

IDEAS YOU CAN USE for January 13, 2004 from Lisa Wilber/The Winner In You

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How Living In A Snowy Climate and Going on Vacation "THINKING" Can Help Your Business

You know you do it -- rush, rush, rush to get all those last minute things done before you leave on vacation. You make yourself a killer TO DO list and you somehow manage to get just about everything done -- because you feel like you HAVE to. HAVE to get that done before you leave. There's a sense of urgency there that is missing from every day life. I don't know about you, but when I know I am going away either on vacation or traveling for work, I can get 10 times more done just before I leave -- because I HAVE to. The same sense of urgency exists for all of us that live in snowy climates. New England, for example; is not for the weak of heart. Here, if you are not prepared for winter, winter can kill you. Literally. You must make sure that you have a way to heat your home, make sure that you have warm clothes to wear, boots to keep your feet dry and warm, a reliable vehicle to use. For those of us that rely on heating our homes with firewood, we start preparing in summer so that we will have enough to last all winter. There is that sense of urgency because we know there is a limited amount of time before everything MUST be done -- or face the consequences.

Now bring that thinking to your business. Start thinking what MUST be done today, this week and this month for you to achieve your goals. Do your goals have a deadline? Is the deadline challenging you to have a sense of urgency? Try this -- tonight make yourself a "MUST do today" list --- you know, that killer list that you'd normally reserve for the day before a trip. Wake up in the morning and work like you are leaving on a trip the next day. Keep focused and get as much done on the list as you can. Make sure your list is chock full of action items that add to the profitability of your business. Really tell yourself that doing all you can do today is URGENT. Try it! I think you will be shocked at the results.

"Life responds to deserve and not to need. It doesn't say "If you need, you will reap." It says "If you plant you will reap." The guy says, "I really need to reap." Then you really need to plant." --
-- Jim Rohn

Winner In You product additions now available: www.winnerinyou.com click on STORE FRONT then on RUBBER STAMPS. There are FOUR new rubber stamp designs and one new ink pad color for your business. The one stamp that I wanted to mention in particular was the RIBBON OF HOPE stamp. That stamp, along with the new ink pad color HOT PINK can work well for those companies that promote Breast Cancer Awareness causes. Stamp it on your receipts and customer newsletter envelopes to show your support for the cause. Be sure to check out the stamp WELL BEHAVED WOMEN RARELY MAKE HISTORY -- gotta love that one! Great for newsletters, welcome pack envelopes and just for fun!

Speaking of fun -- you have just GOT to check out a new buddy of mine: Sue Fabisch. I saw her video called "MOM of Constant Sorrow" on the country video network on TV. It is hilarious! I know when you see it that you will be able to relate -- totally! Here is her web site: [Wal Mart Woman](http://WalMartWoman.com). Be sure to click on MOM OF CONSTANT SORROW on the top of the page and then click on SNEAK A PEAK AT MOM'S VIDEO or LISTEN TO A CLIP FROM THIS SONG. She has an order form to order a CD of the song for only \$5 (includes shipping) and I personally wrote to her and asked if we could purchase a copy of the video and she said yes, only \$10.00 which also includes shipping. After you see the video you'll also want to sign up for her fan club, too -- I know I did. Not exactly business related -- and don't think that I get a kick back from telling you about Sue -- I just thought this was SO funny, so relatable for so many of us -- just had to pass it on. Wait til you see it!

"Happiness is not an accident. Nor is it something you wish for. Happiness is something you design." --- Jim Rohn

Update: I've been named to the faculty of Networking University! Networking Times magazine is coordinating this learning experience where you will be able to get tons of information about our business of networking from the comfort of your home from master trainers such as Rita Davenport, Gary Coxe, John Milton Fogg, Bob Proctor and me! Students enjoy training articles and special pricing on web seminars and teleclasses. Check out the information about becoming a student today: [Networking University](http://www.networkinguniversity.com). Remember: training is a tax deductible expense.

"Pity the man who inherits a million dollars and isn't a millionaire. Here's what would be pitiful, if your income grew and you didn't." --- Jim Rohn

My <too good looking> husband is hard at work on our mortgage free house. Just weeks now until we move in! I'll be sure to keep you posted! If you haven't been to check out the latest pictures, click on www.winnerinyou.com then PHOTO PAGES then MORTGAGE FREE HOUSE. Wait til you see the CAT HOUSE that my husband built for our 4 felines. Doug knows how to win my heart! The cats are going to LOVE it!

Until next time -- have a fantastic, productive week. Keep that sense of urgency and focus on your business. No body ever said it would be easy -- they just said it would be WORTH IT!

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