THE LONG WAY IS THE SHORTCUT

WORKBOOK

MICHEL WICHMAN

BEFORE YOU BEGIN

HOW TO USE THIS WORKBOOK

This book is about the difference between waiting for the elevator and taking the stairs. The guides at the end of each chapter are where you take the stairs yourself. They are reproduced here word for word from the book, with room for your answers.

1

Find your starting point

Before you read page one, take the Staircase Check at bonus.thelongwayistheshortcut.com. Write your altitude in the log on page 4.

2

Read, then write

Every chapter of the book ends with a guide. After reading a chapter, answer its guide here. Write fast and honestly, not beautifully.

3

End with one step

Each guide closes with a box for your next step. Keep it small enough to do within seventy-two hours, and give it a date.

4

Look back after every part

When you finish a part, retake the check and note what moved. At the top, compare your last check with your first.

THIS WORKBOOK BELONGS TO

I STARTED CLIMBING ON

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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

1,014 m · 3,327 ft

FIND OUT WHAT YOU REALLY WANT

MANY PEOPLE THINK	WHAT REALLY WORKS
Take whatever comes along	→ **Know what you really want**
Someone will hand it to me	→ **Work your way up, step by step**
Just start driving	→ **Program your personal GPS**
"Why do they have that?"	→ **"What did it take them?"**
Others know best	→ **Listen to your inner voice**
Others choose my path	→ **Only I decide where I am going**

IN THIS PART

1	From Dishwasher to Hotel Owner	book p. 16 · workbook p. 6
2	Setting Clear Goals: Your Personal GPS	book p. 24 · workbook p. 7
3	Why Big Dreams Come True	book p. 28 · workbook p. 8
4	Listen to Your Inner Voice	book p. 33 · workbook p. 9
5	Only You Determine Where You Are Going	book p. 36 · workbook p. 10

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YOUR GUIDE TO

YOUR LIFE'S JOURNEY

From chapter 1, From Dishwasher to Hotel Owner

1 **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 **What important decisions or key moments have shaped your journey thus far? To continue in the same vein: Where do you stand today? What role do you play in your career, in your circle of friends, and in your own life?**

3 **What skills or mindsets have sustained you so far and helped you move forward? Where do you feel that you still need to grow or question old patterns?**

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

YOUR PERSONAL GPS

From chapter 2, Setting Clear Goals: Your Personal GPS

1 What's your next goal—and why?

Think of some specific actions you can take over the next seven days, as well as some benchmarks along the way to achieving your goal.

2 Which three milestones best define your path? What obstacles might arise, and how will you get around them?

Keep your goal in mind every day so you don't lose sight of it, and check regularly to make sure you're still on track.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

DREAMING BIG

From chapter 3, Why Big Dreams Come True

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

Decide which ones are helpful and which ones you can ignore. Then visualize your progress and the end result.

2 **How do you picture your dream? What does it look like? How does it feel?**

3 **Are you ready to put in the time, money, and energy you need to succeed?**

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

YOUR INNER VOICE

From chapter 4, Listen to Your Inner Voice

1 **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?**

There may also be questions that keep coming up in your inner dialogue.

2 **What thoughts or feelings are telling you today that you should make a change?**

Trust your inner voice and make concrete decisions based on that trust.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

PERSONAL RESPONSIBILITY

From chapter 5, Only You Determine Where You Are Going

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

Your experiences have already proven that hard work and discipline drive progress. But you're not done yet.

2 Where else are you ready to step up, take control, and fully own your chosen path?

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

PART TWO

2

1,201 m · 3,940 ft

FORGET THE ELEVATOR—TAKE THE STAIRS

MANY PEOPLE THINK	WHAT REALLY WORKS
Success comes at the push of a button	→ **Success is built step by step**
Talent is enough	→ **Growth comes from hard work**
A setback means I failed	→ **Setbacks build strength**
Criticism hurts	→ **Criticism can move me forward**
Try to please everyone	→ **Think, feel, and act as one**
Wait for the elevator	→ **Take the stairs**

IN THIS PART

6	The Problem with Shortcuts	book p. 42 · workbook p. 12
7	Real Growth Comes from Hard Work	book p. 47 · workbook p. 13
8	Why Setbacks Are Inevitable	book p. 51 · workbook p. 14
9	Find Opportunity in Crisis and Criticism	book p. 55 · workbook p. 15
10	Authenticity Always Wins	book p. 59 · workbook p. 16

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YOUR GUIDE TO

CLIMBING THE STAIRS

From chapter 6, The Problem with Shortcuts

1 **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?**

You've grown stronger and gained experience with every single step. Be aware of how much groundwork you need to lay before you can reach your next big goal. Stick to your own pace instead of comparing yourself to others. Accept setbacks as part of the journey, and consciously take one small step today—even if it takes longer than you'd like.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

REAL GROWTH

From chapter 7, Real Growth Comes from Hard Work

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

Determine the time frame for your next steps and the commitment you're willing to make. Monitor your progress to make sure you're actually moving forward, and resist the temptation to take the easy road. Decide today—better yet, right now—which concrete action you'll start with.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

INEVITABLE SETBACKS

From chapter 8, Why Setbacks Are Inevitable

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

Think about the experiences in your past that have shaped you and helped you grow. A setback can lead you down a better path if you handle it the right way. Recognize the sources of strength that carried you through when things got tough, and identify the signs that show you came out the other side stronger.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

CRISIS AND CRITICISM

From chapter 9, Find Opportunity in Crisis and Criticism

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

Difficult situations you've already dealt with show you what new paths have emerged as a result. Think back to how you've handled crisis and criticism in the past.

2 Where did your reactions lead you?

Decide how you want to handle crisis and criticism in the future so that they work for you rather than against you.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

AUTHENTICITY

From chapter 10, Authenticity Always Wins

1 **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?**

Sincerity has a greater impact than any facade—it gives you strength and credibility. Set clear boundaries and recognize which relationships respect your authenticity.

2 **Is there one area where you can let your guard down today?**

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

PART THREE

3

1,388 m · 4,554 ft

THE SPIRIT OF SERVICE

MANY PEOPLE THINK		WHAT REALLY WORKS
Serving is a weakness	→	**Serving is a strength**
Do what the job requires	→	**Do what the guest needs**
Success is a solo act	→	**Success is always a team effort**
Good enough will do	→	**Live up to a high standard**
Rules are for the others	→	**Practice what you preach**
Life happens to me	→	**I take care of my own life**

IN THIS PART

11	Service Means Serving	book p. 66 · workbook p. 18
12	What We Can All Learn from Good Service Professionals	book p. 70 · workbook p. 19
13	The Well-Run Hotel as a Microcosm of Society	book p. 73 · workbook p. 20
14	Living Up to a High Standard	book p. 76 · workbook p. 21
15	A Fish Rots from the Head Down	book p. 79 · workbook p. 22
16	Become the Caretaker of Your Own Life	book p. 82 · workbook p. 23

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YOUR GUIDE TO

SERVING OTHERS

From chapter 11, Service Means Serving

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

Think back to how it affected you, and reflect on whether you too are touching the lives of others. Your inner drive determines whether you act out of self-interest or make a genuine contribution. Plan an act of service that adds value to your community today.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

THE SECRETS OF GOOD SERVICE PROFESSIONALS

From chapter 12, What We Can All Learn from Good Service Professionals

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

A small gesture or a special act of kindness can often have a greater impact than grand words—it stays in people's memories and makes them feel closer to you. Think about where you might offer such a gesture today. Do it not because you have to, but because you truly want to. Consciously choose a gesture that shows you're giving your best because it comes from the heart.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

A WELL-FUNCTIONING SOCIETY

From chapter 13, The Well-Run Hotel as a Microcosm of Society

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

You can achieve more through collaboration than by going it alone—it fosters stability and success. Your contribution determines whether your environment functions effectively and whether others benefit from your support.

2 Where do you sometimes take more than you give?

Restore the balance—or better yet, give more than you take! As you approach a task today, do so with the awareness that your contribution is part of the whole.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

LIVING UP TO A HIGH STANDARD

From chapter 14, Living Up to a High Standard

1 What yardstick do you use to measure your own performance?

Standards that exist only on paper have no effect—it's only when standards are put into practice that they make a difference. Situations where high expectations are consistently met show you the kind of impact this can have. Small gestures and routines show that quality is important to you.

2 What personal standard do you want to demonstrate every day?

Take an action that proves exactly what you mean.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

TRUE LEADERSHIP

From chapter 15, A Fish Rots from the Head Down

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

Poor leadership or inconsistency can quickly throw everything off balance—your attitude determines whether you stick to your path and provide guidance to others. Everyday situations offer you the chance to set a clear direction. Make sure your words align with your actions and your actions align with your goals.

2 **Where do you need to make adjustments in this regard?**

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

BEING YOUR OWN CARETAKER

From chapter 16, Become the Caretaker of Your Own Life

1 **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?**

Don't be a victim of circumstances; be the architect of your own life! Take responsibility for your path and make sure you keep moving forward. When you view your life as your most important project, you automatically become your own best caretaker.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

PART FOUR

4 LISTEN TO THE RIGHT PEOPLE

1,612 m · 5,289 ft

MANY PEOPLE THINK	WHAT REALLY WORKS
Figure it all out alone	→ Learn from those ahead of you
Be the smartest in the room	→ Surround yourself with better people
Look for the easy money	→ You can't get something for nothing
My example doesn't matter	→ My example always has an impact
Push people with pressure	→ Inspire them with enthusiasm
Only logic counts	→ Let your gut have a say

IN THIS PART

17	Mentors Fast-Track Your Success	book p. 88 · workbook p. 25
18	The Best Advice I Ever Got	book p. 92 · workbook p. 26
19	What I Learned from My Father	book p. 95 · workbook p. 27
20	Become a Role Model	book p. 98 · workbook p. 28
21	How to Spark Enthusiasm in Others	book p. 100 · workbook p. 29
22	Trust Your Gut	book p. 104 · workbook p. 30

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YOUR GUIDE TO

MENTORS

From chapter 17, Mentors Fast-Track Your Success

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

Experienced people who have gone before you can point you in the right direction. Their advice will help you avoid detours and give you the boost you need to progress more quickly. Be open to what others have learned, even if not every answer resonates with you right away. Decide who, specifically, you'll reach out to in the coming days.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

THE BEST ADVICE

From chapter 18, The Best Advice I Ever Got

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

Think about who it came from and why it has such a powerful effect. People who know more than you provide an environment where you can grow. Your ego can hold you back—inspiration, on the other hand, propels you forward.

2 **Where can you benefit most from the right boost?**

MY NEXT STEP, WITHIN 72 HOURS

DONE BY

☐ Done

YOUR GUIDE TO

VALUES

From chapter 19, What I Learned from My Father

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

Be mindful of which principles guide your actions and whether they bring you closer to your goal and your dream. You can choose to embrace the values and convictions of your role models or leave them behind—the decision is yours.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

BECOMING A ROLE MODEL

From chapter 20, Become a Role Model

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

Your actions have a lasting impact that goes beyond any speech. Trust grows through consistency and authenticity.

2 **Do you actually live by your convictions?**

Imagine someone mirroring your behavior, and decide which specific behaviors you want to model more clearly from now on.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

SPARKING ENTHUSIASM

From chapter 21, How to Spark Enthusiasm in Others

Ask yourself what you're truly passionate about, and whether others can sense that passion.

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

Recognize how you can show more appreciation to the people around you, and which achievements you want to celebrate more consciously with others. Pay attention to small gestures that create a wow factor, and bring more ease and joy into your everyday life. Choose a specific mindset to spread enthusiasm.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

YOUR GUT INSTINCT

From chapter 22, Trust Your Gut

1 **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?**

Your mind provides the numbers, but your gut is the inner compass that recognizes opportunities, reads people, and gives you the courage to take the next step. Those who only analyze end up going in circles; true progress begins when you trust that quiet voice that says, "The energy here feels right." When you ignore your intuition, you lose touch with yourself.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

5 NOTHING WORKS WITHOUT VALUES

1,836 m · 6,024 ft

MANY PEOPLE THINK	WHAT REALLY WORKS
Courtesy is old-fashioned	→ **Respect opens doors**
A white lie keeps the peace	→ **Clarity and honesty pay off**
Values are nice to have	→ **Values are the foundation**
Write values on the wall	→ **Live them every day**
Expect the worst	→ **What you radiate, you attract**
Hide difficult feelings	→ **Let them out, mindfully**
Thoughts are just thoughts	→ **Thoughts shape your destiny**

IN THIS PART

23	A Return to Respect and Genuine Courtesy	book p. 110 · workbook p. 32
24	Honesty and Clarity Always Pay Off	book p. 116 · workbook p. 33
25	Values and Norms: What Really Counts	book p. 121 · workbook p. 34
26	Values and Norms Are Worthless Unless You Live Them	book p. 126 · workbook p. 35
27	Why Positive Thinking Changes Everything	book p. 129 · workbook p. 36
28	Make Room for Negative Thoughts and Feelings	book p. 133 · workbook p. 37
29	Visualize and Achieve: The Power of Your Thoughts	book p. 137 · workbook p. 38

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YOUR GUIDE TO

RESPECT AND COURTESY

From chapter 23, A Return to Respect and Genuine Courtesy

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

Sometimes they're a given, sometimes they're lost—especially where they're needed most. Often, it's the small gestures that show others: I recognize your worth. If you don't judge people by their appearances but instead treat them with openness, you'll strengthen every relationship. Model respect and courtesy, and choose a gesture that reflects them over the next few days.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

HONESTY AND CLARITY

From chapter 24, Honesty and Clarity Always Pay Off

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

Straight talk is more powerful than any excuse, and it builds trust. Self-deception holds you back and obscures conflicts that need to be resolved. Clear words show that you're taking responsibility. Honesty always pays off. Over the next few days, speak the truth clearly and honestly, and observe yourself and those around you.

2 What changes? What's different?

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

VALUES AND NORMS

From chapter 25, Values and Norms: What Really Counts

1 **What values and norms do you stand for?**

Decisions based on your values give you direction and clarity. Norms can offer you guidance because they provide a set of rules, while values shape your character. Observe yourself and your surroundings to figure out what really matters to you.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

LIVING YOUR VALUES

From chapter 26, Values and Norms Are Worthless Unless You Live Them

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

Keeping a promise, even when it's inconvenient, shows that your word counts for something. Honesty means doing more than just pretending to live your values. Demonstrate this attitude every day, even in small ways. True values are proven through actions, not words.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

POSITIVE THINKING

From chapter 27, Why Positive Thinking Changes Everything

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

If you focus only on setbacks and obstacles, you won't see the way forward. Come up with routines that deliberately direct your thoughts toward the positive, and surround yourself with people and places that give you strength. Even in difficult situations, look for a silver lining. Positive thoughts open your eyes to opportunities.

2 Where can a change in perspective help you move forward?

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

NEGATIVE FEELINGS

From chapter 28, Make Room for Negative Thoughts and Feelings

1 **What negative thoughts are on your mind right now?**

Be mindful of them without letting them control you. If your boat is filling up with water, let the excess flow out—that's how you make room for clarity. Pay attention to where people or situations are sucking the life out of you, and set clear boundaries. Humor, conversations, and physical activity relieve tension and restore your energy. Being open about your worries lightens your load. Choose a simple routine that lifts your spirits and brightens your day.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

VISUALIZATION

From chapter 29, Visualize and Achieve: The Power of Your Thoughts

1 **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?**

Visualization combines clear, powerful images with emotions, as if your goal were already a reality. Taking that first step in the outside world brings your inner vision into the light. A steady routine helps you stick with it and turn your vision into reality, one step at a time. Picture your future.

2 **What does it look like? How does it feel?**

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done



PART SIX

6

2,097 m · 6,880 ft

GET TO WORK

MANY PEOPLE THINK	WHAT REALLY WORKS
Start at the top	→ **Start on the bottom step**
Work is a burden	→ **Play instead of work**
Do as much as possible	→ **Do what is right**
Rush from task to task	→ **Focus and be there**
I'll do it later	→ **Act within seventy-two hours**
Complain about others	→ **Take responsibility**
Avoid pressure	→ **Use it as a driving force**

IN THIS PART

30	You've Got to Roll Up Your Sleeves	book p. 144 · workbook p. 40
31	Play Instead of Work: Finding Joy in Your Job	book p. 147 · workbook p. 41
32	The Power of Self-Reflection	book p. 151 · workbook p. 42
33	How to Be Productive Every Day	book p. 154 · workbook p. 43
34	The Power of Discipline in Everyday Life	book p. 158 · workbook p. 44
35	Take Responsibility Instead of Complaining	book p. 161 · workbook p. 45
36	Thrive Under Pressure	book p. 164 · workbook p. 46

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YOUR GUIDE TO

ROLLING UP YOUR SLEEVES

From chapter 30, You've Got to Roll Up Your Sleeves

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

More effort and fewer excuses will help you get ahead—especially when it comes to tasks that seem minor or unpleasant to you. Even activities you've previously considered "beneath you" can teach you valuable lessons. True strength is shown by giving your best, even without a reward. Choose a small task today that will help you find your next step up the stairs.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

FINDING JOY IN WHAT YOU DO

From chapter 31, Play Instead of Work: Finding Joy in Your Job

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

You find joy in what you do when you consciously experience a sense of lightness, even in small tasks. Routines become more playful and give you new energy. Your positive attitude is contagious and enriches others. True presence makes the moment meaningful. Little rituals serve as a reminder that work can and should be joyful, and over time, this strengthens your mindset.

2 **What task do you still have ahead of you today?**

Turn it into a game!

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

SELF-REFLECTION

From chapter 32, The Power of Self-Reflection

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

Looking back helps you see what went well and where you lost momentum. Be honest with yourself and admit your mistakes. You can only learn from them if you accept them and reflect on what went wrong. When you focus your energy, you become clearer and more effective. Periodic reflection gives you context, and criticism helps you continuously improve. Find examples from your past where you learned something, and others where you could have learned something if you'd engaged in deeper self-reflection.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

DAILY PRODUCTIVITY

From chapter 33, How to Be Productive Every Day

Productivity doesn't just happen on its own.

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

Make it a point every morning to really accomplish something, and set yourself up with the right energy to do so. Gratitude and joy at the start of the day will give you strength for whatever lies ahead. A healthy diet, regular exercise, and adequate breaks ensure your long-term productivity. Being fully present at work makes every task more meaningful. When you unwind after work, you'll find the right balance between dedication and relaxation, and you'll maintain your performance over time.

2 **So, what can you do today?**

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

DISCIPLINE

From chapter 34, The Power of Discipline in Everyday Life

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

Discipline strengthens your self-respect and gives you inner confidence.

2 **Where could you be more consistent? Where do you let things slide, and what habit would help you get back on track?**

MY NEXT STEP, WITHIN 72 HOURS

DONE BY

☐ Done

YOUR GUIDE TO

TAKING RESPONSIBILITY INSTEAD OF COMPLAINING

From chapter 35, Take Responsibility Instead of Complaining

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

Strength grows when you consciously take charge of an area instead of leaving it to others. Those who bear responsibility automatically become role models for those around them. Make a concrete decision that clearly shows you are taking responsibility.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

THRIVING UNDER PRESSURE

From chapter 36, Thrive Under Pressure

1 **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?**

Pressure can boost your performance if you consciously embrace it. Think about when pressure within your team motivates you and when it holds you back. Thoughts and routines help you turn pressure into focus. Think back to times when you've grown as a result of pressure, and consciously take on a task, even if there's a lot going on.

2 **What challenge do you want to take on next?**

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

PART SEVEN

7

2,359 m · 7,740 ft

STAY STRONG THROUGH HARD TIMES

MANY PEOPLE THINK	WHAT REALLY WORKS
A crisis is the end	→ **A crisis is an investment in growth**
Look away and hope	→ **Acknowledge the problem**
It will sort itself out	→ **Act before it drags you down**
Fall and stay down	→ **Fight your way back up**
Hit a wall and give up	→ **Change your tactics**

IN THIS PART

37	Strength in Crisis: The Bellevue Story	book p. 170 · workbook p. 48
38	How to Master Your Problems	book p. 175 · workbook p. 49
39	The Number One Rule: Never Give Up	book p. 181 · workbook p. 50

BEFORE YOU BEGIN Take the Staircase Check at bonus.thelongwayistheshortcut.com and write your altitude on page 4. After the last chapter of this part, take it again.

YOUR GUIDE TO

STRENGTH IN TIMES OF CRISIS

From chapter 37, Strength in Crisis: The Bellevue Story

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

Your honesty with yourself and with the people who support you will get you through tough times.

2 **What difficult situation can you turn into an opportunity?**

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

MASTERING YOUR PROBLEMS

From chapter 38, How to Master Your Problems

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

Mastering your problems means tackling them early on. Identify the root cause of the problem and develop solutions. Face conflicts honestly but fairly. An open conversation with others brings relief and clarity.

2 **Where can you create internal and external order so that you can move forward with purpose?**

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

NEVER GIVING UP

From chapter 39, The Number One Rule: Never Give Up

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

Sometimes obstacles force you to change your tactics.

2 How do you manage to keep your eyes on the prize?

Rumors and doubts only weaken you if you give them room to take hold. A light and humorous mindset can turn even difficult moments into sources of strength. Your life is a marathon, not a sprint—decide today how you're going to make it to the finish line.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

8

2,471 m · 8,107 ft

SAVOR YOUR SUCCESS AND FIND INNER PEACE

MANY PEOPLE THINK	WHAT REALLY WORKS
Always the next goal	→ **Pause after every step**
Success is enough	→ **Success includes happiness**
Work comes first	→ **Work, family, and friends count**
Celebrate someday	→ **Savor your success now**
Reflect only in a crisis	→ **Reflect regularly**
Take things for granted	→ **Practice gratitude every day**

IN THIS PART

40	From Restless Activity to Inner Balance	book p. 188 · workbook p. 52
41	Pause to Savor Your Success	book p. 193 · workbook p. 53
42	Regular Self-Reflection Changes Your Life	book p. 197 · workbook p. 54
43	Why Gratitude Is the Key to Happiness	book p. 202 · workbook p. 55

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YOUR GUIDE TO

INNER BALANCE

From chapter 40, From Restless Activity to Inner Balance

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

Slowing down gives you the chance to enjoy what you've already achieved. Neglected areas of your life remind you that balance is important. Small moments of everyday happiness are more valuable than any future success. Structure your life so that you feel not just accomplished but also content!

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

SUCCESS

From chapter 41, Pause to Savor Your Success

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

The small victories you win every day deserve just as much attention as big goals. If you're always rushing forward, you'll overlook the value of what you've already achieved.

2 In what additional ways can you share the excitement of your success with others and give them credit for their hard work?

Gratitude for what you've accomplished brings you inner peace.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

REGULAR REFLECTION

From chapter 42, Regular Self-Reflection Changes Your Life

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

Reflection will show you that—and also where you may have wasted energy. Your values are a compass that helps you determine whether you've acted in accordance with your principles. Your path becomes clearer when you regularly look back on your day. Staying true to your goal gives you inner certainty and direction. Make a conscious effort to set aside ten minutes today for an open, inner conversation with yourself—either in writing or in thought. Then, if necessary, realign your compass.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

GRATITUDE

From chapter 43, Why Gratitude Is the Key to Happiness

1 **What are you truly grateful for right now?**

Think of at least five things! Gratitude makes your life lighter and brighter. It directs your attention to what you already have, rather than what you don't. This feeling brings you peace and gives you strength for whatever lies ahead.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

9

2,620 m · 8,596 ft

CULTIVATE QUALITY AND AUTHENTICITY IN YOUR LIFE

MANY PEOPLE THINK	WHAT REALLY WORKS
More is better	→ **Less is more**
Meet expectations	→ **Exceed them**
Rest on your laurels	→ **Earn trust anew every day**
Lead by the book	→ **Lead with humanity**
What I achieve counts	→ **The impression I leave counts**
Copy what others do	→ **Blaze your own trail**

IN THIS PART

44	Quality over Quantity: Less Is More	book p. 210 · workbook p. 57
45	Always Exceed Expectations	book p. 216 · workbook p. 58
46	Inspire and Motivate People for Lasting Impact	book p. 222 · workbook p. 59
47	What You Leave Behind for Others	book p. 226 · workbook p. 60
48	How to Become an Inspiration to Others	book p. 229 · workbook p. 61

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YOUR GUIDE TO

QUALITY OVER QUANTITY

From chapter 44, Quality over Quantity: Less Is More

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

Every investment in what truly matters enriches your life. High-quality items reflect the value you place on yourself and inspire you to live up to it. Quality applies to everything—even time with your loved ones becomes more meaningful when you make it quality time.

2 **In what areas of your life do you still prioritize quantity over quality?**

MY NEXT STEP, WITHIN 72 HOURS

DONE BY

☐ Done

YOUR GUIDE TO

EXCEEDING EXPECTATIONS

From chapter 45, Always Exceed Expectations

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

Appreciation that goes beyond the obvious leaves a lasting impression. Small gestures make all the difference, and they have a greater impact when no one is expecting them. Ultimately, they're a sign of your authenticity. Think about where you can improve a routine in a way that makes others want to interact with you, and where you can exceed expectations.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
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YOUR GUIDE TO

LASTING RECOGNITION, MOTIVATION, AND ENTHUSIASM

From chapter 46, Inspire and Motivate People for Lasting Impact

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

Even a small gesture can make an impression and spark motivation. Taking responsibility is important. At the same time, delegating responsibility gives others the chance to grow. Respect, honesty, and genuine interest build trust.

2 Where can you inspire someone with your enthusiasm?

Strengthen team spirit, remain dependable during crises, and find ways to show your appreciation.

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
	☐ Done

YOUR GUIDE TO

WHAT ABIDES

From chapter 47, What You Leave Behind for Others

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

Your legacy consists not of things, but of what people feel because of you and what they carry with them thanks to you. The memory you leave behind grows out of your daily behavior.

2 What would people remember about you?

MY NEXT STEP, WITHIN 72 HOURS	DONE BY
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YOUR GUIDE TO

INSPIRING OTHERS

From chapter 48, How to Become an Inspiration to Others

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

Be brave enough to do things your own way. That's how you become visible, and that's how you stay authentic. The passions you share inspire those around you and create new connections. Make room for creativity, whether at work or in your personal life.

2 What moments of courage or humor have left a lasting impression on others and showcased your charisma?

Make a conscious decision about how you want to be perceived as an inspiring person.

3 How can you show the world who you really are?

MY NEXT STEP, 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 guide 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.

NOTES



THERE IS NO ELEVATOR TO THE TOP.

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

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