

Do Something About It!.....

Forgive me if I get a bit "preachy" (if that is even a word) in this edition of the newsletter but I cannot go another minute without sharing my thoughts on being in control of YOU for another second! I have recently become aware of an empowering mindset called "We are all self employed". Essentially whether you work for yourself or for a company with 150,000 other employee's YOU need to act, feel and work like you are self employed.



John Gregory Vincent

Where most of start and where we could be

"Well if the company gave me some training on customer service, it would not be such a struggle". "I wonder if they are going to lay off senior personnel or entry level in the next round?". "If I just keep doing my job eventually they will realize how good I am". "Hey they don't appreciate me so why bother doing more than the minimum that's all they give me".

These are all recent comments either made directly to me or in those lovely 3 hour airport lay overs when I cannot help but listen in on those LOUD cell phone and person to person conversations. It is soooooo RARE that I ever hear anyone talking about what THEY can do to take charge, to be noticed, to improve THEMSELVES. I decided to dedicate the newsletter to it.

As always there in lies the challenge if you will and now as we always do in these newsletters specific things you can do to improve your professional station in life. Start THINKING and ACTING like you are self employed because in reality YOU ARE.

Newsletter Spotlight

Starting 27 September we will be broadcasting the radio show live from the Palmetto St. location of Krispy Kreme donuts. Stop by and join the fun! 9AM is show time!

Strategic thinking:

So many people live in "just get through today" mode that they never look up and see the cliff just a few hundred yards in front of them. Start looking down the road just a bit....

-What do you want to be doing professionally in 2 years? Hey if you hate what you do GO TO WORK planning your exit! If you do like what you do where do you want to be in 2 years? Make sure you carefully consider your talents (natural ability) NOT just your skills (work experience)

-Where do you see that industry/job/profession in 2 years? Are you in a growth industry? Are there other industries that your talents/skills could be utilized in, that you see more upside in? Yes this means RESEARCH and talking to people and more research but it is after all YOUR life.

-What skills will you need to be competitive? Once you have the future figured out what strengths do you need to acquire to get there? This is the transition to the tactical part of the self employed mind set.

Tactical Thinking

STRENGTH comes from combining your talents with your skills....

So you see where you want to be in two years and you know the talents you have to get you there but you need the skills. So do you only submit a training request and "hope" somebody helps you out? Are you kidding me? The #1 person interested in your professional development in every company/organization in the world is YOU. So what plan are you putting together to acquire the knowledge so that you become an impact player each day and in the future as well? Are you taking advantage of EVERY educational program offered by your employer? Are you stuffing the suggestion box with recommended training that will improve EVERYONE's performance, along with yours or are you just whining they don't "give me any training". What about resources like the library, your local chamber, SCORE program or SBA. Here is a crazy idea come off a few bucks out of your pocket and invest in yourself, if you believe it will help you. After all why are we sometimes only counting on others to develop us!!!

Take charge of your professional development. Increase your strengths and MAKE sure your employer knows what you are doing to become an even more significant resource for them. Yes blow your own horn when it comes to improving YOU. If you are in a position to improve performance within your company or organization what are you doing about it? IT IS UP TO YOU so take charge of you and your career! Develop a self employed ACTION mindset!!!!!!!

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