

Hell Yes, Hell No Tool

Doing less is far more productive than doing more. But most high-performers are hard-wired with a do-more mindset.

This tool is designed to help you do less, but better. It's not about getting more done in less time. As Derek Sivers says, "If you're not saying "HELL YEAH!" about something, say "no". When deciding whether to do something, if you feel anything less than "Wow! That would be amazing! Absolutely! Hell yeah!" — then say "no." When you say no to most things, you leave room in your life to really throw yourself completely into that rare thing that makes you say "HELL YEAH!" We're all busy. We've all taken on too much. Saying yes to less is the way out.



There's a reason you've never heard anyone say, "Hell Maybe!" Maybe allows you not to have to decide or commit to anything. But Maybe keeps you stuck because it becomes your way to avoid making decisions or commitments. Saying "Maybe" has you heading towards a mediocre life. Not only do you not know what to do next but the people around you don't know what they can count on you for. And when you say Maybe you begin to attract a whole lot more Maybes into your life.

Warren Buffett once joked to his pilot that he'd been working for him too long and he offered to help him go after more of his big goals and dreams. Buffett asked the pilot to list the 25 most important things he wanted to do in his life. And then he asked him to review each goal and choose his 5 most important ones. When he'd done this, Buffett then asked him, "What about these other 20 things on your list that you didn't circle? What's your plan for completing those?"

The pilot replied that he'd focus mainly on his top 5 goals but work on the others when he had spare time with just as much dedication. And that was when Buffett turned deadly serious. He said, "You've got it wrong. Everything you didn't circle just became your 'Avoid at All Cost List.' No matter what, these things get no attention from you until you've succeeded with your top five."

STEP 1: YES—NO—MAYBE

Think of all your current commitments and projects—business and personal. Put each item into one of the 3 columns in the table.

It's a Yes if you're currently taking action on it. It's only a No if you've stopped doing it. So, in the example below, you might want to stop eating a cookie every day and stop arguing with your wife but if you *currently* do them, they go in the Yes column. It's a Maybe if you've said yes but it no longer feels as exciting as it once did. It's a Maybe if you haven't fully made a commitment to do it.

Add to the list all of the people and places in your life. Finally, add all of your habits—good and bad. For example:

YES	NO	MAYBE
<ul style="list-style-type: none">• Run a workshop in August• Tidy my office• Work out 3 times a week• Surf the internet on my phone	<ul style="list-style-type: none">• Write an article on procrastination• Continue working with Fred, my business partner	<ul style="list-style-type: none">• Run a workshop with Paula• Go to Kim's party

STEP 2: HELL YES OR HELL NO

MAYBE: Go through the Maybes and clear out this column completely. Do what you need to do to turn them into a Hell Yes. Or you have to call them a No For Now.

Example #1: "Write an article on procrastination." If that's not a Hell Yes for the week ahead you could schedule it for a month's time when your calendar is more empty, or you could realize that you're more excited about writing an article on entrepreneurship and add that to your Hell Yes list instead.

HELL YES: Now that the Maybe column is empty, scan down the Yes column. Does it feel overwhelming? That's often the case for high performers. Which items could you move from the Yes column to the No For Now column? Start by moving individual items that drain you of energy.

Example #2: 'Arguing with my wife'. First, get specific. Do you constantly argue? Then you might need to add "Get relationship support" to your list. Or maybe you only argue at the end of the day, when you've both come home from work exhausted, and the kids are fighting. Then you might create a new habit.

NO FOR NOW: Scan your remaining Hell Yeses—if the list still drains you of energy, what could you call a No For Now? Move it to the column on the right.

YES	NO	MAYBE

HELL YES

HELL NO

STEP 3: DREAM LIST

List the 25 most important things you want to do in your life.
Then circle your 5 most important ones.

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
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- 11.
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- 17.
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- 19.
- 20.
- 21.
- 22.
- 23.
- 24.
- 25.

STEP 4: AVOID AT ALL COSTS LIST

No matter what, these things get no attention from you until you've succeeded with your top five.

- 1.
- 2.
- 3.
- 4.
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- 20.