



## *How to succeed in business – without failing life*

### Ageing

Many of the conflicts that are blamed on either work or home have their origin in neither. It is a cold, hard fact of life that as we get older, we get older! Our equipment needs better maintenance if it is going to perform at an optimum level.

- ★ Make a habit of always putting something green on your plate (and eating it!)
- ★ Substitute a glass of cold water for every second cup of coffee/tea/soft drink
- ★ Reward: Treat fatty foods and alcohol as a reward, not a basic food group.
- ★ Park your car far enough from your office that walking to/from it raises your heartbeat.
- ★ When going less than 3 stories in a building use the stairs.
- ★ Walk your kids to the park: run, throw a ball, play on the toys with them for ½ an hour.
- ★ Stop at the beach/river bank/lake side on the way home from work and walk for fifteen minutes.

### Intimacy

Human beings are gregarious. We cope best when we are fuelled by the attention and affection of others. Unfortunately, right at the time when we need this most we are absorbed in lifestyles that give us the least opportunity.

Unless we make a conscious effort between 30 and 50, the demands of work, community obligation, personal growth and parenting undermine the relationships that are essential to sustain us.

- ★ Make time for your relationships, quality time is a myth; genuine quality time only happens when there habits of quantity time.
- ★ Take your kid to breakfast at McDonalds before school once a month.
- ★ Don't watch the 6 o'clock news, watch the mindless dribble with your kids.
- ★ Phone the people you love at least once every two days just to say hello.
- ★ Watch sport with your partner, even when you'd rather walk. (Or walk with your partner even when you'd rather watch sport)
- ★ Make some time, (even a half-hour) at least every two days that is just yours. Not your company's, not your family's, just yours.

### Money

It has been said that "money can't buy happiness" but we all know that the lack of it can really make you miserable.

The issue we need to confront is that money is an instrument not an objective. Our wealth must be something that enriches our lives, not just our bank balances.

Always ask 'What do I want out of life?' before 'What do I need to earn?'

- ★ In the words of Ikey Solomon (Thommo & Hawke) "Always leave a little on the plate"; be in the habit of spending less than you earn every month.
- ★ Consider what you can pay someone to do that releases you to do something else.
- ★ Be courageous about saying enough.
- ★ Make your professional goals an extension of your personal goals, not competitive to them.

### Fear

Fear undermines confidence and security. It causes anxiety and spoils our experience of the good things of our lives.

Identifying the major sources of fear and discovering ways to overcome it is one of the most liberating experiences you can enjoy.

- ★ Evaluate your progress by the big picture; choose to act on small detail.
- ★ Affirm yourself for what you do well.
- ★ Don't compare yourself to others – it will lead to either frustration or complacency. If you are doing better now than you did last year: you're making progress!
- ★ Watch what steams you up – insulate your hot buttons.

**"Life is like riding a bicycle -  
To keep your balance,  
you must keep moving."**

**Albert Einstein**

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