

# THE JORDAN HARBINGER SHOW

## Worksheet for Scott Galloway | Solving the Algebra of Happiness (Episode 204)

What's the formula for a life well lived? How can you have a meaningful career, not just a lucrative one? Is work/life balance possible? What are the elements of a successful relationship? Why is following your passion bad advice (unless you're already rich)?

[The Algebra of Happiness: Notes on the Pursuit of Success, Love, and Meaning](#) author Scott Galloway joins us to answer these questions and more [in this episode](#).

# THE JORDAN HARBINGER SHOW

---

## Two Inputs That Predict Success

“I got to a series of equations in the book about predicting success,” says Scott. “The two primary inputs I need to tell if the kid’s going to make a lot of money by the time he or she is 30, one, their pedigree — where they went to college — and two, their ZIP code.”

While Scott concedes there are late bloomers and anomalies, income trajectory from 22 to 30 largely sets the slope for the rest of your life. Graduating from a good college and living in a large city boost that trajectory immensely, but Scott says that even getting credentials (“I don’t care if it’s a class two driver’s license or an aesthetician license”) of some kind will set you apart from the millions of others looking to find a niche in the market.

**If you’re somewhere along the path of higher education and living in or looking to relocate near a large city, Scott would predict your chances of success as being pretty high. But if neither is possible, what credentials might you consider pursuing to give you an edge?**

# THE JORDAN HARBINGER SHOW

---

## Howling in the Money Storm

Comparing ourselves to others might have served us well on an evolutionary level when competition with others had life or death consequences, but it can be a recipe for self-loathing in the modern world where success is measured by many metrics that have nothing to do with happiness. Seniors interviewed on their deathbeds almost universally say they wish they'd been easier on themselves in their youth when they didn't hit their goals.

"You will always meet people more successful than you who have more money, who have more power, who have more currency in the marketplace," says Scott. "The key to capitalism is obviously competition, the key to evolutionary biology is this incredible competitiveness gene, but you have to modulate it and [appreciate] being in the 98th percent...it's very hard to do in a society where everyone is sort of howling in the money storm."

**In what ways are you hard on yourself for not measuring up to what you perceive as someone else's success? To see things from a different perspective, try to identify the things in your life for which you're truly grateful and how successful you must look through the eyes of someone less fortunate.**

# THE JORDAN HARBINGER SHOW

---

## Should You Be an Entrepreneur?

90% of entrepreneurs start companies not because they're so skilled, but because they don't have the skills to be an effective employee. On its own, simply hating your job isn't a good enough reason to become an entrepreneur. It's not a guaranteed and trouble-free tap into fortune beyond your wildest dreams. Are you comfortable calling relatives and friends for capital to start — and calling them back when your business fails and you've lost their money? That's just stepping a toe out of the comfort zone you're required to regularly exit if you want to be an entrepreneur.

"There's this notion that entrepreneurship is for the most talented. No, it's not. It's for the most risk-aggressive people who are willing to do very uncomfortable things," says Scott.

**Before you start your own business, you should ask yourself these four questions first and answer honestly below: Can you sign the front, and not the back, of checks? Are you comfortable with public failure? Do you like to sell? How risk aggressive are you?**

# THE JORDAN HARBINGER SHOW

---

## Get the Easy Stuff Right

In the course of trying to achieve great things, we often neglect the tinier building blocks that should form a solid foundation for those achievements. This is what Scott calls “getting the easy stuff right.” He believes strongly enough in this concept that enforcing it in one of his classes [once caused a bit of controversy](#).

“Show up on time,” says Scott. “When you’re 10 minutes late, people immediately just don’t want to like you. Put on a tie. Show some respect for the environment. Respect the institution. Follow up. Be courteous. Be nice. Basic manners, basic professionalism.”

**In what ways can you get the easy stuff right in your own life? How have you fallen short, and what could you do to start improving today?**

# THE JORDAN HARBINGER SHOW

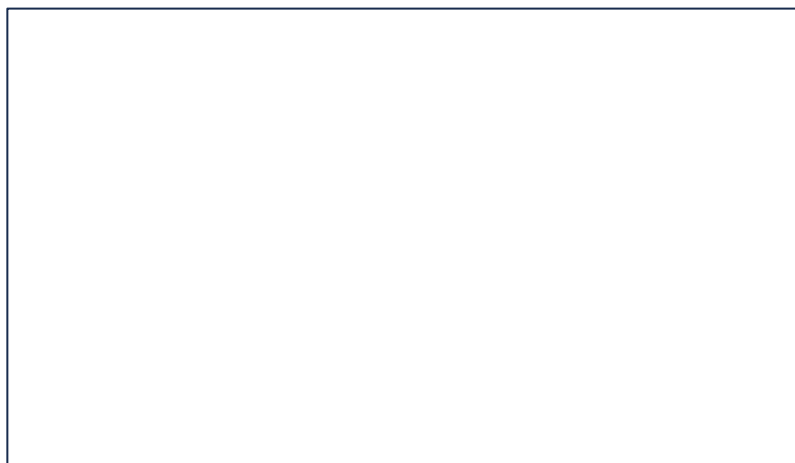
---

## Small Investments

“Greatness is achieved in the agency of others,” says Scott, pointing out that the [Harvard Grant Study](#) has shown that “The strength and depth of your relationships [are] really the key to happiness.”

It’s a point we’re always driving home on the show and in our free [Six-Minute Networking](#) course: In relationships, small investments pay big dividends.

**Call your mother regularly. Send funny text messages to your friends. Congratulate people when they achieve something. Call friends when something bad happens. Express gratitude or admiration for people. The list goes on...**



*Full show notes and resources for this episode [can be found here.](#)*

# THE JORDAN HARBINGER SHOW

---

## About



Join us as we get deep into the untapped wisdom of the world's top performers – from legendary creators to intelligence operatives, iconoclastic writers to visionary change-makers.

We deconstruct the playbooks of the most successful people on earth – and learn new strategies, perspectives, and insights you can't find anywhere else. Then, take these valuable insights into your own life and live what you listen.

# THE JORDAN HARBINGER SHOW

[support@jordanharbinger.com](mailto:support@jordanharbinger.com)



# THE JORDAN HARBINGER SHOW



Share This With  
Your Friends!



**Share This**