

THE ULTIMATE BALANCING ACT

I have experienced a quite an amazing transformation in the behaviour and general relationship I have with my children simply because I tell them things like I believe in them and that I constantly try to catch them doing something right, rather than wrong. The same is true in business. Colleagues, clients and other business associates will always react far more positively and be more committed to helping us grow and develop if we adopt these same basic principles in the relationship. Ask yourself what you would want to do differently if you were married to yourself. Perhaps, even, what you would do if you knew this was your last day on earth. Many of us will never be fortunate enough to live a long and fulfilling life so why take the chance of not living each day in the best possible way?

If we had a sense of urgency, remained focused and could achieve something approaching a sensible balance in life, how good would we feel? So I have to ask the question, why isn't this happening already or why can't it happen at this point? To start with, consider the following process and if you can't think of any good reasons not to implement and action them today then please at least give them a try:

1. What have I accomplished so far? Reviewing and acknowledging your past successes are very important to maintain confidence levels and to fuel desire and determination.
2. What has been my biggest disappointment? Putting these into perspective, especially with regard to successes achieved, can often lead to the conclusion that things aren't quite as bad as was first envisaged.
3. What have I learned? We all make mistakes and have disappointments but these are all good experiences if the lessons to be learned from them are turned into plans to prevent the same mistake happening again.
4. How do I limit myself and how can I stop? As individuals we are the only ones to restrict our success

5. What are my personal values? Most of us feel better if we are doing things we perceive to be good.
6. What is my role in life? Failed success can provide the ability to have the things you want but balance is equally important. You cannot put your life 'on hold' whilst you decide.
7. What will I focus on next? Knowing that you have the ideas and strategies to always get what you focus on helps build a determined way of generating results.
8. What are my goals? There is nothing wrong with setting the highest goals; especially when you can justify it by reaching the target. The main attention of your focus (the goals) may be something quite challenging but break it down into small manageable pieces and start from there.
9. What are my top six goals? Use the 6:4:1 method, described earlier in this book, to help make achievement and results attainable.
10. How can I achieve those results? Part of the plan is confidence and this only comes from practice. Keep persevering with all the best ideas you currently have and then add some more (maybe from this book?) in order to achieve a successful outcome. Too many of us spend all our time focusing on problems when, in fact, we should be spending no more than 10% of our time on the problems and 90% of our time on the solution.

There is no doubt that creating synergy in life, including work family and health, can have a positive influence on production. When we have balance in our lives everything we do, we do better. And if we think all of this is impossible then let's consider, from time to time, going back to basics. Sometimes there is more fulfillment to be had in life by stepping sideways, or even backwards, so long as we subscribe to the theory we should be setting personal goals before business goals. Success is more than making money. Successful people know this because they don't find time, they make time. Life is so much simpler when we know what is essential.

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