

A man with short brown hair, wearing a dark suit, light blue shirt, and red patterned tie, is smiling. He is standing in front of a city skyline featuring several skyscrapers, including a prominent one with a teal facade. A river is visible in the foreground, and green trees are on the left side.

Chapter 3

The Razor's Edge

What Separates
Winning From Losing

Personal Development Secrets
Of Successful Entrepreneurs



Steve Scott
The Houston Business Coach



The Razor's Edge

What Separates Winning From Losing

Questions for Reflection and Evaluation

Today's story is about what separates winning from losing. Whether it be in self-employment or life it is good to know what separates winning from losing.

Have you ever heard the expression, the line which separates winning from losing is as fine as a razor's edge.

What I am talking about is winning in a big way and in all areas of your life. One person "just about" starts a project. The other person starts it.

One individual "almost" completes a task. The other does not complete it.


One person sees an opportunity. The other acts on it.

One student nearly passes an exam. The other does pass it.

And although the difference in their marks may be only one percentage point out of a hundred... one wins, one loses.

Horse racing is a great example of the fine line between winning and losing.

In 1947, ARMED - the first race horse in the history of United States' racing to win over one million dollars in prize money over the duration of his career - had earnings of \$761,500.



Now, if one were to look at their winnings alone, it would appear that ARMED was thirteen times better than his closest competitor.

However, when you compare “the times” that were actually registered by those two horses in their races,

You discover he really wasn’t even four percent superior!

1. How would your results change in your business if you improved your performance by just one or two percent?

2. Ask yourself what areas you can work on to improve your business, your life, by one or two percent.

3. What new disciplines would you need to develop to show a one or two percent improvement?



4. In order to carve out the time to develop new disciplines it is most likely that you will have to let go of something. What will you detach from that is not necessary?

These are good places to start to make that one or two percent improvement a reality. You will be amazed at the results.

The Houston Business Coach series of educational products can put you on track to having more in your business and life. For other products go to TheHoustonBusinessCoach.com, For one on one coaching, contact us to discuss your options at 1-866-387-7805. We look forward to speaking with you.

©2010 The Houston Business Coach; No part of this study may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopying and recording, or by any information storage or retrieval system, except as may be expressly permitted in writing by the publisher. Requests for permission should be addressed in writing to Steve Scott at info@TheHoustonBusinessCoach.com • DeborahsGraphic.com, 936.718.2078