How do you view setbacks?

9

FIND OPPORTUNITY IN CRISIS AND CRITICISM · BOOK P. 55

Can you accept crisis and criticism and use them to your advantage?

10

AUTHENTICITY ALWAYS WINS · BOOK P. 59

Where in your life today are you already living as your truest self—without masks or pretense? Can you think of times in the past when trying to fit in came at a cost?

MY ONE STEP FOR THIS STAGE, WITHIN 72 HOURS

DONE BY

☐ Done

3 THE SPIRIT OF SERVICE

11 SERVICE MEANS SERVING · BOOK P. 66

How do you view the concept of "service"? As a weakness or as a conscious strength? Have you ever personally experienced true service?

12 WHAT WE CAN ALL LEARN FROM GOOD SERVICE PROFESSIONALS · BOOK P. 70

Are you just going through the motions, or are you providing true service?

13 THE WELL-RUN HOTEL AS A MICROCOSM OF SOCIETY · BOOK P. 73

Do you see yourself within a community more as a lone wolf or as part of the team?

14 LIVING UP TO A HIGH STANDARD · BOOK P. 76

What yardstick do you use to measure your own performance?

15 A FISH ROTS FROM THE HEAD DOWN · BOOK P. 79

Do you stay on track, or do you let everyday tasks distract you?

16 BECOME THE CARETAKER OF YOUR OWN LIFE · BOOK P. 82

How well do you serve yourself—and where do you neglect your own needs? Do you treat yourself with the same care that a good host shows their guests?

MY ONE STEP FOR THIS STAGE, WITHIN 72 HOURS

DONE BY

☐ Done

4 LISTEN TO THE RIGHT PEOPLE

17 MENTORS FAST-TRACK YOUR SUCCESS · BOOK P. 88

Where are you currently trying to figure things out on your own? Who do you know that you could ask for advice?

18 THE BEST ADVICE I EVER GOT · BOOK P. 92

What one sentence or thought has stayed with you over time?

19 WHAT I LEARNED FROM MY FATHER · BOOK P. 95

What values have you adopted from your family or loved ones—and how do they shape you even to this day?

20 BECOME A ROLE MODEL · BOOK P. 98

In what areas are you already a role model—whether you realize it or not?

21 HOW TO SPARK ENTHUSIASM IN OTHERS · BOOK P. 100

In what areas does your enthusiasm truly come from the heart, and where could it grow even stronger?

22 TRUST YOUR GUT · BOOK P. 104

What decision are you currently putting off, even though your gut has long since said "yes"? And what person, task, or direction just feels right—even without a fully formed rationale?

MY ONE STEP FOR THIS STAGE, WITHIN 72 HOURS	DONE BY
	☐ Done

5 NOTHING WORKS WITHOUT VALUES

23 A RETURN TO RESPECT AND GENUINE COURTESY · BOOK P. 110

What role do respect and courtesy play in your daily life?

24 HONESTY AND CLARITY ALWAYS PAY OFF · BOOK P. 116

What are your thoughts on honesty and clarity? Are they non-negotiable for you?

25 VALUES AND NORMS: WHAT REALLY COUNTS · BOOK P. 121

What values and norms do you stand for?

26 VALUES AND NORMS ARE WORTHLESS UNLESS YOU LIVE THEM · BOOK P. 126

What values are most important to you—and how clearly do you demonstrate them in your daily life?

27 WHY POSITIVE THINKING CHANGES EVERYTHING · BOOK P. 129

Which kinds of thoughts dominate your daily life—positive or negative?

28 MAKE ROOM FOR NEGATIVE THOUGHTS AND FEELINGS · BOOK P. 133

What negative thoughts are on your mind right now?

29 VISUALIZE AND ACHIEVE: THE POWER OF YOUR THOUGHTS · BOOK P. 137

What images do you have in your mind of your life or your goals? Are you sufficiently conscious of the fact that your thoughts shape your actions, and that your actions, in turn, determine the path your life takes?

MY ONE STEP FOR THIS STAGE, WITHIN 72 HOURS

DONE BY

☐ Done

6 GET TO WORK

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YOU'VE GOT TO ROLL UP YOUR SLEEVES · BOOK P. 144

Let's get down to work: What are you willing to do?

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PLAY INSTEAD OF WORK: FINDING JOY IN YOUR JOB · BOOK P. 147

What tasks feel like a burden today? How can you inject a little joy into them?

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THE POWER OF SELF-REFLECTION · BOOK P. 151

When did you last take time to consciously reflect on your day or your week?

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HOW TO BE PRODUCTIVE EVERY DAY · BOOK P. 154

Are you working today because you have to—or because you want to?

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THE POWER OF DISCIPLINE IN EVERYDAY LIFE · BOOK P. 158

Where can you point to true discipline in your life today? In what situations do you put things off instead of tackling them?

35

TAKE RESPONSIBILITY INSTEAD OF COMPLAINING · BOOK P. 161

In what situations do you make excuses or wait for others? Where could you take matters into your own hands?

36

THRIVE UNDER PRESSURE · BOOK P. 164

When does tension motivate you—and when does it become a burden? Imagine your life as a spiderweb: Is it too loose, too tight, or just right?

MY ONE STEP FOR THIS STAGE, WITHIN 72 HOURS

DONE BY

☐ Done

7 STAY STRONG THROUGH HARD TIMES

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STRENGTH IN CRISIS: THE BELLEVUE STORY · BOOK P. 170

Do you stay true to your values during crises, even when things get tough? Do you actively seek solutions and speak openly about setbacks?

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HOW TO MASTER YOUR PROBLEMS · BOOK P. 175

Do you face up to reality—or do you push problems aside until they get bigger?

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THE NUMBER ONE RULE: NEVER GIVE UP · BOOK P. 181

When have you been on the verge of giving up—and what kept you going?

MY ONE STEP FOR THIS STAGE, WITHIN 72 HOURS	DONE BY
	☐ Done

8 SAVOR YOUR SUCCESS AND FIND INNER PEACE

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FROM RESTLESS ACTIVITY TO INNER BALANCE · BOOK P. 188

Where are you still driven to keep pushing higher and faster? And what exactly is driving you?

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PAUSE TO SAVOR YOUR SUCCESS · BOOK P. 193

When was the last time you consciously looked back on your achievements?

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REGULAR SELF-REFLECTION CHANGES YOUR LIFE · BOOK P. 197

What challenges did you overcome today, and what encounters enriched you?

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WHY GRATITUDE IS THE KEY TO HAPPINESS · BOOK P. 202

What are you truly grateful for right now?

MY ONE STEP FOR THIS STAGE, WITHIN 72 HOURS	DONE BY
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9 CULTIVATE QUALITY AND AUTHENTICITY IN YOUR LIFE

44 QUALITY OVER QUANTITY: LESS IS MORE · BOOK P. 210

What would your life be like if you strove for the highest possible quality in everything?

45 ALWAYS EXCEED EXPECTATIONS · BOOK P. 216

What wishes and needs often go unspoken? And how can you recognize them?

46 INSPIRE AND MOTIVATE PEOPLE FOR LASTING IMPACT · BOOK P. 222

How often do you truly see people and offer them real recognition?

47 WHAT YOU LEAVE BEHIND FOR OTHERS · BOOK P. 226

What feelings, impressions, and values do you want to instill in others?

48 HOW TO BECOME AN INSPIRATION TO OTHERS · BOOK P. 229

What makes you unique? What have you surprised others with in the past? What inspires you?

MY ONE STEP FOR THIS STAGE, WITHIN 72 HOURS

DONE BY

☐ Done

Spitzhorn · 2,807 m · 9,209 ft

YOU HAVE REACHED THE TOP.

Take the Staircase Check one last time and compare it with the one you took before you began.

Compare your first and your last check. What has changed since page one?

Which stage will you come back to, and when?

Who is waiting for the elevator right now, and could use this book?

Tell Michel which step you are on: **contact@michelwichman.com**. He reads every message himself.



THERE IS NO ELEVATOR TO THE TOP.

"The stairs aren't there to slow you down. They're there to help you grow."

More bonus material: bonus.thelongwayistheshortcut.com

Talks and seminars: michelwichman.com/talks

Write to Michel: contact@michelwichman.com

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