

# THREE EASY NEXT STEPS to get unstuck and/or progress.

## 1) DREAM/your WHY

Where do you want to be in	Jan 2022	3 yrs	5 yrs	10 yrs	20 yrs
Career					
Physical Appearance/ Fitness/Overall Health					
Working FT/PT/not working for money (or % of last 2)					
Where do you live?					
Vacation Destinations					
With what Charities will you volunteer or donate?					

SHARE THESE ANSWERS WITH AT LEAST 1 OTHER TRUSTED FRIEND/MENTOR

## 2) STOP UP LEAKS & INCREASE EFFICIENCY!

- Drop SHOULD from your vocabulary: Evokes guilt & upset = total draining emotions. [You lose POWER EVERY time you say “should”]
- Eliminate mindless/impulse spending IN FAVOR OF investing towards above goal(s).
- Stop Loans/Gifts to kids/friends (unless your future years are completely financed now or will be in next 10 yrs.)
- Identify ALL expenses into FIXED or EXTRANEIOUS -use a “F” or an “E” or color code the budget I’m sending you. Then begin to trim or reduce various E expenses, or even Fixed expenses, IN FAVOR of investing towards above goal(s). [Move swifter with less baggage/Boats clean off barnacles/Planes get washed more often to amp up performance.]

## 3) SCHEDULE BUILT-IN BREAKS – pilots/workers/doctors/nurses/school teachers.....why not YOU??

Entrepreneurship offers ESCAPE....yet it has to be designed...written into plan.

**STRATEGIC COACH** – I thought my office would grind to a halt when I was away....they admitted they were sad to see me return.....since I was so disorganized....it strained everyone.....INCLUDING me.

### 3 TYPES of days for entrepreneurs-as per Dan Sullivan, Founder The Strategic Coach

- FOCUS-80% is spent selling/closing/with clients
- BUFFER- 50% as Focus/50% as FREE
- FREE-24 CONTINUOUS hrs of NO BUSINESS—phone/fax/text/WhatsApp/FB/social media/tiktok....NUTTIN’ Honey!