

Creating Success

Creating a Professional Practice

Value Assessment

- *“If you don’t live consciously from your values, you will live unconsciously from your fears.”*

- Cherie Sohnen-Moe

Pattern Recognition

| | Associated Word | Primary influence |
|----------|-----------------|-------------------|
| Work | | |
| Time | | |
| Money | | |
| Business | | |

- Conscious acting from values enables better decision-making

Considerations: Work

Work is PURE JOY!

Work polishes silver and gold . . . it refines character.

Work rows "Life's Boat" upstream.

Work weeds the garden and the mind,

Work lifts weights and spirits,

Work overcomes adversity and defeat,

Work is an exciting thrill!

Work is the action in motivation.

Work is the breath of life.

Work is the reward for being alive.

Work mines coal from the earth and uncovers diamonds!

Work moves the wings that put the eagles high in the air.

Work brings reality to the dreams of inventors.

Work - intelligent work - has made America the most prosperous nation in the world.

Work, when applied toward a meaningful goal, develops human potential.

It is work that has:

Bridged the chasms . . .

Tunneled the mountains . . .

Placed the giant communication cables on the bottom of the sea . . .

Built highways over plains and deserts...

Lifted space ships to the moon . . .

Built our factories . . .

Erected our schools and hospitals, and . . .

Made the scientific discoveries that have made our lives easier and happier.

Work is a way of putting your stamp on what you do - it is your personality - your own uniqueness.

The inspiration created by your work breathes your spirit into each hour of the day.

Only through your work can you contribute to human progress.

James W. Elliott said, "Work is life, and good work is good life."

Work is love in action.

Work, supported by a healthy self-image and a positive mental attitude, multiplies all future achievement.

-- Paul J. Meyer

Considerations: Time

1. Direct client contact
2. Business development/ marketing
3. General & Administrative/ operations
 - Client records, laundry, buying supplies, phone calls, maintaining financial records
4. High-level planning (being CEO)
 - Value alignment, vector correction
 - Problem solving, strategizing, organization, opportunities

Considerations: Time (2)

- Plan time blocks in appointment calendar
 - Address each of 4 major categories above
 - Consider spacing of appointments
 - Balance: use color coding for at-a-glance validation
- Pay yourself first: Personal time
 - Daily, weekly, annually
 - Self care

Considerations: Money

- Pay yourself first
 - Retirement
 - Investment in business(es) for long-term growth, stability
- Educate yourself on financial strategies
- Network and associate with other successful people

Considerations: Business

- “The purpose of business is to make someone’s life better.” - Tim Sales
- Remember your call to serve
- Stay connected to “why”
- Why = 80%, How = 20%

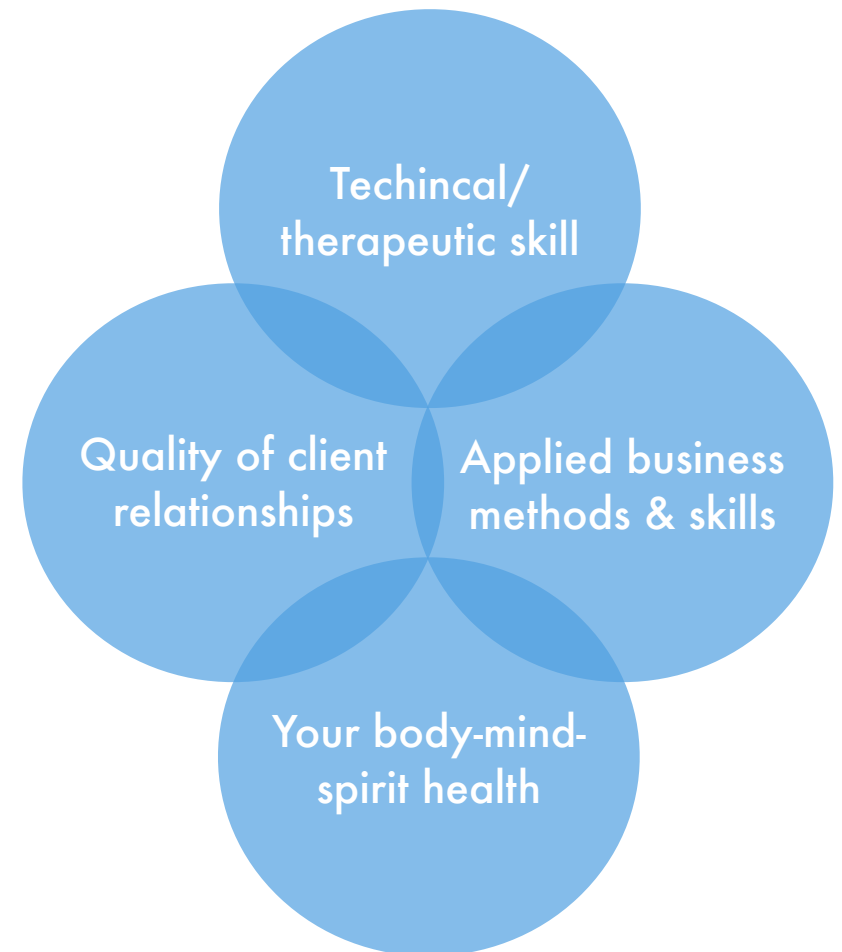
Habits of Mind & Spirit

- *“The intellect [Ego] is a beautiful servant but a terrible master.” - Ram Dass*
- Cultivate means to shift belief systems which are supportive of your goals & intentions
- Problem solving: being open to outcome requires **neutral thoughts** toward multiple solutions
 - 1 = trap
 - 2 = dilemma
 - 3+ = real possibilities
- Feed your mind and spirit as you would feed your body
 - Books, CDs / podcasts, movies, music
 - Work with **mentors**
 - Modality, industry, business
 - Self-care prioritization
 - Grounding / clearing
 - Meditation
- Delegate & **leverage**; befriend the 80/20 rule

*The
most expensive
thing you can own is
a closed mind.*

Recipe for Success

- Longevity and personal satisfaction in career require development of many facets
- Personal success inventory: how did you rate?
- Cultivate mind-body-spirit growth & renewal
- Your **business** will only **grow** as fast (or as much) as **you** do



Avoiding Burnout

- Classic signs

- Apathy, frustration
- Avoidance / distraction
- Lack of meaning / challenge / interest in work
- Self-medication / over-indulgence / escape
- Manifesting illness, fatigue, or exhaustion
- Resentment / projection

- Prevention tactics

- Moderation in schedule; keep eye on big picture
- Prioritize self-care (vacation / regular time-off, hobbies, family time, exercise, nutrition, sleep, *receive* bodywork)
- Cultivate a habit of perpetual learning and self-growth
- Meditation / prayer / journaling

Blessings



Go forth, network, serve, and prosper!