

Timeless Lessons in Business

From Pamela Barnhill

As you plan and lean into a new year, here are several lessons learned over decades of business experience in no order of importance. Display these reminders somewhere you can read and frequently share them with your team. You will come out stronger on the other side.

- ⬡ Maintain a positive mental attitude – you alone choose your attitude.
- ⬡ Surround yourself with successful positive people. Negative people are toxic.
- ⬡ When in trouble always pay your support team first – they need you and you need them.
- ⬡ Ensure your values are aligned with your goals.
- ⬡ Minutes matter – spend your time carefully. Think about your HLA's (Highly Leveraged Activities) and make your tomorrow's plans today. Success is accomplished by those who work smart not those who just work hard.
- ⬡ List your MIT's (Most Important Things to do) each evening so you don't forget when you become caught up in tomorrow's whirlwind. This helps you keep your eye on the long-term goal and focused on what is important to do to get there. It is so easy to get caught up in today's hurricane and lose sight of our long-term goal.
- ⬡ Think strategically - be intentional about everything.
- ⬡ Be Real - people appreciate transparency. Be authentic. Be calm.
- ⬡ Maintain your personal agenda during tough times (eating, sleep, exercise, general health practices).
- ⬡ Use the power of visualization.
"Begin with the end in mind." Steven Covey
- ⬡ Express gratitude whenever you get the opportunity. Have an attitude of gratitude.
"Gratitude unlocks the fullness of life. It turns what we have into enough and more. It turns denial into acceptance, chaos to order, and confusion to clarity." Melody Beattie
- ⬡ Avoid the disease FUD (Fear, Uncertainty, and Doubt).
- ⬡ Lead a no excuses culture.
- ⬡ Use the formula Clarity, Focus and Execution for every decision you make from this point on.

Get Clarity – complete understanding. The first step towards creating an improved future is developing the ability to envision it.

"Vision will ignite the fire of passion that fuels our commitment to do whatever it takes to achieve excellence. Only vision allows us to transform dreams of greatness into the reality of achievement through human action. Vision has no boundaries and knows no limits. Our vision is what we become in life." Tony Dungy

Focus on what you want to do.

"Always focus on the front windshield and not the rearview mirror." Colin Powell

Execution – Use effective communication to get things accomplished faster.