

Welcome to the latest edition of *The Best Ideas of the Month*, where you'll find my rundown of the month's smartest articles on becoming healthier, happier, and more productive.

In today's issue, you'll discover the best time of day to ask for a raise, how to get yourself outdoors and enjoy more sunlight this winter, and the perfect questions to ask when you want to deepen a relationship.

Here they are—the best pieces I read this November.

## **PRODUCTIVITY**

### [Three Sneaky, Science-Backed Methods for Getting What You Want](#)

If you plan on asking for a favor (or a raise), studies show you're more likely to get a favorable response by asking first thing in the morning. Read on for more timing tips, courtesy of Dan Pink. (Source: *CNBC*)

### [Jargon is a Sign of Insecurity, Not Smarts](#)

Are people who use big words smarter than the rest of us? Not necessarily. Research shows that humans tend to use more jargon when they feel insecure about their intellectual status in a group. (Source: *Inc.*)

### [3 Simple Ways to Become More Decisive](#)

Do you struggle to reach important decisions? Here are three simple tests you can use to evaluate your options in less time. (Source: *Fast Company*)

## **HEALTH**

### [Here's How I Finally Got Myself to Start Exercising](#)

The key to starting a fitness routine is to give yourself permission to fail. Chances are, you won't be a natural or a prodigy, but you will get better with practice. The sooner we make peace with that, the faster we'll move forward. (Source: *TED*)

### [How to Carve Out 'Me Time' When Work Never Seems to End](#)

Taking breaks improves performance, but in our "always on" work culture, unplugging is easier said than done. This article can help. (Source: *Fast Company*)

## **HAPPINESS**

### [How the Nordic Concept of "Friluftsliv" Could Help Us Get Through This COVID Winter](#)

We've all experienced the emotional boost that comes from spending time outdoors,

and this year, we need all the good vibes we can get. But during colder months, many of us elect to stay cooped up inside. The solution might be an expression commonly found in Norwegian kindergarten classrooms: “There’s no such thing as bad weather, just bad clothing.” (Source: *Seattle Times*)

### [Nine Non-Obvious Ways to Have Deeper Conversations](#)

Want to make boring conversations more interesting? It’s easier than you think. Try asking more open-ended questions. For example, instead of asking someone where they went to school or whether they enjoyed it, ask them to tell you what their college experience was like. (Source: *NYT*)

Thanks for reading. Wishing you a productive month ahead.

All the best,  
Ron

P.S. If you were forwarded this newsletter from a friend or colleague, and you’d like to receive it in the future, you can [sign up here](#).