



Hanselminutes is a weekly audio talk show with noted web developer and technologist Scott Hanselman and hosted by Carl Franklin. Scott discusses utilities and tools, gives practical how-to advice, and discusses ASP.NET or Windows issues and workarounds.

**Text transcript of show # 18**

**May 23, 2006**

**Life Hacks**

Scott discusses Life Hacks, ideas and methods that you can use to organize your life and be more effective.

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(Music)

**Lawrence Ryan:** From [hanselminutes.com](http://hanselminutes.com) it's 'Hanselminutes', a weekly discussion with web developer and technologist, Scott Hanselman, hosted by Carl Franklin. This is Lawrence Ryan announcing Show #18, recorded Monday, May 22nd, 2006. Support for Hanselminutes is provided by [peterblum.com](http://peterblum.com) -- "Start with better controls. Finish with better sites" online at [peterblum.com](http://peterblum.com). Support is also provided by .NET Developer's Journal -- "The World's leading .NET developer magazine", online at [www.sys-con.com](http://www.sys-con.com). In this episode, Scott discusses some cool organizational tools, Life Hacks.

(Music)

**Carl Franklin:** Hi, this is Carl Franklin and you are listening to Hanselminutes. I'm here again with Scott Hanselman after a week in hiatus. How are you doing Scott?

**Scott Hanselman:** I'm well, how are you sir?

**Carl Franklin:** How was your week last week?

**Scott Hanselman:** I was catching up on reading and I was cleaning up after the baby.

**Carl Franklin:** And looking around for links, I'm sure, because we have a ton of them for this show.

**Scott Hanselman:** It's a completed topic that we have got today.

**Carl Franklin:** What is the topic today Scott?

**Scott Hanselman:** Our topic is Life Hacks. This is hacking your life. There is an interesting definition of what life hacking is at [shrinkster.com/faj](http://shrinkster.com/faj) but basically a life hack are really cool tips, techniques, things you can do to your life -- as if a programmer were tweaking or hacking, right? We as programmers or computer oriented people, not necessarily programmers, but creative types that use the computer, think about our lives similarly that we think about the computer; kind of ins and outs, and if you tweak this you will get better output. And with this kind of onslaught of information, all the stuff that happens in RSS, all the stuff that happens in email, voicemails, just the glut of information that is our lives and only 24 hours to manage it all, people are turning more and more to different personal systems of organization in order to deal with all this. And in the last couple -- 2-3 years, there has become this term 'life hack' where someone can encapsulate a -- here is what

works for me type tip that they would then put in the net or put in their blog, and someone would go and say, "Oh hey, Carl has got this great life hack and it really helped him become more productive."

**Carl Franklin:** So this isn't necessarily software, this might be a procedure, might be a book or something else, right?

**Scott Hanselman:** Exactly, exactly. This could be any number of things. There is a whole website dedicated to them at [lifelifehacker.com](http://lifelifehacker.com) at [www.shrinkster.com/faj](http://www.shrinkster.com/faj). [lifelifehacker.com](http://lifelifehacker.com) is a blog dedicated to things you could to your life; it has nothing to do with software, nothing to do with hardware and it's important to note that this isn't about gadgets, this isn't about, "Oh I got a new pocket PC and it really changed my life." This is about modifying behavior; it's almost a life style. It's a kind of life style of continuous improvement, not in a spiritual sense, but just in a how can I be more effective in my life and it just kind of started -- like maybe Stephen Covey was probably the first big super successful life hacker or may be Tony Robbins. You know, people who have that sense of, I'm always trying to improve, always to trying to make something more of my life.

**Carl Franklin:** All right. So let's jump in. What have you got for us?

**Scott Hanselman:** Well, we are not talking about the Tony Robbins make more money by buying real estate, you know, this is more of small victories here, right? What's that guy who is up at 2 in the morning and placing tiny little ads in my one bedroom apartment and newspapers all over the country. You know, this isn't that kind of life hack, this is about organization. One of them is called 43 folders. 43 folders is a technique from David Allen's, *Getting Things Done* book. That book is at Amazon, at [shrinkster.com/faj](http://shrinkster.com/faj), this is kind of the Bible for the personal organizers now. This is the Covey book for the 21<sup>st</sup> century. And David Allen has this technique called 43 folders. You basically get 43 manila folders, you take 12 of them and label them with the months and you take 31 and label them with the days, just 1,2,3,4 all the way up to 31, and you organize them in a storage folder in a circular buffer. We have got a technical audience so I can use terms like that...

**Carl Franklin:** Sure.

**Scott Hanselman:** ...I use more complicated terms when I explain it to my wife. And the numbers represent -- like say this is the 15<sup>th</sup> you would take-- what is actually today? This is the 22<sup>nd</sup> of --23<sup>rd</sup> of May?



**Carl Franklin:** Yeah, 22<sup>nd</sup> of May.

**Scott Hanselman:** Part of being a life hacker doesn't involve knowing the day, of course; you can tell that that's not a big part of my life. Okay, so it's 22<sup>nd</sup> of May, so...

**Carl Franklin:** That's what PDAs are for.

**Scott Hanselman:** Exactly. So I would take my folders labeled 23 to 31, those days, I would put them in front of May and then -- excuse me in front of June rather because June is the next month, and then on the other side of June I would put numbers 1 through 22.

**Carl Franklin:** So everyday you are moving a folder.

**Scott Hanselman:** Exactly, so everyday you move a folder to the back and so you've always got this window of 31 days, and then beyond those you've got all the other months. So for example I have got a speaking tour, I got to go on in October, so I need to remember to get on that, so I stick all that stuff in October. So as I move these circular folders through their daily machinations, I am reminded of things, I can put something as far as 12 months in the future and I won't forget it.

**Carl Franklin:** Scott, I'm immediately thinking, you know, I do this with my PDA, what's the benefit?

**Scott Hanselman:** Well, the benefit is that a lot of people feel that there is a certain visceral satisfaction or a sense of being more rooted when they do, what I call, synching to paper. Sometimes I just can't look at that 3x5 PDA screen and really get the big picture.

**Carl Franklin:** You know, there is the other thing too where as sometimes you may have set an alarm for the right day; there are times when your technology will fail you.

**Scott Hanselman:** Yeah, there is also physical things that you can't put in a PDA. Someone sends you actual tickets or a credit card that needs to be chopped up or you know, any number, you know, tickets to a play, there is all these physical aspects of things. Now certainly you can mirror these physical folders in a virtual folder but everything that I am describing is primarily physical but has a computerized component that you could apply to it. I call it synching to paper. When I get overwhelmed at

the end of the week, I put everything on paper so I can know what's going on; my computer could blow up tomorrow but I still have a pretty good handle of what's in my life. [43folders.com](http://43folders.com) has also got a podcast, [shrinkster.com/fac](http://shrinkster.com/fac), and that's a new thing that they are doing and that's all about life hacking and applying techniques to make life a little easier.

**Carl Franklin:** All of a sudden our listenership drops by 50%, thanks Scott.

**Scott Hanselman:** As everyone rushes to [43folders.com/podcast](http://43folders.com/podcast), yes. Another interesting life hack that came up is a funny thing, that you would probably not like, that's called the Hipster PDA. This is basically a whole pile of 3x5 cards with a rubber band around them. So you have got a shiny new Windows mobile device but for those that don't want it, maybe they're Luddites. Maybe they just think it's weird, they want a Hipster PDA you can go to [diyplanner.com](http://diyplanner.com) at [shrinkster.com/fae](http://shrinkster.com/fae), you can download pdf's of these 3x5 cards; they include calendars, grocery lists, it's basically a design your own PDA, same size as a PDA, fits in your back pocket and you can refresh the pages, throw them away do whatever you want. So you are laughing but this helps people, man. There's official templates...

**Carl Franklin:** By the way, Miguel Castro is here, right outside the window, and he is laughing his ass off listening to this. I'll have to get him one for his birthday.

**Scott Hanselman:** You should, you should make them, you can download the official templates at [shrinkster.com/faf](http://shrinkster.com/faf).

**Carl Franklin:** Oh, there is a few people I want to give these to actually.

**Scott Hanselman:** Hipster PDA is my friend, I'm telling you. We talked about PocketMod, remember, on a recent show [pocketmod.com](http://pocketmod.com). PocketMod is a little tiny foldable PDA from a single piece of paper. I'm thinking of making a PocketMod with all of the TechEd talks that I want to go see. I think it's great that people have these little devices that lasts for 2 or 3 hours on batteries, I used to have one, but there is something to be said for paper.

**Carl Franklin:** Yeah, I totally agree, you know. I can't say that loudly enough. I totally agree.

**Scott Hanselman:** You can turn up the gain I hear on the podcast. I talked about some of my personal systems of organization at



[shrinkster.com/fah](http://shrinkster.com/fah). How many emails do you have in your inbox?

**Carl Franklin:** In my inbox, at any one time, I actually let it get up to 7000 before I have decided to flip -- to highlight them all and push the 'delete' button. And of course they go to the deleted folder anyway. I don't know why I just don't delete them anyway.

**Scott Hanselman:** You just pick everything older than a week and toss it?

**Carl Franklin:** I have done that before, yeah.

**Scott Hanselman:** Do you ever worry that there is some crucial come pick me up or I locked myself out of the house...

**Carl Franklin:** Well no, because see, it doesn't make any sense that I hoard them because anything that is important goes into a calendar entry or goes into, you know, notes or in alarm or something else, so I just get lazy about deleting them.

**Scott Hanselman:** Do you keep paper or notebook in your pocket?

**Carl Franklin:** I don't any more, I used to. I do everything on my PDA now; my PDA phone, my Samsung.

**Scott Hanselman:** And it's always with you.

**Carl Franklin:** Always with me.

**Scott Hanselman:** And that's really one of the keys with these life hacks is that this is about developing positive habits. A Life Hack is really just a fancy, a silly blogging way of saying, take a habit and make it a good one. If you are going to develop some habits, at least make it a good habit. I think keeping an alternate brain with you at all time whether it be your PDA or a Hipster PDA or a piece of paper is a positive thing. All the best comedians, all the best presenters have a piece of paper in their pocket and a pen, and they write down and their great ideas is happen. And I have recently started doing that, it's been actually a couple years now, but recently in my life, like I wish I would have figured it out when I was 15. And I also carry a what's called a Moleskine, these are these little, I call them the iPod of personal notebooks. You can get these at [shrinkster.com/fai](http://shrinkster.com/fai). These are the little notebooks that like Hemingway used to carry around with him. And I got turned on to this by Omar Shahine, who wrote a really cool article about how the Moleskine rocked his world. It's just a very nice,

tight, well bound hardback book that you can keep in your pocket and then you carry the Fisher Space Pen; remember the space pen that was developed with all this money or to write up side down, what do the Russians do when they went to space, they used the pencil?

**Carl Franklin:** Right. So if you ever find yourself floating in space and you have an idea, you can whip the book and there we go.

**Scott Hanselman:** That was fabulous.

**Carl Franklin:** Thank you.

**Scott Hanselman:** So a lot of these Life Hacks that you'll find out on the net are using the Moleskine. They will take -- they will say, "Well I use mine this way and I put colored tabs on it and each color means this." Or, "I paste in posted notes." An interesting Life Hacker guy used with post-it notes was post-its as a task focus tool. I personally have a lot of trouble when I sit down, I've a lot of things to focus on, I can't stick with one, it's kind of the alt + tab syndrome; you start alt + tabbing around, the next thing you know you are doing another stuff. He takes -- this gentleman at [shrinkster.com/fao](http://shrinkster.com/fao), he takes a post-it note, big one, and in big letters writes what he is working on and sticks it to his monitor. So he sits there with his monitor and the big note saying, "This is what you are supposed to be working on."

**Carl Franklin:** Is this -- is he ADD can he remember from one minute to the next, what he is supposed to be doing or...?

**Scott Hanselman:** So what are we talking about? (Laughter) So the general idea here is that the Internet makes us have ADD. Not the formalized clinical definition, but it is an enabler. I mean there is even utilities you can get that will not allow you to run any program except the one you are supposed to be running.

**Carl Franklin:** Hang on a second I am getting a call on my cell phone right now, I am sorry.

**Scott Hanselman:** Nice.

**Carl Franklin:** Okay. I just pushed vibrate.

**Scott Hanselman:** Are you seriously getting a call?

**Carl Franklin:** No. I am sorry. This is supposed to be a serious show with no fluff. What am I doing?



**Scott Hanselman:** Yeah, we are wasting time. We are going to have to compress that whole thing and double speed it on the chipmunks. So that's just an example here's where a guy puts on his blog, that I use this to make my life work a little smoother. These aren't big changes, but it might be as simple as, I forget my keys all the time, right. Some people just accept that they forget their keys or from a programmer type of a point of view, you would sit down and say, "What is it that causes me to keep forgetting my keys?" I always forget my blood sugar meter. So what I started doing, was I'd have a stack on the kitchen counter of the three, my blackberry, my keys, my blood sugar meter; every single night before I go to bed that's where they are, they never get forgotten. So, hacking your life is really -- this is the interesting part, it's about will power, right? Because in anything that you do, whether it be weight or diabetes or programming or staying on focus or remembering to bring home milk and bread, it's 95%, do you have the will to do this? And what Life Hacking is doing is it's giving someone a physical "crutch," being a good thing where someone can focus on something. Like, if you have an email inbox of 7000 items and it bothers you. There are half a dozen, two dozen Life Hacks out there on how you can manage that from getting things done to this outlook add-ins that'll help you do that.

**Carl Franklin:** Now Scott there is a couple of things you mentioned that I am not sure if we mentioned shrinkster's for. One is Omar Shahine's thing on the Moleskine, did we mention the shrinkster on that?

**Scott Hanselman:** Yeah that's at [shrinkster.com/fap](http://shrinkster.com/fap) and this is about how this little notebook and pen changed how Omar juggles his very complicated job working for Microsoft.

**Carl Franklin:** And the other one is the official templates for the DIY Planner.

**Scott Hanselman:** Yeah we did mention those at [shrinkster.com/faf](http://shrinkster.com/faf).

**Carl Franklin:** Okay, faf.

**Scott Hanselman:** Yeah and you can buy Moleskines anywhere, you can go to Borders. But the thing is to go and just do a Google search for Life Hack and write down some things in your life that maybe aren't working out. And this isn't like, "Oh! I wished that I was hugged more as a child," type of thing.

**Carl Franklin:** Right, right.

**Scott Hanselman:** This isn't that kind of hack. This might be, I procrastinate or I have trouble staying on focus at work or I am a writer and I can't find something to write about.

**Carl Franklin:** Yeah and I think you would agree that people would much rather be self-motivated than motivated by other people. The Drill Sergeant comes to mind or just the nag, the nag roommate or the mother-in-law or the mother or the father whatever, nobody wants to be nagged. So it's good to develop these skills so that you are own motivator.

**Scott Hanselman:** Yeah and it also comes down to defining tasks. I think we all have a file called todo.text on our desktop or we use the tasks in Outlook and people will sometimes write down very vague tasks. You might write down, spend more time with my spouse. That's always in the other or some day kind of file and that's not an action item. Okay that's a vague project, while go hiking next Saturday, would be a next action. A lot of these Life Hacks are focused on getting you to think about the very next thing that needs to be done. You might want to do refinance your house, that's a project, that's not a task.

**Carl Franklin:** Now, you know Mark Hamann, right, you introduced me to Mark Hamann.

**Scott Hanselman:** Sure.

**Carl Franklin:** He told me about a system and I am sure you are going to remember it and you might even have it on your list here. But a system of organization that you can even do on paper, which basically revolves around being efficient in terms of laying out your tasks that you are going to do. For example, if two of your tasks for the day involve the same shopping center in the same area, you want to lump those two things together versus -- do them at the same time rather than one on Monday and one on Wednesday.

**Scott Hanselman:** Right. So, Getting Things Done has this notion of context. So you would write down all of the different places in your life, at home, you put in like an @ in front of them; at home, at work.

**Carl Franklin:** Getting Things Done this.

**Scott Hanselman:** Getting Things Done is one technique. I mean there is dozens out there, but Getting Things Done recognizes that there are vague projects, there are next action items and there are contexts. So when you next find yourself sitting in your car, you would look at your



notebook and say, "Oh! At car has these six things." Now the -- the TiddlyWiki that we mentioned a couple shows ago, the Getting Things Done, TiddlyWiki is a client side Wiki that has all this information written out for you with suggested places and contexts. I have got ones like at home, at work, in my car, shopping. So if I come up on an Office Depot in my travels, I might look at my thing and say, "Oh! I need to buy ink."

**Carl Franklin:** And you spend about an hour a week planning?

**Scott Hanselman:** Less than that. Basically every week, like on Sunday nights is a good time or Friday evenings, but personally I find Sunday nights, you basically defrag your life. You write down all the things in your life that are open projects. It might be every single thing that you have open, anything that is causing any kind of psychic weight in your life; I need to get the outside of the house pressure washed, that's a project. The very next action might be, find the number for the guy.

**Carl Franklin:** Right.

**Scott Hanselman:** The next action after that would be, call the guy. Then the next action would be, get permission from my wife to pay the guy. So those are all actions underneath the project, but what happens is we put these projects on a list, get the house pressure washed and it sits there and it goes forward and forward and then six months, nine months goes by, but with this next action idea you could say-- I have a context called at calls, right, like when I am sitting in front of a phone. At any point I could make this call. So the task switching from project to project can be very painful. Right, because the optimal number of threads in anyone is one, right the optimal number--no one multi tasks, they just spend less time on stuff.

**Carl Franklin:** So I am picking up two things here, I am picking up the term Life Hacks and I am picking up Getting Things Done, are the two absolutely related to each other or is Getting Things Done one methodology of a Life Hack?

**Scott Hanselman:** Yeah I would say Getting Things Done is an organizational methodology alas, Stephen Covey and the highest seven habits of highly affected people. Getting Things Done is one that recognizes that people work on a great deal of information at one time and that it doesn't actually call out a difference between life and work. Life is life you have a pile of stuff, there is not this notion of work stuff and life stuff. There is just projects that are going on. Now, people

who are interested in Getting Things Done, often find themselves getting stoked about Life Hacks and they say, "Wow! This organized my desk and my life and my projects and I got so much more done. What else could I do? Could I read more effectively?" Another example of a Life Hack that someone who does Getting Things Done might decide to use, would be the notion of Time Maps. A Time Map as an example would be at [shrinkster.com/fau](http://shrinkster.com/fau), you might do these for your kids where you have a list of where they are going to be at school, at home, at soccer, chores. A lot of people don't really know what they are doing with their time and some people will ask me, how do you find the time to do blogging and watch TV and hang out with your kid and go to the work and da...da...da...

**Carl Franklin:** I think anyone who has ever listened to this podcast or read your blog asked those same questions.

**Scott Hanselman:** And the way that you did it, is you know what you are doing at every hour of every day not and -- again this doesn't work for everybody but to know that you have 6 hours free on Saturday but you know if you woke up 2 hours earlier, you would have 8 hours free.

**Carl Franklin:** So do you ever feel crushed, like you are under the weight of some sort of psychic, cosmic, jack boot taskmaster which is your brain? Do you ever just want to turn it off and say, eh! Time to forget about all this right now?

**Scott Hanselman:** I do that though and I think everyone should do that. I do feel like that sometimes. When I do that, I synch to paper...

**Carl Franklin:** Yeah.

**Scott Hanselman:** I take everything in my life, I find out what's both urgent and important now that's Covey type of thing right, the Covey quadrants; urgent important, neither urgent nor important, simply urgent and simply important. Sometimes people find themselves doing things that are urgent and they get crushed.

**Carl Franklin:** But do you ever have a beer first before you do that? I mean, you know what I am saying, are you really...?

**Scott Hanselman:** I have a Caffeine Free Diet Coke.

**Carl Franklin:** You know what I mean. (Laughs)

**Scott Hanselman:** No, no I get overwhelmed, I figure out if I am working on things that are really



important vs. things that are artificially important...

**Carl Franklin:** Yeah.

**Scott Hanselman:** But this is why we go to Africa every year you know...

**Carl Franklin:** Yeah.

**Scott Hanselman:** Put the whole Blackberry in Zimbabwe.

**Carl Franklin:** Hmm...unplugged.

**Scott Hanselman:** So you go and you chill and you know I lose 15 pounds and I relax and then I come back and I am ready to do my thing.

**Carl Franklin:** You unplug from the collective?

**Scott Hanselman:** Yeah, we are going to Tanzania in December.

**Carl Franklin:** Awesome!

**Scott Hanselman:** And everyone should unplug at some point.

**Carl Franklin:** Yeah.

**Scott Hanselman:** But even the ability to be able to do that, to know that your project—you don't just leave your projects up in the air, right. You need to plan for that kind of thing. And actually this is a little schizophrenic of me but speaking of maps there is some pretty cool stuff that I found on like Google Maps and Virtual Earth and Map Hacks that were online. There is a company called Fresh Logic Studios that has taken Atlas, the ASP.NET, AJAX, API...

**Carl Franklin:** Sure!

**Scott Hanselman:** And Microsoft Virtual Earth and they have come up with an API for you to send GPS data from any device and they will dynamically map it. So if you have a funky phone with a GPS or whatever...

**Carl Franklin:** Well, the thing about the GPS in my phone is that it doesn't work as a location device it's only for 911 calls or something, right?

**Scott Hanselman:** Is there anyway to get a hold of that programmatically?

**Carl Franklin:** Yeah, I don't know, I don't see anything.

**Scott Hanselman:** These guys have got a Mobile API for the .NET Compact Framework at [shrinkster.com/faq](http://shrinkster.com/faq).

**Carl Franklin:** I know in Mobile 5.0 there is stuff for the GPS but...

**Scott Hanselman:** Ah, that's it then, so what they have got is a way for you to talk via web services to their backend and if you or one of your minions, the Franklin minions, had one of these phones you could see where they were on a map dynamically with AJAX.

**Carl Franklin:** Wow!

**Scott Hanselman:** And they've got this whole API and it's an interesting-- it's built entirely on Virtual Earth but the Virtual Earth API -- the Virtual Earth website is (sound), it's just not quite as shiny as Google Maps...

**Carl Franklin:** Yeah.

**Scott Hanselman:** But the graphics they have, the quality of their photographs is really quite nice. So these guys have built an entire alternative UI on top of Google Maps. So there is a really great picture of the space needle, go to [shrinkster.com/fat](http://shrinkster.com/fat) and that will take you into their API, they are retrieving information from Virtual Earth but they are going to have like overlays of gas prices, you can see a map of where the cheapest gas is...

**Carl Franklin:** Okay!

**Scott Hanselman:** Wi-Fi locations, the potential for Map Hacks is huge and a lot of the map hacking work that has been going on has been kind of hacky...

**Carl Franklin:** Yeah.

**Scott Hanselman:** These guys have a very nice API on top of that and it's definitely worth checking out.

**Carl Franklin:** Kind of like the .Net Rocks! Road Trip page.

**Scott Hanselman:** Yeah exactly, you probably worked pretty hard on that page to make that work.

**Carl Franklin:** Well, I didn't but Dr. Neil Ruden did and his guys.

**Scott Hanselman:** Yeah that's complicated stuff to get that real time updating. These guys are



much -- simplifying it where your device would just make a call and they would handle everything else for you.

**Carl Franklin:** Yeah, it's great.

**Scott Hanselman:** Pretty cool stuff, that's Fresh Logic Studios [shrinkster.com/fag](http://shrinkster.com/fag).

**Carl Franklin:** Okay, Scott, before we go there is something else that we were talking about, flowcharts for GTD, for Getting Things Done?

**Scott Hanselman:** Right, Getting Things Done has a very interesting and fairly simple flow chartable process on how you would decide whether or not to do an action or you file something away. There is also the notion of a daily review and a weekly review, that can be a little confusing sometimes but there is some very nice Getting Things Done diagrams at [shrinkster.com/faw](http://shrinkster.com/faw) that kind of give you an idea of how one would go through that kind of daily flow and processing the things in their personal inbox.

**Carl Franklin:** So what would you say in closing to somebody who is thinking, "I don't have time to look into this kind of stuff and learn some new methodology bla..bla. bla.. to organize my life. I just don't have time to do it."?

**Scott Hanselman:** It's that's like saying to the person, who deploys their website by opening two Explorer Windows and dragging files from here to there, I just have no time to write a batch file but you still have time to drag those files from left to right. If you do something more than once, automate it. That's the mantra in the programming world, in the computer world but somehow people in their lives continue to make mistakes over and over and over again. I think mistakes are important, repeating mistakes I don't think is important.

**Carl Franklin:** Yeah.

**Scott Hanselman:** So, I would say you all kind of owe it to yourself, whether it would be this technique or some other technique, to identify your--the aspects of your life that you are not happy with...

**Carl Franklin:** Yeah.

**Scott Hanselman:** You know, you don't want to smoke, you don't want to... like for example, there is candy at the front desk at my office and I just can't you know...

**Carl Franklin:** Right, you are diabetic, you can't touch it.

**Scott Hanselman:** But it's Reese's Pieces man, they are free. I mean who turns down free pie, it's just that you don't do it. So what do I do, I use the back entrance.

**Carl Franklin:** Yeah.

**Scott Hanselman:** I stop going through the front door, that's a simple thing but you just make it a habit and then if I don't go to the front entrance, I am not going to eat the candy.

**Carl Franklin:** Yeah.

**Scott Hanselman:** That's just one example, but if there is something in your life that's not working do something different. What's the definition of insanity, right, doing something over and over and expecting a different result.

**Carl Franklin:** (Laughing) Pretty good.

**Scott Hanselman:** So, it is simply the will to make the change that is important, I think.

**Carl Franklin:** And I think your point is well taken about not having time. It's precisely because you don't have time to waste that you want to make your time that you do things with, as efficient as possible.

**Scott Hanselman:** And I would just start small, I think Getting Things Done is a way to do it. Pick a religion, whatever it is, and be excited about it.

**Carl Franklin:** Cool! Well, I am going to look into it myself and I can't wait. Can't wait to talk to you next week, Scott.

**Scott Hanselman:** Thanks for letting me share.

**Carl Franklin:** Absolutely, thanks again and we'll see you next week on Hanselminutes.

(Music)