

## **Hitting Your Business Goals**

### **Avoid Analysis Paralysis**

Once you have laid the groundwork, get started! Make plans. Take action. If there is one pitfall in the planning process, it's this. Taken to extreme and excessive detail, its bureaucratic tendencies can detract from the ultimate purpose of planning: the implementation of action tasks for the accomplishment of goals and objectives.

### **Don't Fear Failures**

Short-term failures and disappointment will come. Use failures as an opportunity to learn.

### **Application**

Many bright and intelligent people never reach their business goals or journey in the direction of any real business purpose because they do not apply themselves. Talent is worthless without concentrated and committed effort.

### **THIS WILL HELP ME REACH MY BUSINESS GOALS!**

- Having a sense of purpose
- Having a sense of direction
- Planning ahead
- Communicating effectively
- Becoming energized and focused
- Taking emphasis off activity and placing it on productivity

### **THIS WILL KEEP ME FROM REACHING MY BUSINESS GOALS!**

- Poor planning
- Bad attitude
- Lack of continuous focus
- Lack of self-discipline
- Lack of imagination and creativity