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**How To Maximize Your Downtime**

By Ke o agile Khiba

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"The time we spend in developing resources is what is going to really make the difference in the future."

Have you ever experienced downtime'? Or are you going through it right now? I have! When nothing seems to be working. When you have done everything you know how to do, yet there seems to be no progress. It gets frustrating when you find yourself stuck in an un-resourceful situation. Or when you find it is getting harder and harder to achieve your goals, despite everything that you have done. This is the downtime'. The system is down.

What do you do when things are like this?

'Engage in intense positive thinking?' 'Hope for the best?' 'Expend more effort in your task?' Blame your luck, stupidity, grandmother, nature, the whole world, or even God?'

Embrace your downtime! Because its one of those rare opportunities to sharpen your blade and to take a new look at yourself. That is the message of this article.

How do you maximize your downtime?

1. Define your Success

Assess your resourcefulness. Find those things that stand between you and your goal. If you do not have the resources to remove those things, find ways to create the resources that will do the work for you. Do this so that nothing will stand between you and your goals!

Secondly, develop a sense of purpose. Know exactly where you are going and how you are going to get there.

Thirdly, apply persistence to your success. There is only one condition under which you may accept failure. Accept failure as a step in the path of success!

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### 2. Identify your Attitudes

There are negative and positive attitudes, just as there are passive and can-do' attitudes. You have attitudes about yourself as well as about others. Identifying the attitudes that work for you and discarding those that do not work for you will help you.

You can start by asking: "Which attitudes are operational in my life, and what is their outcome?"

### 3. Plant Right

Every farmer knows that in order to have a bountiful harvest you need to plant the right seed, in the right place, at the right time, using the right method. That is the law of the harvest! Use it too during your downtime. Life is about planting seeds, and if you plant right you maximize your harvest.

### 4. Reframe

Take responsibility for where you are by understanding your situation, identifying how this situation is impacting on you and choosing the kind of outcome you desire or prefer.

When you have done this, clarify your values, so that your next steps are not going to clash with your values. And then, clean up any past memories not consistent with what you want to achieve.

### 5. Focus Faith

Faith is deference to God, allowing him to work by his unlimited power within your limited circumstances. It also means enabling God to exercise his faith.

You focus faith by having faith in God, yourself as well as others. You also focus faith by having foresight, being organized, by concentrating effort and courage, by working with understanding and by seeding and serving.

It is easy to make good use of your downtime. Follow these five steps and see what difference it can make in the quality of your life.

Ke o agile is an NLP Coach and publisher of In TheZone (<http://inthezone.port5.com>), an An NLP Focused Ezine That Coaches Creating A Success Lifestyle Through Strategic Goal Setting, Peak Performance Motivation, and Excellence.

**Mr.**

**By Darryl Shafto**

**Mr. by Darryl Shafto**

Goscor Lift Truck Company (GLTC) has been very active in the KZN region and has recently supplied two well-known local companies with a range of its products.

Digistics, the logistics company responsible for all KFC's and Macdonald's distribution in the KZN area

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has taken delivery of a Crown ESR Reach Truck, a Daewoo LP Gas G18 Forklift and three Crown WPS Powered Pallet Trucks.

Samson Bohata, Digistics director, says that the reliability of both the product and the service is crucial in his business as the pressure to deliver on time is enormous.

"Downtime is hugely expensive for us and the lifting equipment is a critical item in our business. Since we've been using Crown and Daewoo products our downtime has been insignificant and, on the rare occasion when I have needed technical assistance, the Goscor team has been outstanding," says Bohata.

Digistics, formerly ASP Distributors, has been around since Macdonalds came to the country in 1985 and changed its name after a recent management buy-out. Bohata is the director and shareholder of the KZN branch.

In another deal, Goscor has supplied Denny Mushrooms of Shongweni, with a Daewoo D25 Diesel 2.5 ton Forklift Truck. In this case Daewoo has replaced a very well known brand that has operated in the firm for several years.

"When the time came to replace our existing fleet we looked at all our options

and the Daewoo from Goscor seemed the best option considering the price, the quality of the machine and the service. In addition, in Denny's harsh environment, the oil-cooled disc brake feature is of great benefit in terms of downtime reduction." says Denny's Hector Goodwin." So far our decision has been vindicated by both the performance of the machine and of the Goscor team," he says.

Micheal Keats, Goscor Durban Branch Manager, says that he is delighted that two important companies like Digistics and Denny Mushrooms are now in the stable.

"These are two companies where lifting equipment is a critical item and I regard it as a feather in our cap that they have chosen our company as their service providers. "

Since its inception in 1984, Goscor has not only provided best practice industrial solutions, it has also created authentic partnerships with its customers, suppliers and principals. This, coupled with its market-leading Crown and Daewoo products, has helped the company show exceptional growth every year and become one of the leading suppliers in the materials handling industry.

Goscor Lift Truck company, part of the Goscor Group of companies, has since 1984 , offers a world class sales and support service in the lift truck industry. Goscor Lift Truck Company is the sole distributor in South Africa of two of the most famous brands, namely Crown and Daewoo.



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