



## **ACTION DEMANDED!**

By Judy Sylvia

Challenging times demands action – not inertia! It is easy to get stuck right now and if we aren't careful, we can remain stuck! Do not write 2009 off yet. There is still one full quarter remaining and much can be accomplished. Here are three action steps you can take to get you moving once again.

**#1 Connect with existing and past clients.** Visit in person or pick up the phone but reconnect with your clients. Start with the warm and friendly ones and work your way through your list. This will help you build your confidence to re-engage but more important it will re-affirm the relationships you have with these clients. Don't worry about what to say or do, just ask how they are doing and take it from there. Remember your best clients are your competitors' best prospects. They need to hear from you.

**#2 Focus management** – schedule your month, plan your week and prioritize your day. Make certain you are focusing on the high level activities that propel you forward. Do not waste time on those low value low level activities that just keep you “busy”. Continually ask yourself if what you are doing is the highest and best use of you time. Start your day by attacking the three most important tasks on your list. Brian Tracey's book “Eat That Frog” is a classic priority management book.

**#3 Pour the good stuff in!** There is enough negativity out there to last a lifetime. We need to **intentionally** seek out positive things that will improve our mindset, our skills and our confidence. Set powerful goals, get a mentor, take a class, read a book, do something to put the good stuff in. Limit your media intake! Remember you control what goes in. Remember the old computer adage “garbage in, garbage out” – it applies now more than ever! Intentionally feed yourself a healthy mental diet.

If you are feeling stuck and overwhelmed and can't seem to get un-stuck alone, please call me. Do not let finances keep you from reaching out for help. I have a “**Helping Hand Up**” program. There are times we all just need someone to help us up again. We are here for such a time as this.

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