



## It's that simple

In ancient Greece, the number three was the pinnacle of perfection. You can see it reflected in popular phrases such as 'hip hip hip (hooray)' and 'dream, dare, do'. The trinity is the core of the lifehack.

The Pareto principle - also known as the 80/20 rule - forms the basis for achieving success or results: 80% of all results come from 20% of the causes. That can be your own 20%, but also that of your organisation/company or city. It just depends on what the context is; from which perspective you are looking. At least two others are needed to achieve goals that transcend your own individual interests. To get a group moving, a critical mass of 20% is sufficient. Each group also has opponents and people who have no opinion. If the group of opponents is larger than 20%, then the goal is not attainable. The neutral middle group will automatically move along with the supporters or opponents. This is the traditional way things happen, but it does not create a win-win-win situation.

Since the advent of the internet, the rules of the game are changing and work is organized differently. Developments take place outside the familiar boxes and you can achieve impact with much less energy, time and costs. Get results and Make money.

Fact: Don't give up too quickly: three attempts is the minimum.