



5 Minute Clarity

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“We’ve got too many things to do. We look busy. We seem to be moving. But in reality, we get very little done.” - Peter Bregman, author of 18 Minutes

YOUR TOP 3 WORK CHALLENGES

Our research at Samurai Innovation clearly concludes that business owners and leaders of all types of organizations share the same top 3 challenges:

1. Lack of Focus
2. Activity & Resource Management
3. Getting Prospects Attention

Lack of focus comes from wavering in the continuous stream of diversion and distraction present in business today. Business owners and leaders need to take time to think through your best area of opportunity to exploit that will give you the greatest return on focus.

Too many people today complain about the lack of time to complete projects and tasks. The real challenge is that we struggle from a proper focus on key activities and which key resources need to be deployed to garner us the greatest return on focus.

Whether you work in a business or an organization such as a non-profit, you need to constantly be in front of the right prospect who is able to say yes to make the sale or back your cause. Getting this attention has become more challenging today versus 10 years ago given the fact that these people face all the same diversions and distractions as you do

In 5 minutes you can:

Identify where your focus can be sharpened. You can pin point the activities that keep you from performing at peak production. Think about the top 3-5 people you most need to see this week to advance your cause.

POINTS TO CLARITY

What 3 people, issues or things distracted you the most last week?

What 3 activities will move you closer to operating at your peak performance this week?

(Think fitness, meditation, rest, nutrition, selling, nurturing relationships, planning & execution)

Who are the top 5 people you would like to see or meet most this month?

Who do you know that could link you or introduce you to these people?

DECISIONS & ACTIONS I WILL COMMIT TO: