



July 16, 2016

Do you need help?



What's not to love about a picture (or in this case a cartoon strip) that tells a 1000 words?

Do you feel like this when you ask your prospects "do you need some help?"

Isn't it funny how those on the outside of our business always seem to have the solution to our problems ... why is that? And what is our response when that happens? If someone said to you "hey Nikki I think if you did ABC you'd get a better result" ... what would be your initial reaction?

Come on be honest would you say "what would you know" or worse still "I'm too busy to listen"? Or would you say "ok you have my attention ... tell me more?" If we are really honest with ourselves it's hard to receive what is often perceived to be criticism when actually what is being received is some well-meaning and well thought out advice.

Why is it that we get stuck in our day to day routines, almost with the blinkers on, thinking we've always done it this way therefore we always will? And why is it that some business owners are open to new ideas, new ways to do things, new ways to breakthrough and some are not?

The difference is in their ability to adopt a curiosity based mind, their ability as individuals, leaders and business owners to be able to look in through the window of their business and to see the 'wood for the trees'. To do this you need to keep your logic and emotion in check. For when emotion goes up, logic goes down and with it your ability to make a decision based on being committed to the outcomes that you have so clearly defined for yourself and your business.

As business strategists, I and my team do this on a daily basis. We see the 'whole picture' with logic rather than emotion – which as we all know is a lot easier to do when it's not 'your baby'.

So next time someone says "I have a great idea for you" rather than taking a 'what would you know about my business' approach ... try saying "you have my attention, tell me more" and see where the conversation takes you.

Remember though, to always be true to your plan, taking the blinkers off doesn't mean that you steer your ship this way and that without any navigation whatsoever ... but what it will do is open your eyes to new and innovative ways to achieve the same goal.

There's no such thing as a bad business, just bad business owners making bad business decisions!

Ask more questions and most importantly listen to the answers. You may just find a much easier way to achieve the same result – now wouldn't that be interesting!

Bookings for the M500 Event are still open.



The theme for this month is Diversification and our guest speaker, Deirdre Diamante of Mia Consulting Services who will be presenting **'How businesses win government business'**.

So if doing business with government bodies is something you've toyed with, this event is for you - register now [click here](#)

Power to you this week.

Stefan