



Strategy 8 is more an outcome than a strategy. It is the end result of implementing the first seven strategies.

7 KEY AREAS OF LIFE:

- Finance** *all financial matters, both personal and professional*
- Business** *all matters to do with your business*
- Family** *interactions with nearest and dearest*
- Social** *interactions with those outside work and family*
- Intellectual** *exercise of the mind on matters outside business*
- Physical** *exercise and maintenance of the body*
- Spiritual** *expression of heart and soul, rather than the mind*

Balance

Do you have a balanced approach to life? How much time would you ideally like to spend in each of these seven areas?

- 1 Take a typical 7-day week - how much of your waking time is currently spent in each area? [Business owners typically spend 70% of their time on Finance and Business, 20% on Family and 10% spread across the remaining four].
- 2 If you could wave a realistic magic wand, how would you like to be able to reorganize your time across these seven areas three years from now?
- 3 How about in ten years?



| | Currently | 3 Years from now | 10 Years from now |
|--------------|-----------|------------------|-------------------|
| Finance | | | |
| Business | | | |
| Family | | | |
| Social | | | |
| Intellectual | | | |
| Physical | | | |
| Spiritual | | | |

“When you’re working 30% of your time on finance and business you’ll be making more money than you ever did working 70% of your time on finance and business.”

Chris Barrow



OVERVIEW:

Vision [see strategy 1]

One of the characteristics of successful people is that they have their 3-year vision in place. Have you done yours? If not, go back to strategy one and do it now.

Planning [see strategy 2]

One of the characteristics of successful people is that they take time out to plan and review their lives. If you haven't organized your time into free, focus and buffer days and planned time out for personal planning and reflection, go back to strategy two and do it now.

Reserves [see strategy 3]

One of the characteristics of successful people is that they have reserves. Have you created a life in which you have MUCH more than you need of the following:

- Time • Energy • Space • Money • Love • Skills • Support • Nourishing Relationships
- If not, what needs to happen for you to make significant progress in this area?

Tolerations [see strategy 1]

- What are you putting up with?
- What is draining your energy?
- What do you have to do to eliminate those things that you are tolerating?

Write down your Top Ten List of all the things you'd like to have an ABSENCE OF in the next 90 days:



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Health and Fitness

This goes a long way to improving self-confidence, balance and, ultimately, business performance.

Nutrition *eat and drink sensibly, use your common sense.*

Sleep *make sure you have enough sleep.*

Exercise *20 minutes of aerobics exercise three times a week is a great way to keep fit. Something is better than nothing.*

Meditation *this can be anything that works for you: running, relaxing in the bath, gazing out of the window, looking at a candle flame - anything that helps you relax and untangle your thoughts.*

What do you need to do to improve in these areas?

Three Key Questions [from Brian Tracy, one of the world's leading sales trainers]:

- If you had only 10 minutes to live, who would you call and what would you say?
- If you had only 12 months to live, how would you choose to live it?
- If you could do one truly great thing - what would it be?

CFA RESOURCE BANK

Download the following tools from the website:

- Quality of Life 100
- The Clean Sweep Program
- Tolerations
- 21 Goals for the Next 90 Days
- The Clean Slate Program

TIP!

Make the most of your peak energy times. If you have most natural energy in the mornings, use that time to maximum effect. Use 'down' times for activities that require the least physical or intellectual effort.