



The
enchantingLawyer™

Action Guide

Erlend Bakke

1. Try the Funeral Exercise

Erlend talks about how he prioritized his life after doing the funeral exercise. It's what made him realize that the amount of money he was earning and the amount of time that he spent working wasn't what people will remember him for.

How Does It Apply?

Divide the page into three boxes. In the first, write down what your friends would say about you at your funeral. Now in the second, write down what your colleagues would write, and in the third, your family. What can you learn from this?

2. Get More Efficient

Erlend talks about how he analyses everything that he does to see if there is repetition. If there is repetition there can be a system and process devised, which means that it can be outsourced. The task can be given to someone inside or outside of your company by either out-sourcing or empowering one of your employees.

How Does It Apply?

Write down what you do each day that takes up time and seems repetitive. Now think about how you can turn this into a process and give it to someone else to do.

3. Do the things that you Want

Erlend talks about how we often think that having or doing something will solve our problems. This is usually buying something. He explains how this often isn't the case, and by trying out that Ferrari or the 64" plasma TV, we realize that it actually won't solve all of our problems.

How Does It Apply?

Write down below a list of what you think that you need to solve your problems or desires. Now have a look into renting or loaning them to see if they really do the trick.