

WHO WILL CRY WHEN YOU DIE?

LIFE LESSONS FROM THE MONK WHO SOLD HIS FERRARI

ROBIN SHARMA



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Contents

<i>Preface</i>	<i>xvii</i>
1. Discover Your Calling	1
2. Every Day, Be Kind to a Stranger	4
3. Maintain Your Perspective	6
4. Practice Tough Love	9
5. Keep a Journal	12
6. Develop an Honesty Philosophy	14
7. Honor Your Past	16
8. Start Your Day Well	19
9. Learn to Say No Gracefully	22
10. Take a Weekly Sabbatical	25
11. Talk to Yourself	27
12. Schedule Worry Breaks	30
13. Model a Child	33
14. Remember, Genius Is 99 Percent Inspiration	35
15. Care for the Temple	37
16. Learn to Be Silent	40

17. Think About Your Ideal Neighborhood	42
18. Get Up Early	44
19. See Your Troubles as Blessings	47
20. Laugh More	49
21. Spend a Day Without Your Watch	51
22. Take More Risks	53
23. Live a Life	56
24. Learn from a Good Movie	58
25. Bless Your Money	60
26. Focus on the Worthy	62
27. Write Thank-You Notes	66
28. Always Carry a Book with You	68
29. Create a Love Account	71
30. Get Behind People's Eyeballs	73
31. List Your Problems	76
32. Practice the Action Habit	78
33. See Your Children as Gifts	80
34. Enjoy the Path, Not Just the Reward	82
35. Remember That Awareness Precedes Change	84
36. Read <i>Tuesdays With Morrie</i>	86
37. Master Your Time	88
38. Keep Your Cool	90
39. Recruit a Board of Directors	93
40. Cure Your Monkey Mind	96
41. Get Good at Asking	98
42. Look for the Higher Meaning of Your Work	100
43. Build a Library of Heroic Books	103
44. Develop Your Talents	106
45. Connect with Nature	109
46. Use Your Commute Time	111

47. Go on a News Fast	113
48. Get Serious About Setting Goals	115
49. Remember the Rule of 21	117
50. Practice Forgiveness	119
51. Drink Fresh Fruit Juice	121
52. Create a Pure Environment	123
53. Walk in the Woods	125
54. Get a Coach	127
55. Take a Mini-Vacation	129
56. Become a Volunteer	131
57. Find Your Six Degrees of Separation	133
58. Listen to Music Daily	135
59. Write a Legacy Statement	137
60. Find Three Great Friends	139
61. Read <i>The Artist's Way</i>	141
62. Learn to Meditate	143
63. Have a Living Funeral	145
64. Stop Complaining and Start Living	147
65. Increase Your Value	149
66. Be a Better Parent	151
67. Be Unorthodox	153
68. Carry a Goal Card	155
69. Be More than Your Moods	157
70. Savor the Simple Stuff	159
71. Stop Condemning	161
72. See Your Day as Your Life	163
73. Create a MasterMind Alliance	165
74. Create a Daily Code of Conduct	167
75. Imagine a Richer Reality	169
76. Become the CEO of Your Life	171

77. Be Humble	174
78. Don't Finish Every Book You Start	176
79. Don't Be So Hard on Yourself	178
80. Make a Vow of Silence	180
81. Don't Pick Up the Phone Every Time It Rings	182
82. Remember That Recreation Must Involve Re-creation	184
83. Choose Worthy Opponents	185
84. Sleep Less	188
85. Have a Family Mealtime	191
86. Become an Imposter	193
87. Take a Public Speaking Course	195
88. Stop Thinking Tiny Thoughts	197
89. Don't Worry About Things You Can't Change	199
90. Learn How to Walk	201
91. Rewrite Your Life Story	203
92. Plant a Tree	205
93. Find Your Place of Peace	207
94. Take More Pictures	209
95. Be an Adventurer	211
96. Decompress Before You Go Home	213
97. Respect Your Instincts	215
98. Collect Quotes That Inspire You	217
99. Love Your Work	219
100. Selflessly Serve	221
101. Live Fully so You Can Die Happy	223
<i>Acknowledgments</i>	233

Preface



I honor you for picking up this book. In doing so, you have made the decision to live more deliberately, more joyfully and completely. You have decided to live your life by choice rather than by chance, by design rather than by default. And for this, I applaud you.

Since writing the two previous books in *The Monk Who Sold His Ferrari* series, I have received countless letters from readers who saw their lives change through the wisdom they discovered. The comments of these men and women inspired and moved me. Many of the notes I received also encouraged me to distill all that I have learned about the art of living into a series of life lessons. And so, I set about compiling the best I have to give into a book that I truly believe will help transform your life.

The words on the following pages are heartfelt and written in the high hope that you will not only connect

ROBIN SHARMA

with the wisdom I respectfully offer but act on it to create lasting improvements in every life area. Through my own trials, I have found that it is not enough to know what to do — we must *act* on that knowledge in order to have the lives we want.

And so as you turn the pages of this third book in *The Monk Who Sold His Ferrari* series, I hope you will discover a wealth of wisdom that will enrich the quality of your professional, personal and spiritual life. Please do write to me, send me an e-mail or visit with me at one of my seminars to share how you have integrated the lessons in this book into the way you live. I will do my very best to respond to your letters with a personal note. I wish you deep peace, great prosperity and many happy days spent engaged in a worthy purpose.

Robin S. Sharma

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1.

Discover Your Calling



When I was growing up, my father said something to me I will never forget, “Son, when you were born, you cried while the world rejoiced. Live your life in such a way that when you die the world cries while you rejoice.” We live in an age when we have forgotten what life is all about. We can easily put a person on the Moon, but we have trouble walking across the street to meet a new neighbor. We can fire a missile across the world with pinpoint accuracy, but we have trouble keeping a date with our children to go to the library. We have e-mail, fax machines and digital phones so that we can stay connected and yet we live in a time where human beings have never been less connected. We have lost touch with our humanity. We have lost touch with our purpose. We have lost sight of the things that matter the most.

And so, as you start this book, I respectfully ask you, Who will cry when you die? How many lives will you

ROBIN SHARMA

touch while you have the privilege to walk this planet? What impact will your life have on the generations that follow you? And what legacy will you leave behind after you have taken your last breath? One of the lessons I have learned in my own life is that if you don't act on life, life has a habit of acting on you. The days slip into weeks, the weeks slip into months and the months slip into years. Pretty soon it's all over and you are left with nothing more than a heart filled with regret over a life half lived. George Bernard Shaw was asked on his deathbed, "What would you do if you could live your life over again?" He reflected, then replied with a deep sigh: "I'd like to be the person I could have been but never was." I've written this book so that this will never happen to you.

As a professional speaker, I spend much of my work life delivering keynote addresses at conferences across North America, flying from city to city, sharing my insights on leadership in business and in life with many different people. Though they all come from diverse walks of life, their questions invariably center on the same things these days: How can I find greater meaning in my life? How can I make a lasting contribution through my work?

WHO WILL CRY WHEN YOU DIE?

and How can I simplify so that I can enjoy the journey of life before it is too late?

My answer always begins the same way: Find your calling. I believe we all have special talents that are just waiting to be engaged in a worthy pursuit. We are all here for some unique purpose, some noble objective that will allow us to manifest our highest human potential while we, at the same time, add value to the lives around us. Finding your calling doesn't mean you must leave the job you now have. It simply means you need to bring more of yourself into your work and focus on the things you do best. It means you have to stop waiting for other people to make the changes you desire and, as Mahatma Gandhi noted: "Be the change that you wish to see most in your world." And once you do, your life will change.