

S.M.I.L.E.



**See
Mitzvos
In Your
Life
Every Minute**

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## Preface

Our goal should be to perform mitzvos with energy, quickness, focus and excitement. As the Mesillas Yeshorim explains in Chapter 6, with the Gemara Pesochim 4a, with zerizus we are eager to do mitzvos as soon as possible.

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As we develop a genuine desire to act properly, we should do so now, this very moment, by choosing to study Torah, pray to Hashem or help someone. [The world stands on these 3 choice mitzvos; Avos 1:2.]

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Right now we are studying Torah on how to perform a mitzvah with 'zerizus' - early and swiftly.

## 1. Be on Time

If you really wanted to meet with the C.E.O. and C.F.O. of a billion dollar company, would you arrive 10 minutes late to the meeting? [Would you get stuck in traffic on the way there?]

Hurrying to do something is a sign of your desire and love to do it!

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Can you accomplish more, faster, or more efficiently in less time? It depends on how eager, alert and determined you are.

One who chooses to be aware and alert can find an opportunity that can be utilized to your benefit. You can come up with an idea that you can act upon which can change your life.

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In the words of Avos 4:2:  
“Run to do mitzvos.”

## 2. Move Quickly

There are many mitzvah opportunities that surround us daily that we can seize if we are alert, quick and action-oriented.

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Mitzvah Momentum

When we are in mitzvah motion, we tend to continue that way, as we learn in Avos 1:2, "One mitzvah pulls us to another one."

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Mesillas Yeshorim teaches an amazing statement... "All righteous people move quickly."

Hashem has designed us with an incredible guided mechanism that we can program with clear, specific, written and measurable goals.

We need to launch ourselves and pray to activate Hashem's systems. "On the path one is determined to go, Hashem will lead him," Makos 10b.

### 3. **Bold as a Leopard**

Avos 5:20 lists 4 creatures we should learn from daily to develop our potential. There is a quality that can be called 'Taking the initiative to accept responsibility and take action.' Instead of hesitating and being lazy, be proactive.

This would include being early, seizing an opportunity, learning more Torah, reviewing more, praying more, helping others more, etc.

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When you move faster, Hashem provides you with more energy. Thus you get more experience, become more proficient and succeed more.

In a study of unemployed people, researchers found that those who took the initiative to search for a new full-time job, found better jobs quicker.

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#### 4. Increasing Productivity

We have a mitzvah to increase our performance and efficiency. When we develop a sense of urgency, we live with Avos 1:14, "If not now, when?" and "If not you, who?"

We need to review these Torah lessons daily:

- Run to do mitzvos
- Do it now, do it now.

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Have you heard of someone who doubles his productivity? It can be done by overcoming laziness and striving to work longer and harder. This is also essential to keep on reviewing and practicing, Avos 1:15 -

"Say less and do more."

When a person strives to love his work, Avos 1:10, and trains himself to concentrate and apply sustained effort, he can accomplish great goals.

5. Starting Early

One of the greatest mitzvos which we list in the Siddur, after we say the blessings for Torah study every morning is - "coming early..."

Some explain that this refers to coming early and staying late. This can correspond to the Gemara Megillah 6b, that explains the secret to success, "When you toil, you will succeed."

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The Rambam at the close of the *Laws of Employees*, teaches the Torah secret to super wealth - "To concentrate fully on fulfilling your tasks with all of your energy."

Spend every minute doing those jobs that are most valuable to you and your company. Single-minded concentration with crystal-clear thinking will put you into the zone.

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You can always "Reach out and teach someone," to grow great.

6. Most Important

Which of these 3 is most important?

- Torah study,
- Prayer service to Hashem or
- Helping other people?

We know you may answer it is the first of the 3 because "Torah study exceeds all else," Peah 1:1.

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However, our Sages teach us that the best Torah study can be achieved by fulfilling the act of kindness by teaching other people!

All important stages of growth in our lives involve other people. To achieve great mitzvos you need the active involvement and participation of others.

A simple comment, a word of advice or a single action of one person can change and improve the direction of your life and that of others.

## 7. How to Help Others

The best way is to learn from experts. It has been said that this is the most significant principle for success that was ever taught. That is why it is prominently taught in Avos 4:1, as the first rule for success:

“Who is wise? One who learns from someone who knows the answer.”

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The best way to help others is to answer their questions. Have you ever tried to contact a company to try to give them some business and they don't even respond?

How long will you keep on trying to use such a company?

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There are 7 ways to help others that will pay off for them and for yourself in a great way:

1 - Respond faster - deliver what people want and need A.S.A.P.!

## 8. 2- Deliver Better Quality

There was a fellow who figured out how to deliver pizza faster than other companies. He retired recently with over \$1 billion in assets. It does not have to be so difficult for you to figure out how to help others in many different ways.

People also have different needs and they define quality in many ways.

Imagine that you have some star clients/customers and you asked them what they would really appreciate in how you could serve them better!

### 3- Add value -

- You can make something easier to use.
- You can ask better questions so that people know exactly what to do.
- You can communicate where you are up to and when you will be ready to help them.
- Pay attention to their exact needs and wants to make your customer feel better.

#### 9. 4- Make it easier for people

People are willing to pay more for more convenient products and services. Many people pay a lot more for priority mail and even for express mail.

Serving a customer faster may cause them to choose to use your services always.

#### 5- Warm & Friendly

The Mishnah, Avos 1:15 teaches us to always greet and accept every person with a pleasant, caring smile. Have you heard about 'Greeters' who work at some stores to welcome every customer? Imagine Hashem teaches us to greet each other... thus we were hired to do so by the Creator of all.

#### 6- Think about the person's unique needs.

Is he older or younger? What field does he work in? What is his name? People tend to be proud of their name and would like to know more about its significance.

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| What can you offer to make someone happy? |
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## 10. One New Idea

7- You can think of one new idea to connect with a person who can make all the difference in gaining a friend/customer for life!

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It has been said that the key to becoming very wealthy is to switch from positive thinking to positive knowing. This mindset is taught in Avos 4:1, "Learn to rejoice with the portions you have already!"

S.M.I.L.E.

- Set goals
- Mitzvos are the greatest goals,
- Invest in Torah study,
- Live with trust in Hashem and
- Every time you help others, Hashem will also be helping you in return.