

## You're in Business

Mr. C.E.O., how is your business of life doing? Have you stopped and reviewed how everything going on in your life is manageable? Are you spending enough time on you? You're a business of you and your family. How well are you managing it? Is it prosperous, successful, and is it growing? Or, are you going "belly up"?

If there is one thing you have learned over the years from me is that you and only you can control what goes on in your life. Others may influence you, but you make your own decisions and choices throughout your life. So, how is the business of life playing out for you?

In your financial life are you spending more money than you make? Are you using the plastic pill (credit cards) that result in nothing but problems? It has not cured anything. In fact it probably has given you headaches. How is your budget balancing? Just like a business, we must plan a budget for life. Companies that spend more than they make and don't have cash flow may find themselves in bankruptcy. Your personal life is the same. Treat your life and family as if it is a business and you're the C.E.O. or maybe the C.F.O.

What about time management and balancing family, friends, and work? Another thing I talk about is time. Everyone of else has the same amount of time in a day. It's all in how we manage that time that separates the winners from the losers. I'm not saying you are a loser. I'm just merely pointing out that if you are stretching yourself to thin and biting off more than you can chew, you need to resign your position as C.E.O. of the Universe! You don't have to be involved in everything. If you are, life will pass by so quickly that you someday will ask the question; where did all that time go? Your life is your business. Time management must be a part of that.

I was asked a few weeks ago if I wanted to go do something with a buddy of mine. Sure I could have dropped everything and spent the entire day having fun and mixing it up a little. But when I prioritize my schedule, there are several things that come first. Tops on the list are my own pleasures, not others. My lovely wife's time, that because of our career paths, we only get a few days together each week. My faith is very important to me. One hour a week is not much to offer God. But, an entire week of practicing your faith is honoring God! Then there is work and sleep. Don't sacrifice a good nights rest because it will affect the entire next 24 hours. I don't waste much time on watching TV. If there is a sports event that I'm interested in, sure I'll watch it. But to waste my time watching shows that have no impact on my life, *it's a waste of time!* So, I decided to let him know that I did not have the time to offer him. No excuses, I just said no! There is a word that many of you have forgotten about. No! Sometimes you need to say that word. You won't hurt someone's feelings. If it does hurt their feelings, then are they truly interested in yours?

In your professional career, most of you tend to think that your company owes you something for you working there. You're wrong! How much are you worth to your

company? The time and effort that you put into the job will result in your rewards. It's the same in life. *Are you working on you?* What was the last thing you did to make "you" better? Did you spend time reading a book or attending a seminar? Or, did you watch the local news that delivered a ton of negative information about things that have no impact on how you can be successful. It's your time; you manage it the way you want to.

So, how's your business of life coming?

Great Selling!

Mike Popella

