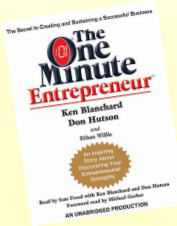


WHO IS MICHELLE WHAITE?



Michelle is a LifeSuccess Consultant living locally in Denham and has joined the In & Around Publishing Team as the Resident Mind Coach with a regular Coaching Column right here every month.

J-U-N-E A-L-R-E-A-D-Y...ARE YOU READY?



Happy New Month to You! Welcome to the HALF-WAY MARK!

“June already!” I hear in conversations - ‘I can’t believe we are in XXX already’ X months have ‘flown’ by – the years go by faster and faster! Like we are truly surprised as to how June landed without us even noticing!! It fascinates me how we believe that it just creeps up on us – because most of us are completely running head down on autopilot. Only on rare occasions do we glimpse upwards, take stock of where we are going and raise our eyes to the prize rather than keeping our nose to the ground... Are you truly on track with your yearly goals to shine in 2009? Are you going to NAIL June-Dec now to really push the boundaries of your capabilities?

I ENCOURAGE YOU TO TAKE CHARGE TODAY! I mean, who else is going to make your memories memorable for you to recall later in life?! When New Years Eve comes around again – most people will have a handful of memorable days they can recall upon. Perhaps birthdays, holidays, special occasions but other than that days can become weeks, weeks can turn into months and before we know it...Big Ben is ringing in what feels like another ‘Ground Hog Day’ New Year where we all chime ‘I can’t believe another year is over already?!’ Where did it Go? What will you do differently NOW? Fast forward to 31 Dec 2009 – how will you like to look back on this year? What will you be pleased to have achieved?

With time in mind and how we cannot manage time itself – only our activities within time - this month I have been reading ‘The One Minute Entrepreneur’ by Ken Blanchard & Don Hutson as I believe EVERY MINUTE COUNTS!

In essence – the book contains what Ken and Don refer to as ‘One Minute Insights’ that have been captured throughout! I have decided to list some of them here for you to enjoy as much as I have been enjoying reading them! Take the ones you like, see how they can apply to your life – even if you get just ONE IDEA IN ONE MINUTE after reading this article, then perhaps this could be the best TIME you spend THIS YEAR ALONE! This could be the turning point for the rest of your life! Change can happen in an instant. When we **DECIDE** it can. Maybe an Insight may trigger an idea or lead you to take inspired action on that one idea!!

I will begin with one key Insight that states **‘you’ll be the same year after year except for the books you read and the people you meet’**. Which books are you reading? Are they impacting your life positively? Are you internalising and applying what you are digesting? Otherwise you don’t know until you are **doing** what you know! Do the people around you inspire you? Les Browne (a global motivational speaker) one time said (paraphrasing) that if you are the most intelligent person in your inner circle of friends and you are earning the most financially then perhaps its time to mix in new circles so that you can learn, grown and stretch yourself in awareness! Keep the old but make some new!

Taken from The One Minute Entrepreneur, these Insights can make compelling reading for anyone striving to improve their lives and others. There are heaps more that I would love to list but we don’t have the space at our command to go through them all! I suggest you go get the book yourself and immerse yourself in it too! So here we go:

Associate with people you admire and can learn from! (Be humble enough!) (If you want new results you must mix with those thinking differently than you currently think! Your very best thinking has only gotten you the results you have thus far).

Keep a notebook of the wisdom you read, hear and learn and distill that learning into one minute insights!

You never need to cheat to win! (That’s not truly winning – ie having a private victory within...)

Watch your Ego! Stay humbled! (Dr Demartini says whenever you are cocky someone will pull you down but whenever you stay humble someone will want to raise you up!)

Lead with your EARS! What do people need? How can you serve them better?

When you feel moments impacting your destiny seize the opportunity!

Take care of your numbers and your numbers will take care of you!

Never let expenses outstrip your revenue! Don’t be a banker for your customers – timely collection of invoices is crucial!

To create a successful business, first you must master the basics!

Without good cash management, you’ll never make it as an entrepreneur!

Profit is the applause you get from taking care of customers and creating a motivating environment for your people!

Always visualize your desired outcome way ahead of time and be grateful for what is in the process of becoming... (take DAILY action towards your desired outcome – what gets measured – gets done!)

In Sales and in every other business, you are constantly on (the) stage (of life) So ACT LIKE IT!

Ambition is the fuel that can drive LIFE CHANGING EVENTS!

Don’t be afraid to dream BIG!

On the entrepreneurial path, few people come into your life without a reason!

When it comes to finding a life partner, character and (aligned) values trump personality and looks!

Nurture your people. They make it all happen. Without them – you have no company!

Don’t be afraid to seek advice when your business goes to a new level!

Won’t beat competition with products but can win business through customer care, attention and focus!

Never create a company of ‘ducks’, let your people soar like eagles to deliver superior customer service!

Ever come across a company that is scripted to ‘quack’ comments like ‘sorry sir, its company policy!?!’. Let your customer service be led by eagles who respond, listen and not react!

A few Insights I have come across elsewhere that I would like to share with you:

Why be a passenger of life watching the world go by when you can decide to turn the ignition key yourself and get in the driving seat?!

Our most exciting memories are times where we can recall when we had the most fun, excitement, laughter – dancing along life’s highway! By the same rule, we can also recall and dwell on all the times we had the most challenges, the most pain, the most tears! YOU CHOOSE which you want to recall – the victories or the victim!

Life should not be defined by how many breathes you take, but by the moments that your breathe has been taken away (Anon)

If you don’t like someone, the way he holds his spoon will make you furious. If you do like him, he can turn his plate over into your lap and you won’t mind! (Oscar Wilde)

A friend is someone who knows the song in your heart and can sing it back to you when you have forgotten the words.

A good exercise for the heart is to bend down and help another up.

A life spent making mistakes is not only more honourable but more useful than a life spent doing nothing. - George Bernard Shaw

A man may make many mistakes, but is not a failure until he starts blaming someone else for them! TAKE RESPONSIBILITY FOR EVERY MINUTE!

See you next month!



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