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## Context to the nugget

Marshall speaks about how we should think about what matters in the end and use that to guide our actions and choices today. He says that old people don't regret the risks they took and failed. They regret the risks that they never took.

## Transcription

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Marshal Goldsmith (MG): So, Deepak, let's wrap up. Now, I am going to tell you my best coaching advice but before I do that let me ask you a question. Give me a couple of things you learned in the last 90 minutes.

Deepak Jayaraman (DJ): One is about knowing that it's a lot more... you need to work much harder on yourself than you expect the people you work with to work on themselves. The bar, you need to set the bar much higher for you for you to be relevant. So, I think that point is... that's one thing that sort of struck me. And second is, there is a big difference between you think you know something versus you really internalizing something. So, it was great, it's a privilege to have someone like you spend the time with me and to point out these things right when as they happened. So, clearly a humbling experience and clearly a lot of work to do. So, truly, truly from the bottom of my heart Marshall, thank you for being generous with your time.

MG: And you know Deepak, that's why I have someone call me every day. You ask me when do we ever get to this point where we don't need this anymore, we don't, I don't. Every day I need help. I am not... the only difference is I am not kidding myself. I have no pretence. I know I need help. I know I screw up every day. Yeah, and a lot of which is tough and part of that was me helping Deepak, part of it was Marshall acting smart and showing how damn profound he was, you know, who knows. So, we all can learn, we all can learn. So, we all can look in the mirror and you know I am no different than you and I am no better than you, we are just people. Yeah, final advice, take a breath, take a deep breath. Imagine you are 95 years old and you are just getting ready to die. What advice would the wise 95-year-old you who knows what mattered in life or what didn't and what was important and what wasn't. What advice would that person have for the you that's listening to me right now or you listeners, whatever you are thinking now do that, that is your performance appraisal, that's all that matters. That old person says you did the right thing, you did the right thing. That old person says you made a mistake, you made a mistake, you don't have to impress anybody else. Some friends of mine interviewed old folks who were dying and they asked this question. What advice would you have? On the personal side, three things. Theme number one, three words, be happy now, not next week, not next month, not next year, be happy now. Now Deepak you say you are 44, is that correct? You probably look at me and say - Marshall, he has got millions of dollars, living in that big house, fancy view, all those books, he has got it all. You see Deepak you got

something I don't have 24 years, was that worth, oh no, 27 years, was that worth? You wanted to the best-selling books and the money, give me 27 years, we have got a deal. You give me 27 years, you can have the book, how about the money? Take it all, you got all of it. You don't want to look at other people and say I want to be them, or maybe they want to be you. But number one, be happy now, don't wait till next week, number two friends and family. You went teaching everybody else and they ask for input and learn, your forgot to ask you wife how can you do better. Don't forget who matters in life. And number three, and you are doing a good job of this, so you have got a dream go for it, because you don't go for it at 44, you are not going to go for it when you are 84. Number one, life is short, have fun. We probably could lighten up a little bit Deepak and a little too serious right. Of the two of us who is more serious, you or me? I think, Deepak, you, right. So right now, you didn't get a good smile or as a good smile little more. And then number two is do whatever you can to help people and the main result people is nothing to do with money your status is. The 95-year-old of you is going to be proud of you. And then finally, if you have got a dream, you go for it, you go for it. Old people, we don't regret the risks we took and failed, we regret the risks we fail to taker. Thank you so much.

DJ: Marshall, real honour and a privilege to be speaking to you and to be coached by you live. I truly treat this as a blessing and a privilege. Thank you.

MG: Thank you so much.

## Reflections from Deepak Jayaraman

DJ: Thank you for reading. For more podcast content, please visit [playtopotential.com](http://playtopotential.com).

## End of nugget transcription

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- 64.00 Marshal Goldsmith - The Full Conversation
- 64.01 Marshal Goldsmith - Staying relevant over the long term
- 64.02 Marshal Goldsmith - Choosing Coachees and link with ROI
- 64.03 Marshal Goldsmith - The path to excellence
- 64.04 Marshal Goldsmith - Getting behaviours and habits to stick
- 64.05 Marshal Goldsmith - Art of asking good questions
- 64.06 Marshal Goldsmith - What matters in the end

### **About Deepak Jayaraman**

Deepak seeks to unlock human potential of senior executive’s / leadership teams by working with them as an Executive Coach / Sounding Board / Transition Advisor. You can know more about his work [here](#).

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