

90-10 Principles of Productive Performance

(by Dr. Abdul Hye)

Dr. Abdul Hye was working in NASA, and everyone knows NASA in the world. People traveling to the space and to the moon and to other planets. And that's where our Dr. Abdul Hye worked. Now, even though he's retired, he's not tired. So, he does a lot of dawah work. He's a dawah leader in Houston, Texas.

So over to you, our respected brother, Dr. Abdul Hye.

As Salamu Alaikum wrb. Today's topic **is 90-10 principle**. It was developed by **Stephen Covey**-like seven habits of highly effective people. I had the opportunity to attend that seven habits. It took 20 weeks to attend this class and it is very powerful, very effective. Those who are in the top management in corporations worldwide, they attend at his. And it is very, very powerful if you can have a chance to know about it. So, it will change your life.

Let's see if I can. Okay, what is this principle? **This principle says that 10% of your life will happen. Events will happen. Things will happen. You have no control. But 90% of your life is decided by how you react based on that 10%.**

We cannot stop a car from breaking down. The plane will be late arriving which throws your whole schedule off. A driver may cut us off in the traffic. These are the things that will happen. You have no control. These are the things that will happen. You have no control. You have no control on this 10%.

You determine the other 90%. How do you react? That will determine whether you are on the correct path or you are bringing extra trouble. You cannot control a red light. However, you can control your reaction. Do not let people fool you. You can control how you react.

Let us use an example. You are having breakfast with your family. Your daughter knocks a cup of coffee onto your business shirt. You have no control over what just happened. What happens next will be determined by how you react. You curse to your daughter. You harshly scold your daughter for knocking the cup over. She breaks down in tears. After scolding her, you turn to your wife and you criticize her for placing the cup too close to the edge of the table. A short verbal battle follows.

You storm upstairs, change your shirt, back downstairs. You find your daughter too busy crying to finish her breakfast, getting ready to go to school. She misses the bus. These are the events happening. Your spouse already left for work. You rush to the car, drive your daughter to school because she already missed the bus.

Because you are late, you are driving 40 miles/hour in 30 miles zone. After 15 minutes of delay with the police and throwing a ticket, \$60 fine. You arrive at the school. Your daughter runs to the building without saying goodbye. After arriving in the office 20 minutes late, you realize you forget your briefcase.

Your day has started terrible. As it continues, it seems to get worse and worse. You look forward to coming home. Because you could not do many things because your briefcase has that information. When you arrive home you find a small wedge in your relationship with your wife and daughter.

Why you have the bad day? What happened?

- A. Did the coffee, spilled coffee cause it?
- B. Did your daughter caused it?
- C. Did the policeman cause it to delay?
- D. Or did you cause it?

The answer is D.

It is your reaction and triggered all these events. You have no control over what happened with the coffee. How you react in those five seconds is what caused your bad day. It is what could have and should have happened. Coffee splashes over you. Your daughter is about to cry. You simply say, "**It is okay, honey. You just need to be more careful next time.**"

Grabbing a towel, you go upstairs, change your shirt, grab your briefcase and you come back down in time to look through the window and see your child getting to the bus. She turns and waves. You arrive 5 minutes early, cheerfully greeting the staff to the meeting.

What is the difference? Two different scenarios, both started the same but ended differently. Why? Because of how you reacted.

You really have no control over 10% of what happened to your life. Other 90% was determined by your reaction. ***If someone says something negative about you, do not be a sponge. Let the attack roll off like water on glass. You do not have to let the negative moments affect you.*** Remember properly and it will not ruin your day.

A wrong reaction could result in losing a friend, being fired or getting stressed out. You do not have to react if someone cuts you off in the traffic. Do not lose your temper, pound on the steering wheel. Do not curse. Does your blood pressure skyrocket? Who cares if you arrive 10 minutes late at work? Why let the curse ruin your drive? This principle is very important.

Do not worry about it. You are told you lost your job. Why lose sleep and get irritated? It will work out. Use you are worrying energy and time to find a new job.

The plane is late. It is going to make your schedule, mangle your schedule for the day. Why take out your frustration on the flight attendant? She has no control over what is going on. Use your time to study. Get to know the other passenger. Why stress out? It will just make things worse.

Millions of people are suffering from undeserved stress, trials, problems, headaches. We all must understand and apply this principle. It can change your life. Enjoy it.

It only takes willpower to give ourselves permission to make the experience. So, this is the principle. It will make your life better. You stop reacting in the wrong way because of 10%. You don't want to ruin your life 90%.

Take care of that 90%. That way it will save you from headaches, all kinds of difficulties, all kinds of things will go wrong and you don't need those things. Thank you. Jazakallah khair.

Any questions? Is it clear? Yes, very clear. It's very simple but you can see how a person's life can be so beautiful.

Is it correct to say that not reacting is the best reaction? That's the question

No, there will be reaction. But the point is you have to react correctly. If you take the wrong move like that coffee breakdown. If you are hard on your daughter, she will be late in school. You will be getting a ticket. You will be late to your office.

So, all these things can be stopped. But our goal should be positive. You don't react that bad way and it will bring many other things you don't want in your life. So, correctly acting can save you a lot of time, headaches and a lot of other things.

So, there will be reaction. It is instant. Like somebody drive in front of your car and went ahead of you. He may be upset. But if you just say, "slow down." Okay, let him go. I always do that on the freeway. When I drive, I always go to the right side. It may be different in England.

It is the first lane. So, people will be blowing horn just to get out of the way. So, you go to the right lane and go slow. So, nobody will bang on you. Go to the slow lane.

It will bring a lot of sufferings, a lot of extra things you don't want in your life.

Also, I forgot to mention that this reaction, it should be applied to your life, to your people, family, in job, profession, anywhere. It can be applied everywhere. It will save you from all kinds of extra things you don't want. Like he got the speeding ticket.

He was late. He forgot to take his briefcase. Because he was in a rush. He got upset. He could not think correctly. And he got a lot of things.

Allah gave you, you know, mouth and two ears, right? You can hear, people can say anything they want but it is up to you. How you want to respond. You don't want to respond.

You don't have to. The smart thing is no reaction. You just do what is best for you. Like you lost your job, you panic, you just bad mouth to the manager and all kinds of things you are doing. It is not going to help you. You should focus on finding a new job. That is the solution. Sooner or later, you'll have to find a job.

So, why not we focus on that? Update your resume, do the networking, and get prospects of getting a better job. So, that should be the focus.

No and don't blame. **Don't blame.**

You don't have to react. You don't have to react or respond. You can keep quiet and continue. Look at the politicians. They're always tight-lipped. But they respond. People blame, people say bad mouth, people say all kinds of things for his policies.

But he just listens. And then do what is best for him.

Another example is husband and wife. Your wife says many things. You just listen. Don't try to start a quarrel and end up with all kinds of problems. You just listen. Most of the time the husband does not listen. They just respond. He thinks he is the authority. Just try to learn a habit of listening. Those kinds of situations can avoid all kinds of troubles.

On the day of judgment, Shaitan will say that 'I did not do anything wrong. I just showed you the way. You just take your steps and bring disaster for you. It is your fault.'

In the Quran it says actually: people will blame shaitan. Shaitan says, 'I didn't force you. I just invited.'

If you look at the treaty of Hudaybiyah. He (Prophet ﷺ) made a treaty though he was ready for Umrah, wearing a ihram. But he ended up with deal. Which Ali (Rah) and Umar (Rah) says, 'No, no, it is a defeat for us.'

But Allah says in the Quran: 'No, it is a victory.'

They had next year. They came; they did Umrah. They gave Azan on the Kaaba and whole Makkah was cleared. So, it is lesson for us. Many times, we react. we want to take revenge. But if you just keep quiet, it will save you from a lot of troubles.

Politicians use a lot of careful language because they may be filed in a lawsuit. All kinds of things happening, you know, and then they fight each other there are a lot of them.

You'll be surprised. I found a connection with Pentagon. I sent Washington Headquarters, Pentagon and then Fort Campbell in Tennessee, Fort Bragg in North Carolina, you know, about a thousand copies of Quran. They want Quran, easy English, about a thousand copies of Quran. They want Quran. Easy English.

And they are using it. So, I am making a network all over the country, all the places where there is a request. Saudi Arabia does not allow you to speak. But I present myself as a scientist.

As Salamu Alaikum wrb.

<https://www.youtube.com/watch?v=mszmwH6z29w>