

TOP TEN TIPS

To life and business

1. Your only competition is yourself

Your only competition is who you were yesterday. It is so easy to go down a rabbit hole chasing our competition or comparing ourselves to other people we believe are successful in our industry, so focus on you and focus on one step at a time



2. Avoid negative people

Life is too short, so whether they be naysayers or do-gooders, make a conscious effort to step away from anyone who is going to be a drain on your energy and time. Time is your most precious asset.



3. Go after your goals

If you don't go after what you want, you will never get it - no one is coming over the hill to save you. Figure out what you want from your life and business, translate that into your commitments and business goals, then go after it with everything you have.



4. Failure = Success

See failure as the beginning. Failure is inevitable in all walks of life. None of us can get it right 100% of the time.

Understand that failure is part of the process and normally at the beginning, as opposed to the end.



5. Earn, save and invest

Earn, save and invest before spending. Building wealth will enable you to have all the trappings that you so wish, but begin with building sustainable wealth that gives you a level of freedom to make better choices in the future.



6. You are the client

Put yourself as your most important client. Would you treat your very best client the way that you sometimes treat yourself in your own business? Are you working long hours, skipping meals, not taking breaks or setting unrealistic timescales that cause you to stress? Think about it properly and without ego. Are you giving yourself and your business the best chance to grow and serve your customers better?



7. Look ahead

What does your ideal working week look like? Fast forward 5 years. How many hours a week do you want to be working, and how many days? What can you do today to begin rescheduling your working week to meet these goals? Who is doing what in your business? If it is always you, what is going to give?



8. Delegate

Understand in your business where you should dedicate your time and experience. What tasks are you doing in your business that are £10 tasks, £100 tasks and, £1000 tasks...where should your time be better spent? What tasks can you outsource to another team member or Virtual Assistant?



9. We don't plan to fail, but we fail to plan

What is your plan for your business? 10 years, 5 years, 12 months & the next 90 days? What are you doing to ensure you are on track? Ask yourself questions such as: where are we? (What is working, what isn't?) Where do I want to get to? (Are you happy where you are, what is the overall goal for your business?) What changes have to be made? (In you, your team, your business model or your plan?) Don't try to do this on your own, invest in a mentor or coach to support you in achieving what you are truly capable of.



10. Our habits decide our future

Somebody sat in the shade today because someone planted a tree 20 years ago. What are your daily, weekly and monthly habits in your business that your future self will thank you for? Think Finance, Marketing, Sales, Systems & People - how are you building effective focus and time in each of these areas of your business for sustained, profitable growth?



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