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# **The One Thing: The Surprisingly Simple Truth Behind Extraordinary Results, By Gary Keller And Jay Papasan (Book Summary)**

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## **THE ONE THING**

BOOK SUMMARY  
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## Synopsis

This is a book summary of *The One Thing: The Surprisingly Simple Truth Behind Extraordinary Results* by Gary Keller and Jay Papasan. Book description: You want less. You want fewer distractions and less on your plate. The daily barrage of emails, texts, tweets, messages, and meetings distract you and stress you out. The simultaneous demands of work and family are taking a toll. And what's the cost? Second-rate work, missed deadlines, smaller paychecks, fewer promotions - and lots of stress. And you want more. You want more productivity from your work. More income for a better lifestyle. You want more satisfaction from life and more time for yourself, your family, and your friends. Now you can have both: less and more. In *The One Thing*, you'll learn to: Cut through the clutter Achieve better results in less time Build momentum toward your goal Dial down the stress Overcome that overwhelmed feeling Revive your energy Stay on track Master what matters to you *The One Thing* delivers extraordinary results in every area of your life - work, personal, family, and spiritual. About the authors: Gary Keller is chairman of the board and cofounder of Keller Williams Realty, Inc., which holds the number-one position as the largest real estate company in North America. His New York Times best-selling books have sold more than 1.3 million copies. Jay Papasan, a former editor at HarperCollins Publishers in New York, coauthors Gary's books and is vice president of publishing at Keller Williams.

## Book Information

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## Customer Reviews

It has been so long since I was the single minded organized woman who graduated with a 4.0 overall GPA at a top University. I seem to lose focus and spend a lot of TIME accomplishing a LOT

of NOTHING. This book reminded me that there truly is no such thing as multi-tasking. Find the ONE most important thing and go all out until you achieve that goal.

I was asked to read the One Thing book the day before a management offsite. This was a lifesaver. I completely got the gist of the book and understood the themes needed for convo. I was able to hold my own with folks that had read the book. (I did admit to folks at the beginning of the meeting I read this not the book, but could have totally played it off as if I read the book.) I read this blurb in about 30 minutes. As far as the content, it's a good team conversation starter to get people out from under the dozens of ideas to focus on the most important thing. We used it to inspire how we got to our company goal for 2017 and then I used with my team to inspire our team goal. Helpful stuff.

I've reordered my days/months and have become more focussed because of this book my friend insisted I read. So glad he did. And don't stop after a few chapters THINKING you have it down. READ and apply as you go (mark up your book and go back when you are done). Then write your own review. You will be glad you bought this book.

I am super busy, but wanted to read this book so I got the flashnotes version which gave the really important points. Very good distillation of the material in the book.

I read this before finally breaking down and reading the actual book, and it was wholly unnecessary; just read the actual book -- it's not ATLAS SHRUGGED, for God's sake.

I'd recommend to anyone who struggles to set goals... I hope others find this as useful as I have found it to be.

I read the cliff notes version and now want to read the whole book. It was recommended to me by a friend and I am so glad he did. I now know what I need to do with myself to accomplish my true goals a must read in my opinion

This is a great book with awesome advise. Focus your work or your life in the one thing with make your life the best it can be. The world have to much noise, the one thing will reduce that problem significantly. Staying focus is simple, but not easy.

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