

Chapter 07: Get Paid for Your Judgment, Prioritize and Focus

The Almanack of Naval Ravikant • Executive Breakdown

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1 Judgment as the Sovereign Skill of the Modern Era

- ✓ In a world powered by infinite leverage, raw labor and execution speed are commoditized; direction and judgment dictate ultimate outcomes.
- ✓ Steering a ship toward the right port matters infinitely more than rowing 1% faster in the wrong direction.
- ✓ Warren Buffett earns billions not through 80-hour workweeks, but through making two or three flawless capital allocation judgments per decade.

2 Setting an Aspirational Hourly Rate to Ruthlessly Guard Time

- ✓ Establish a bold aspirational hourly rate (\$500/hr, \$1,000/hr, or \$5,000/hr) and treat any task below that threshold as economic sabotage.
- ✓ If solving a household chore or administrative task costs less to outsource than your aspirational rate, delegate, automate, or discard it immediately.
- ✓ People squander thousands of hours to save fifty dollars; wealthy thinkers spend money ruthlessly to buy back uninterrupted cognitive focus.

3 Extreme Focus and Eliminating Busywork

- ✓ Busyness is a form of intellectual laziness that disguises lack of strategic clarity behind a facade of continuous motion.
- ✓ True high-performers sprint intensely when inspiration and opportunity strike, then rest and reflect deeply like lions waiting for the next hunt.
- ✓ Clear your calendar of ceremonial meetings and low-signal obligations to create wide expanses of open time for deep thinking.

Chapter Summary

- ✓ Cultivate rare judgment: in high-leverage environments, picking the right direction is vastly more valuable than frantic execution.
- ✓ Establish an audacious aspirational hourly rate and outsource or eliminate every activity below that threshold.
- ✓ Reject the cult of busyness; treat calendar clutter as a strategic vulnerability that degrades judgment quality.
- ✓ Work like a sprinter, not a marathoner: sprint intensely during high-conviction opportunities, then rest and reflect.