



One Tried and True Formula For Building Your Own New Business

When you decide to start your new business, the good news is that everyone who joins us starts with a level playing field. And a good company like ours provides a number of tools and ideas to build your business. Take a look at the Business Training Files in your Office, part of your own replicated Web Site.

A tried and true formula for building any business is:

Plan your work, and then work your plan! Sounds simple enough, but the problem with getting the plan done is your own attitude.

How many of us say "I'll get to it -- when I get a chance"?

You know what that means, don't you? You'll never get to it unless someone lights a fire under your backside!

Well, why not try self-ignition. Here are 8 simple but proven ways to kick the procrastination habit and start getting things done.

1. BREAK IT DOWN. Seem overwhelming? Don't look at your goals as one big project. Break them down into small parts. Then assign a specific deadline (date and time) to each part.

2. WRITE IT DOWN. Make it official by writing your goals (mini and ultimate) on paper.

3. TALK IT OUT. Tell people what your goals are. Ask a friend or associate for some ongoing motivation.

4. CONSISTENCY. Establish a regular time each day to work towards your goal. Put aside time to make phone calls to your warm and cold markets. You don't have to assign four or five hours to it. Just set a modest target – 10 calls for instance, but do it, and do it every day! Get NOs? Keep at it religiously, and you'll start getting YESes.

Is there a favorite TV show you're going to miss? Set your VCR to record it, and look at it later.

5. ORGANIZED SURROUNDINGS. Organize your environment, complete with the tools you need, so it is conducive to working efficiently. If you only have to sit down at your work station and everything is at your fingertips, it's easier to get started and accomplish those individual goals.

6. SET PENDING REWARDS. Set rewards for your ultimate goal and mini-goals. Whatever turns you on. You'll constantly have something enjoyable to look forward to. Now you can look at that favorite TV show you recorded while you were following your work plan.

7. VISIBLE GOALS. Keep your goals in front of you. Post reminders of your goals and deadlines where you can constantly see them. Post your pending rewards along with them.

8. BUSINESS BEFORE PLEASURE. Make something you normally do and enjoy contingent upon doing the avoided task. For example: I will not go to my favorite lunch spot until I complete Part A of my project. That's part of setting pending rewards. By the way, no fair cheating!! You're only defeating your own goals if you do.

There you have some 'self starters'. If you're anxious to start getting your share of commissions in your new business, try them and see if they won't help you.

Jimmy Smith