

Essentialism: The Disciplined Pursuit of Less

By Greg McKeown

2025 Lean Government Summit

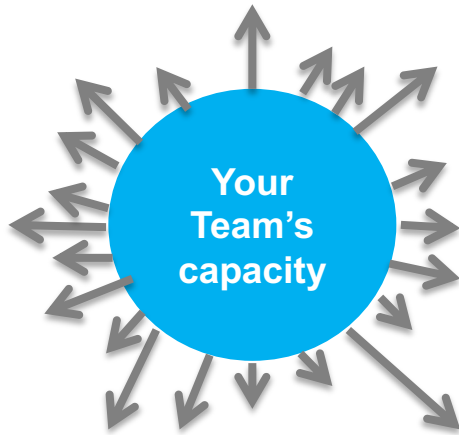
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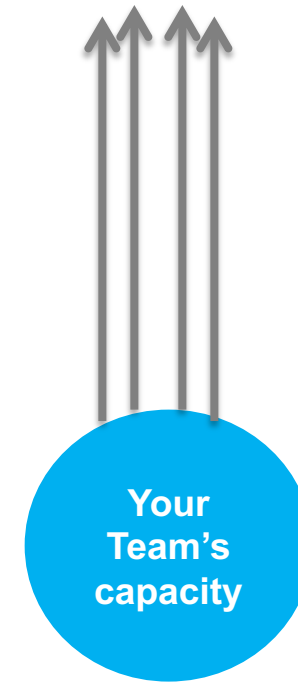
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LEAN AGILITY 

FASTER, BETTER, WORKS BETTER FOR GOVERNMENT AND INSPIRED PEOPLE • DISRUPTING MOTIVATION, LEAN ADMINISTRATION, PUBLIC EFFICIENCY



Do it all.
It's all important!



Execute the "Critical Few"
(same amount of effort,
but focused)

7-LIFE CHANGING TAKEAWAYS FROM ESSENTIALISM BY GREG MCKEOWN

1 – The Essentialist Mindset

- Watch video
- 1st example on mindset:
 - Non-essentialist: *“I have to do something”*.
 - Essentialist: *“ I choose to do something”*.
- 2nd example:
 - Non-essentialist: *“It is all important.”*
 - Essentialist: *“Only a few things really matter.”*
- 3rd example:
 - Non-essentialist: *“How can I fit it all?”*
 - Essentialist: *“What are the trade-offs?”*
- Do you have good examples of Essentialist Mindsets?

2 – Identify your priorities

- Watch video
- Do you identify your priorities?
 - How do you do it?
 - How often?
 - Do you write them somewhere?
 - Are they the same priorities for your Team?
 - Are they visible?
 - Are they communicated?

3 – Learn to say “No”

- Watch video
- How often do you say No?
- Do you feel you have the ability to say No?
- In the book, they talk about the 90% rule?

4 – Create boundaries

- Watch video
- Who has boundaries?
 - How does it work for you?
- Give me examples of boundaries
 - Specific work hours
 - Limiting your availability for meetings and interruptions

5 – Eliminate time-wasting activities

- Watch video
- Examples from the clip:
 - Limiting time on social media (only at dedicated hours)
 - Stop going to unproductive meetings
- Do you have good examples where you eliminated time-wasting activities?

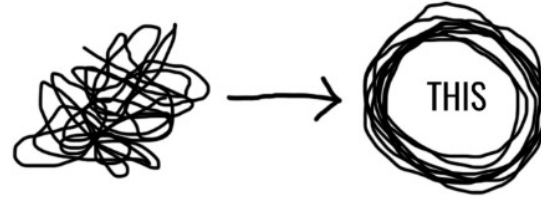
6 – Develop Essentialist Habits

- Watch video
- Give me examples of Essentialist Habits that work for you.
- The book recommends you try the following experiment:
“Add 50% buffer to the time you think it will take you to complete a task in order to account for the unexpected.”
 - As anyone tried this before?

7 – Embrace the power of less

- Watch video
- It is about simplicity and focusing on fewer things.
- Give me examples of what works for you.

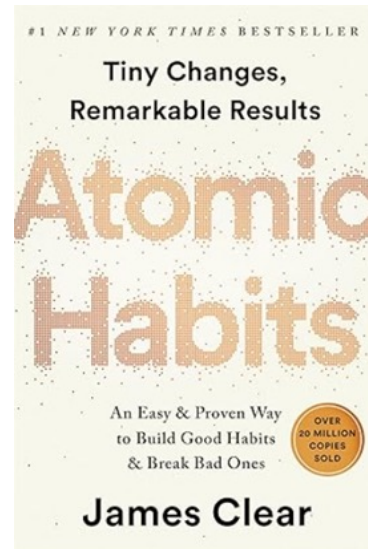
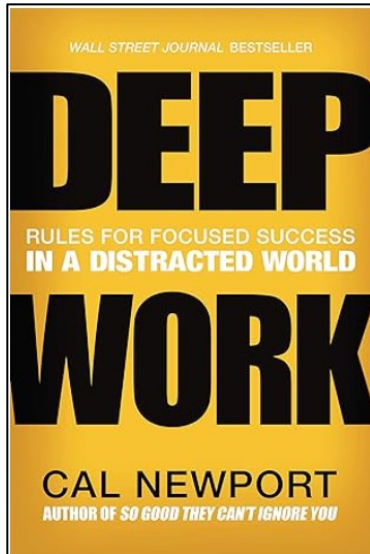
The Model



	Nonessentialist	Essentialist
Thinks	<p>ALL THINGS TO ALL PEOPLE</p> <p>"I have to." "It's all important." "How can i fit it all in?"</p>	<p>LESS BUT BETTER</p> <p>"I choose to." "Only a few things really matter." "What are the trade-offs?"</p>
Does	<p>THE UNDISCIPLINED PURSUIT OF MORE</p> <p>Reacts to what's most pressing Says "yes" to people without really thinking Tries to force execution at the last moment</p>	<p>THE DISCIPLINED PURSUIT OF LESS</p> <p>Pauses to discern what really matters Says "no" to everything except the essential Removes obstacles to make execution easy</p>
Gets	<p>LIVES A LIFE THAT DOES NOT SATISFY</p> <p>Takes on too much, and work suffers Feels out of control Is unsure of whether the right things got done Feels overwhelmed and exhausted</p>	<p>LIVES A LIFE THAT REALLY MATTERS</p> <p>Chooses carefully in order to do great work Feels in control Gets the right things done Experiences joy in the journey</p>

SUMMARY

Other books you might be interested in



Questions?



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