

# ACTION TIPS

A BUNCH OF FIVES!!

FIND 5 WAYS TO:

- ❖ GET MORE PROFIT FROM YOUR BUSINESS
- ❖ GROW YOUR TEAM
- ❖ GET MORE FROM YOUR CUSTOMERS/REPS
- ❖ GET MORE SALES
- ❖ IMPROVE YOUR SERVICE
- ❖ IMPROVING THE UNDERSTANDING OF HOW YOUR BUSINESS WORKS
- ❖ SPREAD THE WORKLOAD
- ❖ USE MONEY EFFECTIVELY
- ❖ IMPROVE FINANCIAL PLANNING
- ❖ SPEND MORE TIME ON AND LESS TIME IN YOUR BUSINESS
- ❖ COMMUNICATE YOUR VISION WITH/TO THE TEAM
- ❖ FIND 5 TASKS TO FINISH THAT HAVE BEEN HANGING AROUND
- ❖ DECIDE ON 5 DECISIONS YOU WANT TO MAKE
- ❖ TO IMPROVE ENJOY YOUR SOCIAL LIFE
- ❖ TO MAXIMISE YOUR TIME
- ❖ TO LAUGH MORE
- ❖ TO CONGRATULATE YOURSELF ON YOUR SUCCESS
- ❖ SPEND LESS TIME DOING AND MORE TIME THINKING
- ❖ BE SPONTANEOUS
- ❖ AGREE ON 5 THINGS YOU WANT TO DO IN THE NEXT 5 HOURS
- ❖ AGREE ON 5 OF THE ABOVE LIST TO DO IN THE NEXT 5 DAYS!!

## ➤ **PROFITS:**

Put up prices

Decrease direct costs

Sort out your time wasters

Now, increase your support with your workers

Cut overheads

## ➤ **growth:**

Get more customers

Get existing customers to buy more

Get recommendations from existing customers and reps

Provide an excellent service to existing and new customers

Increase your marketing, advertising

# CREATE A VISION

1. WHAT DOES YOUR TEAM DO DIFFERENTLY?
2. WHAT IS YOUR DREAM?
3. WHAT ARE YOUR VALUES?
4. WHAT SYSTEMS DO YOU HAVE IN PLACE?
5. WHAT IS YOUR PROFIT/BUSINESS FORECAST?

- Your communication skills are part of your success, master them.
- Your system has to be fool proof, design one, follow it and duplicate it.
- Manage your time, is it urgent or important?
- What marketing/advertising do you have in place, and how can this easily be duplicated?
- Talk about the proudest moments this job has enabled you to achieve.
- Name and talk about 3 people who inspire you and why?
- If a magic wand was yours what would you fix immediately?
- When the time comes, how would you like to be remembered?
- What is your GIFT in life that you could orientate your life around?
- What motivates you?