

## Is This All There Is?

If you have your own business and it is successful, at some point you must be asking; “Is this all there is?” Most business owners bought or started their business to accomplish three things:

1. Improve the quality of life that’s why they started the business
2. To be free & independent
3. to be in control of their personal & financial destiny

What happened? In order to be successful, you had to be tied to the business.

But it’s ok. You are a smart, hard working talented person. After all you have been successful in the past. Everything and I mean everything depends on you. You don’t really have a business. You have a job from which you can never be fired. You are “Superman”.

If you are like most business owners, you work 10-12 hour days, skip lunch twice a week, work every other Saturday and an occasional Sunday. Vacations, if they exist are very hard to schedule and keep the business running. Some just simply close their business in order to get a vacation. All the while the overhead continues. This forces you to work harder when they get back and to avoid vacations in the future.

How can you change from “Superman” to an owner of a business? Do not start with the business. It is not the business that is the problem; you are. You open the doors without any idea of the life you wish to have or a business that would support that life. You are the biggest problem and the best solution to changing your business so that it supports you not you supporting it.

The most important product a business owner can create is a great business. The goods and services delivered to customers are the means by which a businesses get and keep customers. To be a truly successful business owner, you must be able to deliver the product or service whether you are in the business or not. You receive income because you created the business.

The process begins with getting focused. But, what are you focused on? Are you focused on the never ending problems, obstacles, and crises that dominate your business? Or are you focused a strategic personal and business plan that will build a life not just a career.

There are four parts to this process:

1. Focus on your preferred future.
2. Develop new success Habits and sharpen old good habits.
3. Build a structure of accountability to help you implement your strategic personal and business plan. And,
4. Develop a balance in your personal and business life.

The purpose of this process is to enable the business owner to enjoy the journey from survival, through success, on to significance. How is your business? Where do you want to go from here? Only you can answer that question, but you must create the time and space to create the business you want.