

# Your Business Matters

2020 - Issue #30



**Thank you** for taking the time to read my newsletter.

About once a week I will pick various topics and add valuable advice to help you and your business achieve excellence.

Enjoy the newsletter and look forward to catching up soon

Regards

Karl



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## This weeks contents

1. Covid19, BREXIT and beyond - What will you do to Boost Your Business for the New Year - 10th December @ 1030
2. I haven't got the time to sit and do some planning!
3. What are you doing to Maximise Your Time? - 16th December @ 1030
4. Curiosity Killed the Cat

100% of customers  
**are people.**  
100% of employees  
are people.  
**If you don't**  
understand people,  
**you don't**  
understand business.

SIMON SINEK

**ActionCOACH**<sup>®</sup>  
BUSINESS COACHING

Covid19, BREXIT and beyond - What will you do to Boost Your Business for the New Year - 10th December @ 1030

**Covid19** has hit many business owners hard during the year.

As we near the start of 2021, there will be many new challenges to consider?

- Brexit?
- The vaccine and its implications on business and personal life?
- Mindset – what will your customers be focussing on for the new year?

By attending this webinar, you will look at the **structure** of your business, how best to **maximise** what you have or indeed look to **make changes** where needed.

*"Your webinar was a completely new topic and a gave me a new way to look at things. I think the topics covered we of the right depth and moving forward I would like to learn more about each step in more detail"*

*"The presentation I felt was extremely motivational and gave me a boost"*



*"It always feels a bit cheesy when you give a 10 out of 10 however I do feel its deserved not only from an educational view but also from a motivational aspect as well"*

*"It was edu-taining!"*

As once stated, *"If you keep doing the same things, you can expect the same results!"*

Are the **same results** as 2020 acceptable for you and your business?

By attending this **FREE** webinar you will learn some very practical and useable business skills and knowledge that can put into place immediately.

- Are you currently running your own business?
- Are you looking to create **more time**, or at least spend the **right time on the right things** within your life and your business
- Would you like to get **more support from the people around you** - your team?
- Are you currently getting the **financial return from your efforts**?

By attending this **FREE** webinar you will learn some very practical and useable business skills and knowledge that can put into place immediately.

**Don't hesitate - register for FREE now at - <https://actioncoach.co.uk/coaches/karl-morris/events/2021-boost-your-business-for-the-new-year/>**

## I haven't got the time to sit and do some planning!

You've tried planning ahead only to be upended due to unexpected circumstances.

If you can't rely on a plan to help you chart a course, why should you do it?



### Why waste the time?

If you follow the definition of planning as you guide you will see why the process is so critical to any business' success.

*"In organisations, **planning** can become a management process, concerned with defining goals for a future direction and determining on the missions and resources to achieve those targets. To meet the goals, managers may develop **plans** such as a **business** plan or a marketing plan. **Planning** always has a purpose"*

To plan is means you have a purpose in mind.

Why the tactics and strategies to achieve the goals set forth might change, the PLAN, the foundation of what you want to accomplish, shouldn't.

The Pandemic illustrated to many businesses that operating without a plan can be fatal. Businesses that operate by the 'seat of their pants' found themselves in short order naked and unable to pivot resources to the challenges that the changes in marketplace that were happening so fast.

Business planning has many characteristics, which include:

Intellectual and Mental Exercise  
Managerial Function  
Goal Focus  
And so on

**If you haven't got a plan OR your plan is now outdated - then let me send you some information and a template to work on.**

## What are you doing to Maximise Your Time? - 16th December @ 1030

**What are your greatest time challenges?**

How do you view time and are you constantly chasing it?

Do you find yourself allocating the wrong amount of time to the wrong activity?



Join me for this hugely informative and challenging look at our relationship with time – within business and also our personal lives.

This webinar will change your thoughts around your time planning, importantly give you some fantastic realistic takeaways for challenging your current time management and overall, help you to become more effective in your role – whether a business owner or team member.

You will be given some great time management resource, learn about how to get the best from your time and also the positive impacts that can be achieved, both on you personally and your business

Remember, if you haven't got enough time to attend a FREE business webinar on how to achieve more within the time you have available – then **this is the right webinar for YOU!**

**Don't be late!! - register for FREE now - <https://actioncoach.co.uk/coaches/karl-morris/events/maximising-your-time/>**

## Curiosity Killed the Cat...

...but only after it had used up its nine lives.

Being inquisitive and interested in people, things, and events is an **admirable characteristic, both because it increases your own learning and also because it's infectious.**

A quote by Albert Einstein is displayed in a white box with a grey border. The text reads: "I HAVE NO SPECIAL TALENTS. I AM ONLY PASSIONATELY CURIOUS." The word "CURIOUS" is in a larger, bold, black font. Below the quote, it says "- ALBERT EINSTEIN" in a smaller, black font.

If you display curiosity, those around you will be more curious than they would otherwise have been.

An open, enquiring mind is a pre-requisite for continuous learning and development. The alternative, a closed mind, is a recipe for stagnation and for the rate of change to exceed the rate of learning.

If you're not already the sort of person who displays curiosity, it's possible for you to learn to become so.

How easy or difficult this will be depends on your starting point.

If you feel curious, interested, and inquisitive...but don't exhibit those behaviours, it's comparatively easy to adopt behaviours that will demonstrate your curiosity.

You could, for example, embrace a commitment to talk to people about what interests them, ask lots of questions, and demonstrate how interested you are in them. By feeling interested you're already halfway there and these behaviours should be quite easy to adopt.

If you don't feel interested, it's quite possible to feign interest. Most people will discover that if they pretend to be interested then they start to feel interested (fake it till you make it). Your outward, exhibited behaviour will affect your inner feelings...rather than the other way round.

Curiosity provides the springboard for learning and development. Curious, inquisitive people tend to:

- ask lots of questions
- think out loud
- play devil's advocate
- dig and delve to find out more
- formulate and reformulate "theories"
- have lots of ideas
- challenge conventional thinking

This is an admirable list.

The downside is that people who are curious will often flit, butterfly-like, from one interest to another and not sustain their enthusiasm for any one thing. As a result they fail to see things through to a conclusion.

They are **good starters, but poor finishers.**

If this describes you, even just sometimes, you can correct this tendency by working to maintain your interest, continually checking to ensure that your people are completing the things they've started.

**Consistent curiosity is vital...the lifeblood of continuous improvement.**

All learning and development emanates from an insatiable curiosity.

**And that's worth thinking about...where within your life and your business, can your curiosity help you along your journey?**

**Have you identified someone who is very curious within your business, that you can work with, maximising their strengths as above?**

