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Your First Quarter Review - Are You Awesome Or Average?

By Michael Clark

One fourth of the year is over. How are you doing in meeting your goals? How are you doing

compared to your budget? In my last article, I talked about how business systems aren't just for big business. Guess what? Neither are goals and budgets.

Big businesses put tremendous effort into creating detailed budgets and detailed goals each year and checking their progress against them monthly and quarterly. Investors eagerly await the announcement of quarterly earnings and stock prices jump up or down based on the results. They go to all this expense and trouble for only one real reason. It works.

Big businesses very seldom wander from the tried and true. They set goals, budget and compare to their budgets frequently because successful businesses before them did it. I'm not saying that you have to have goals and a budget to be successful, but it sure does increase your chances of success. That's also why you are reading this. To help increase your chances of success. So here's your tip of the week.

If you don't have goals and a budget, stop what you are doing and create them. If you do have goals and a budget, stop and take a look at them. Ask yourself the following questions:

How have you done so far this year? Are you awesome or average? What can you tell from your results? What's working and what's not? Where could you use some help? What successes can you leverage?

Now is the time to start looking at what adjustments you need to make to continue your successes or cut your losses. It's also a good time to revise your estimates for the rest of the year. Don't stop at just revising the numbers. Now is the time to revise your action plan too. Where do you need to step up your action and where do you need to cut back? Again look at what's working and what's not. Don't have an action plan? Now would be a good time to create one. Goals and business plans only get you so far. An action plan is what makes your goals and budgets work.

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Does this all sound like a lot of work? I'm sure it does, but it is time and effort that will pay itself back tenfold. Knowing where you want to go and then comparing regularly is the only way to assure yourself you'll get to where you want to be. Otherwise you might end up like Alice in Wonderland.

Alice: "Would you tell me, please, which way I ought to go from here?"

The Cat: "That depends a good deal on where you want to get to".

Alice: "I don't much care where."

The Cat: "Then it doesn't much matter which way you go."

Start up business resource guide and consultant, Michael Clark has been crafting best small business ideas for over 20 years. Michael is a serial entrepreneur having opened multiple successful small businesses over the last 12 years. For more small business success stories and business resource

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Clark at Business and Beyond.

Adult ADD: Use ADD To Make Their Day (And Yours)...

By Tellman H. Knudson

If you're not getting what you want out of life, it's not because you have Attention Deficit Disorder (ADD), you're a bad person, you don't have anything to offer the rest of the world, any learning disability, background, or how much money you have. It's all whether or not you can communicate what's on your mind in an effective way.

Where I'm from, people don't generally walk around smiling and hugging you when they first meet you. What I found was that when I said, "How's it going?" almost all the time, people would say, "Not bad."

So, one dull, drab, overcast day, while considering ADD and how it affects communication, I said, "Okay, I'm going to totally mess with people. Every single time someone asks me how I'm doing, I'll

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look them straight in the eye, smile, and say, "I'm doing awesome!" This was before I made much money. I didn't say, "I have ADD, I'm living on Ramen Noodles and grilled cheese sandwiches, and I don't know how I'm going to pay rent." I said, "I'm doing awesome! Things are phenomenal!"

Part of the experiment was to see how it affected my own mindset. I was learning about internal and external communication, too, because ADD sometimes makes it hard to communicate effectively.

So, they would say, "Hi. How are you doing?" and I'd say, "I'm doing awesome!" and smile.

The first thing that happens is: they smile! Why? Because everyone can identify with "doing awesome." It's like, "I just won the lottery. I'm doing great!"

After a couple of months I'd walk down the street and people would know what was coming and would always be like, "Man, how is Tellman always doing awesome?" What happens is that you leave a strong imprint in someone's mind, especially a positive one, and that's the last thought you leave with them.

Use your ADD to focus your behavior this way, and after repeating, "I'm Awesome!" the next time people see you, their immediate feeling is that experience of feeling awesome, of feeling absolutely amazing.

To this day when I see people that I'm friends with and we have this interaction, it's always, "I'm doing awesome!" and "I'm doing awesome!" It's a lift for both people. And it's a great way for people with ADD to improve their skills.

In fact, this is one of the most powerful and simple ADD exercises you can possibly do, and it will be really good for you, if you have ADD and find it hard to communicate easily. But, you have to put some enthusiasm behind it. You also can't just slump over and walk down the street shuffling your feet, and dress like a slob and say, "I'm doing awesome!" or be distracted, as those with ADD can be, mean it! Dress like today is the day that you get to choose what your entire life is going to be like.

Tellman Knudson, a certified Hypnotherapist, is CEO of Overcome Everything, Inc and Hyperfocus. See more information about controlling ADD at

<http://InstantADDSuccess.com>

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