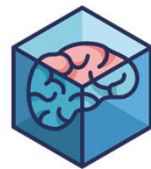


Your Time – Your Plan Your Outcome



BRAIN
in a **BOX**

Your Time – Your Plan – Your Outcome

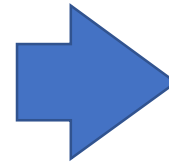
PROJECT (Definition): *a piece of planned work or activity that is completed over a period of time and intended to achieve a particular outcome*


Download your Success Dashboard



<https://tinyurl.com/LLB-Success-Dashboard>

braininabox.com.au



**BRAIN
in a BOX**

Success Dashboard

Assess your readiness for success:

1. Estimate how prepared you are in each of the five areas at left. Write your estimates in the white boxes.
2. In the table below, circle the number in each column that shows your estimate from Step 1.
3. Shade the area in each column from the circled number to the bottom of the column.

The shaded area shows how likely you are to experience Confusion, Anxiety, etc. ... **UNLESS** you improve your Vision, Skills, etc.

Vision	Skills	Incentive	Resources	Action Plan
0	0	0	0	0
1	1	1	1	1
2	2	2	2	2
3	3	3	3	3
4	4	4	4	4
5	5	5	5	5
6	6	6	6	6
7	7	7	7	7
8	8	8	8	8
9	9	9	9	9

Confusion

Anxiety

Delays

Frustration

False Starts

The shaded areas show the degree of Confusion, Anxiety, Delays, Frustration and False Starts you are likely to experience IF YOU TAKE NO ACTION!

What sort of action? If you're not good at spelling, you'll most likely use Spell Check on every document going out to your clients. It's exactly the same with systems (and weight loss, building a house, etc). If you don't have the skills, you engage someone who has those skills. If you don't have the vision, you develop this through interaction with friends, colleagues and other business owners, etc.

You've got the picture.

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Let's start with TIME

- Everyone has 24 hours in a day
 - Everyone is able to choose how they spend these hours
 - Everyone will benefit from time spent well
 - Everyone will lose from time spent badly
-
- When YOU benefit, others may benefit
 - When YOU lose, others may lose

How we talk about TIME

- "*Time seems to be against me* and everything is taking longer than it should."
- "*Time is running out* and I haven't finished what I need to do."
- "*Time is slipping away* from me and I can't seem to catch up."
- "*Time is passing me by* and I feel like I'm not making any progress."
- "*Time has been my enemy* lately and I can't seem to overcome it."
- We've *run out of time*
- You're *time's up*
- "I *never* seem to have *enough time*."
- "I've *wasted so much time* and now I'm paying the price."
- "I'm always *pressed for time* and it's causing me a lot of stress."
- "No matter how much *time* I spend on this, it's *just not working*."
- "I'm *always behind schedule* and I can't seem to catch up with the demands of my work."

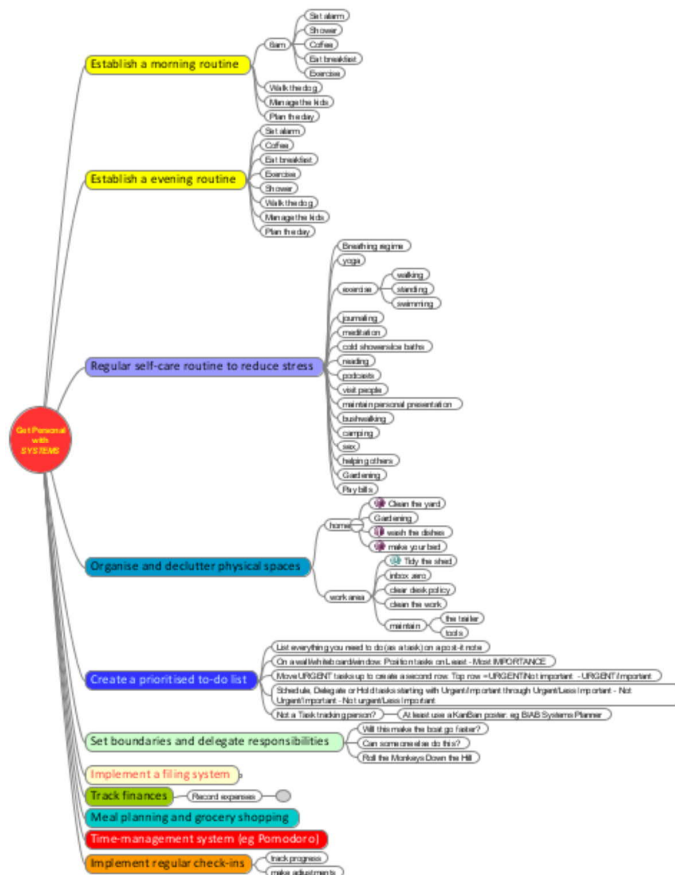
So the question is...

How can I *benefit more*
from the 24 hours I have?

There are two paths you can follow

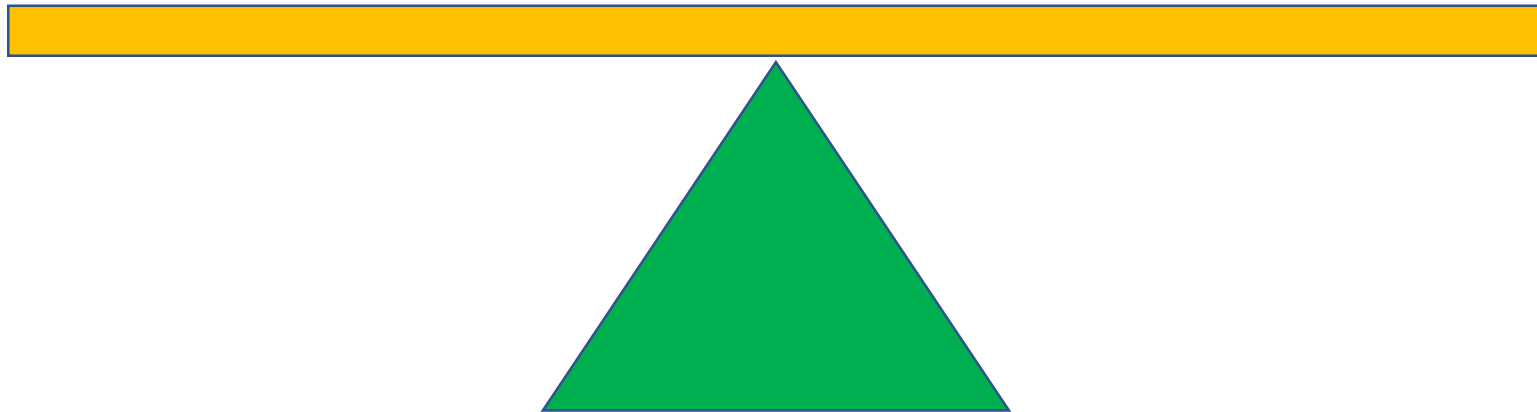
- Spend MORE time doing things that contribute to a BENEFIT
- Spend LESS time doing things that contribute to a LOSS

MORE Things One by One

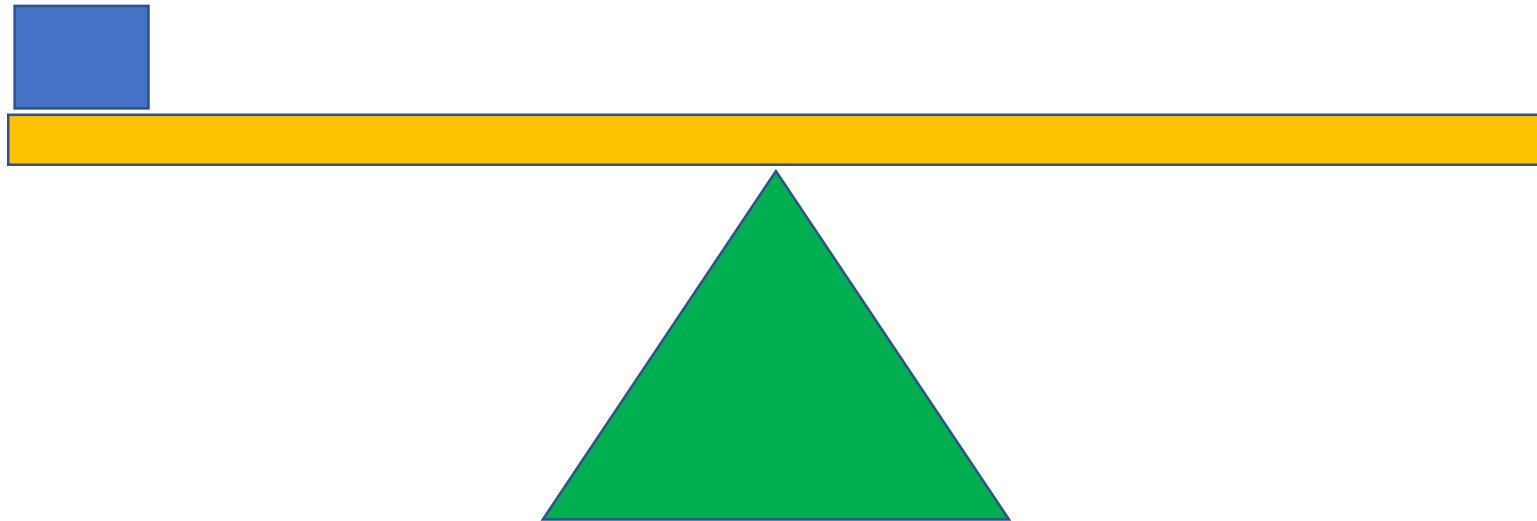


- Do one good thing and you get one (or maybe more) benefit
- Every minute spent on something 'good' is a minute less doing something 'bad'
- Each Beneficial thing you do ADDS more good stuff
- It's transactional

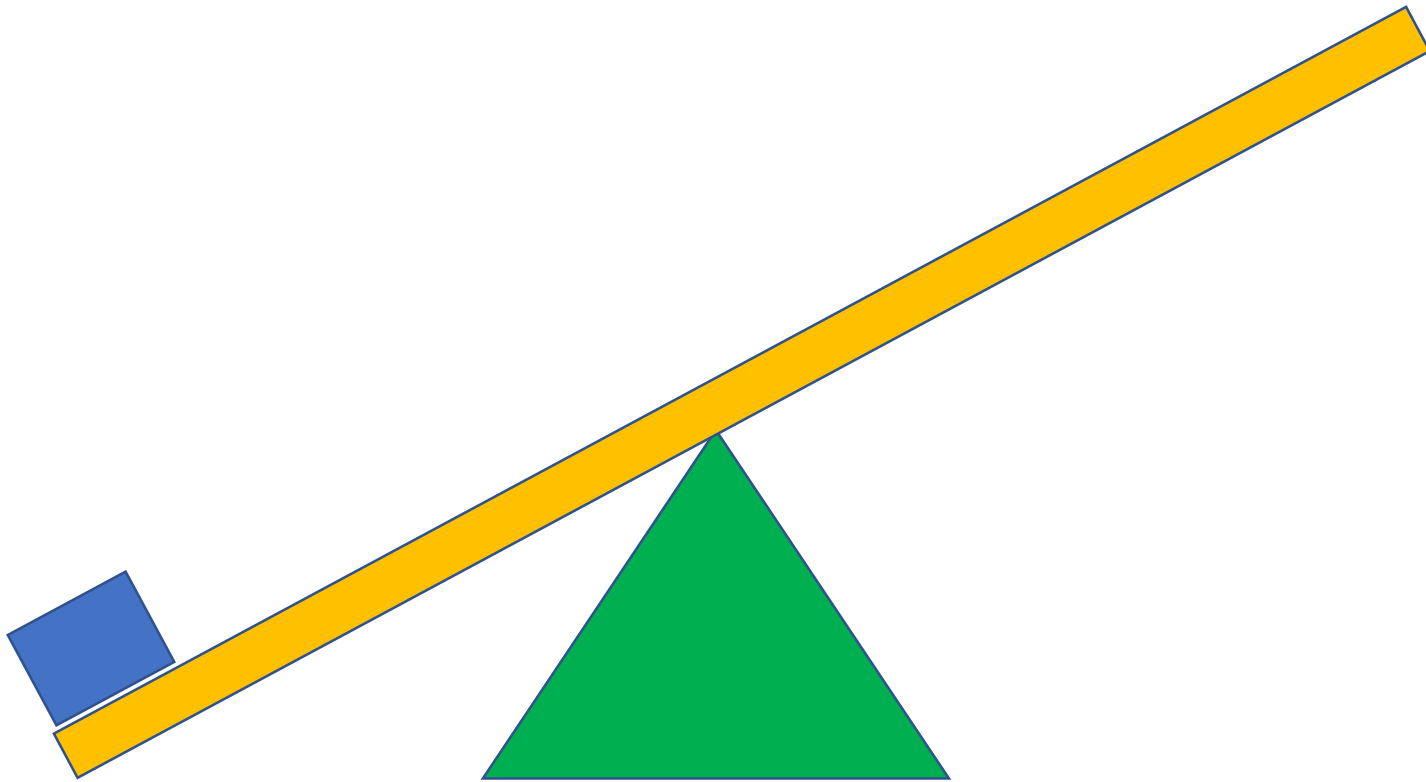
Transactional



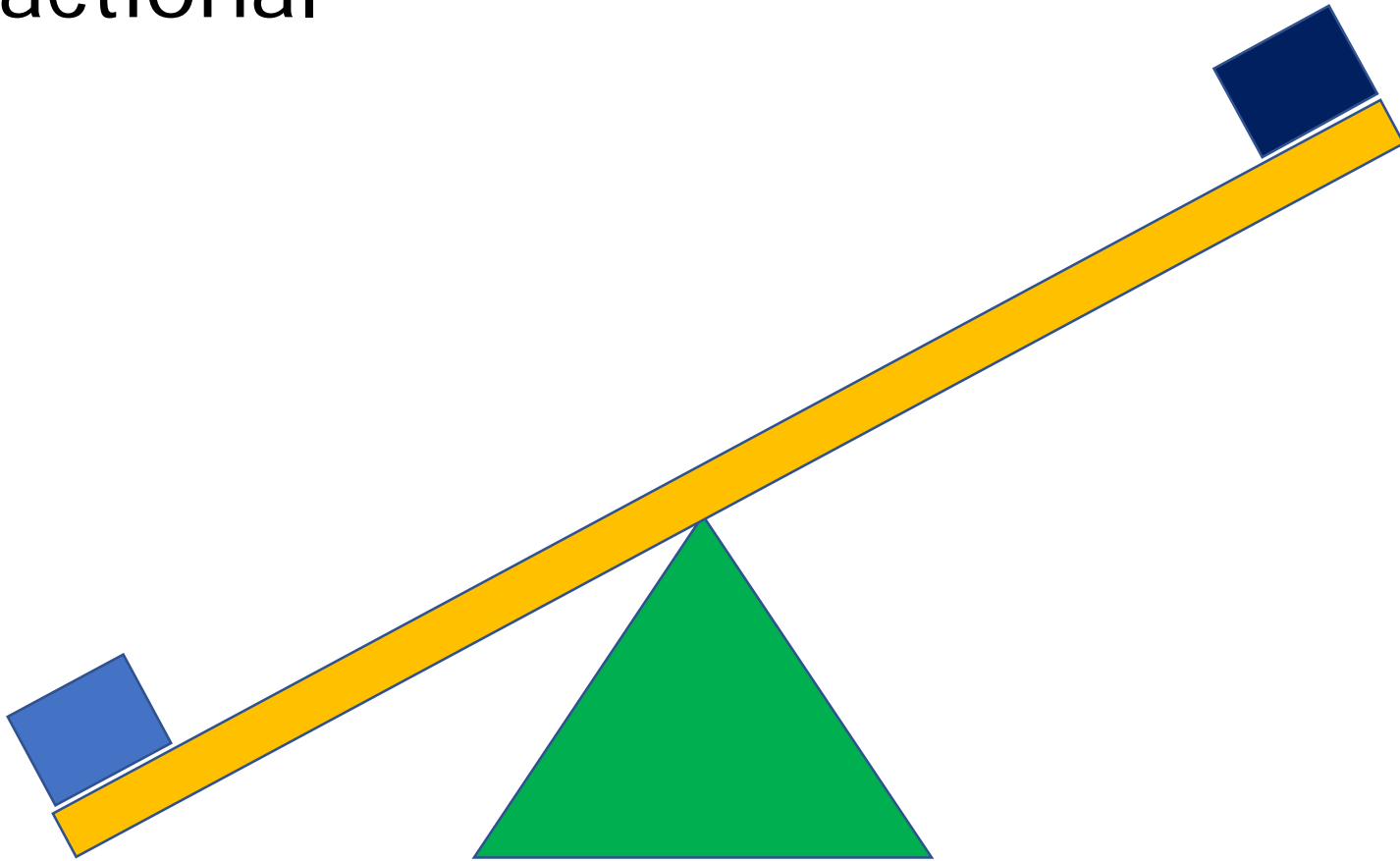
Transactional



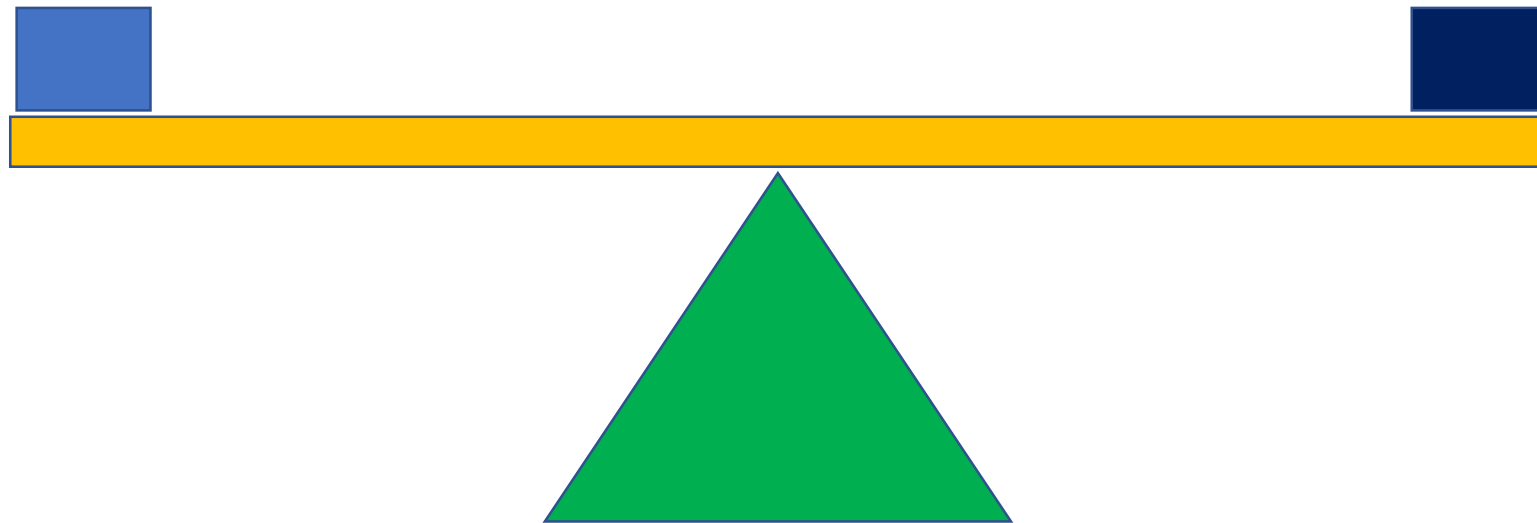
Transactional



Transactional



Transactional

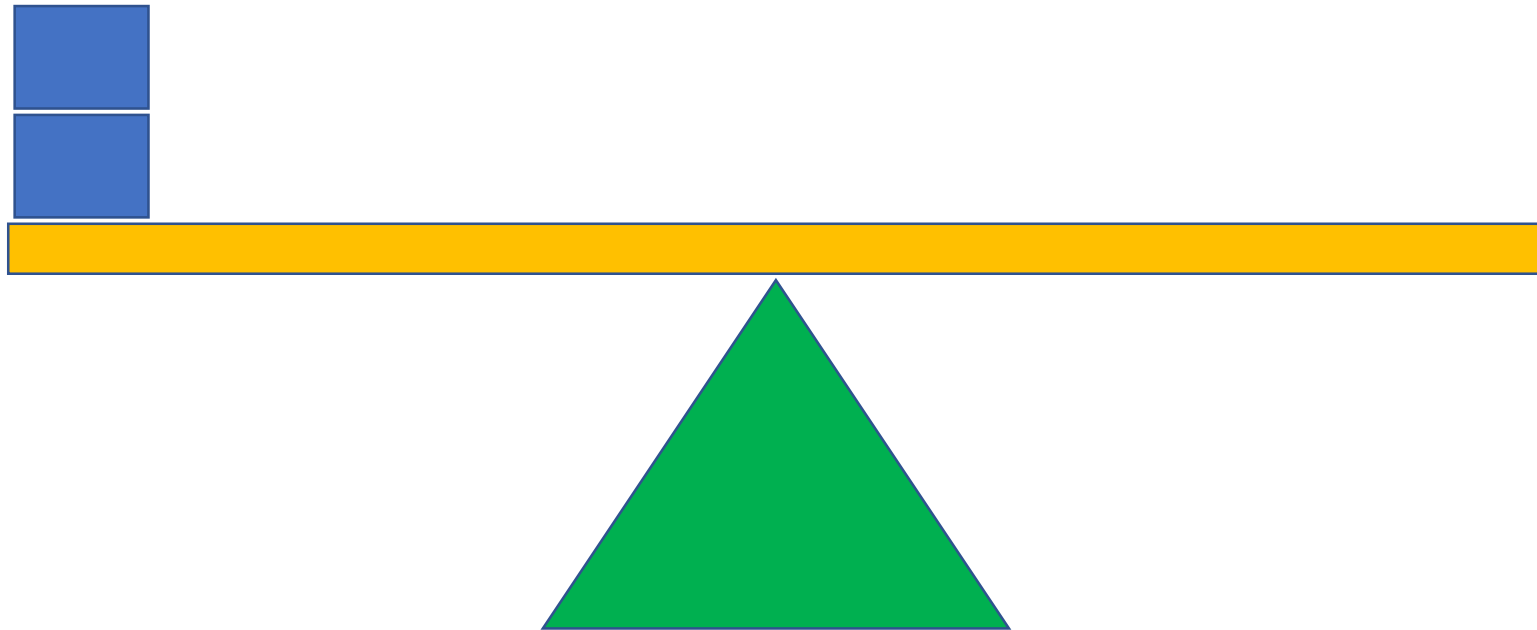


MORE Things through Leverage

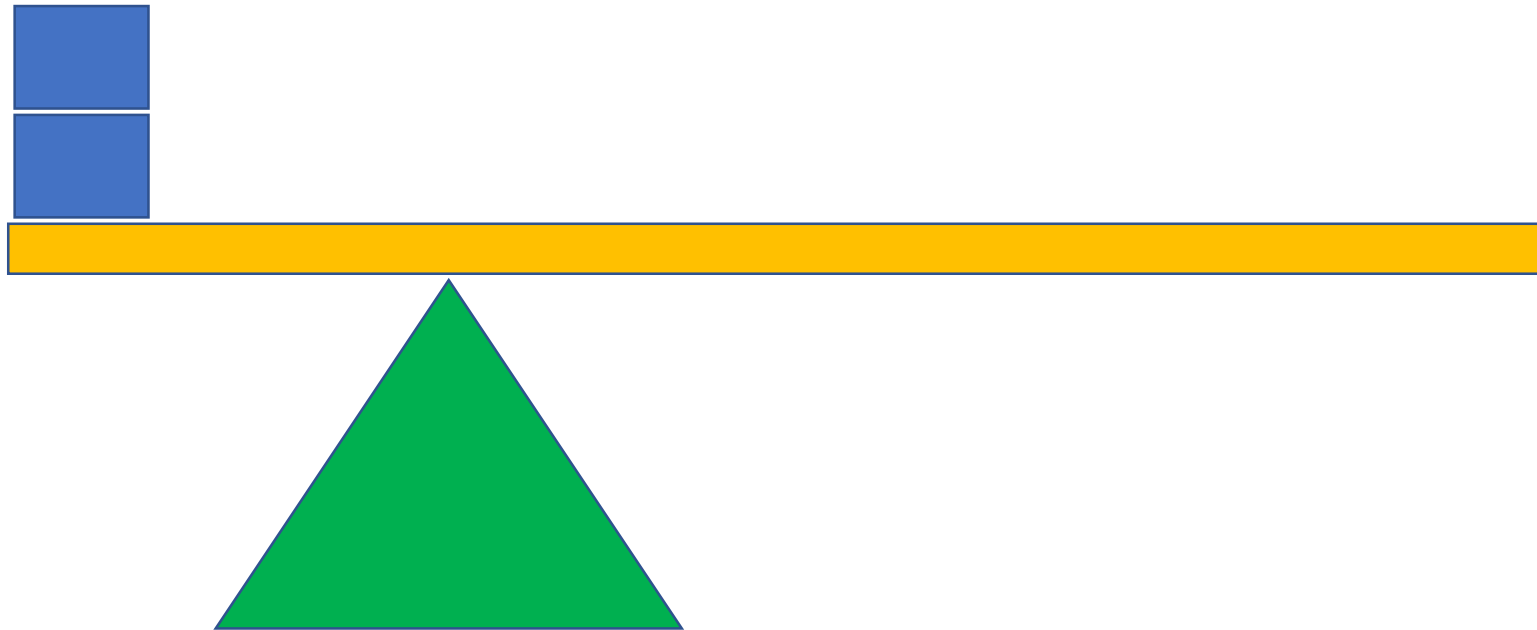
- Do one good thing and you get multiple benefits
- Each Beneficial thing you do MULTIPLIES more good stuff

• It's **leverage**

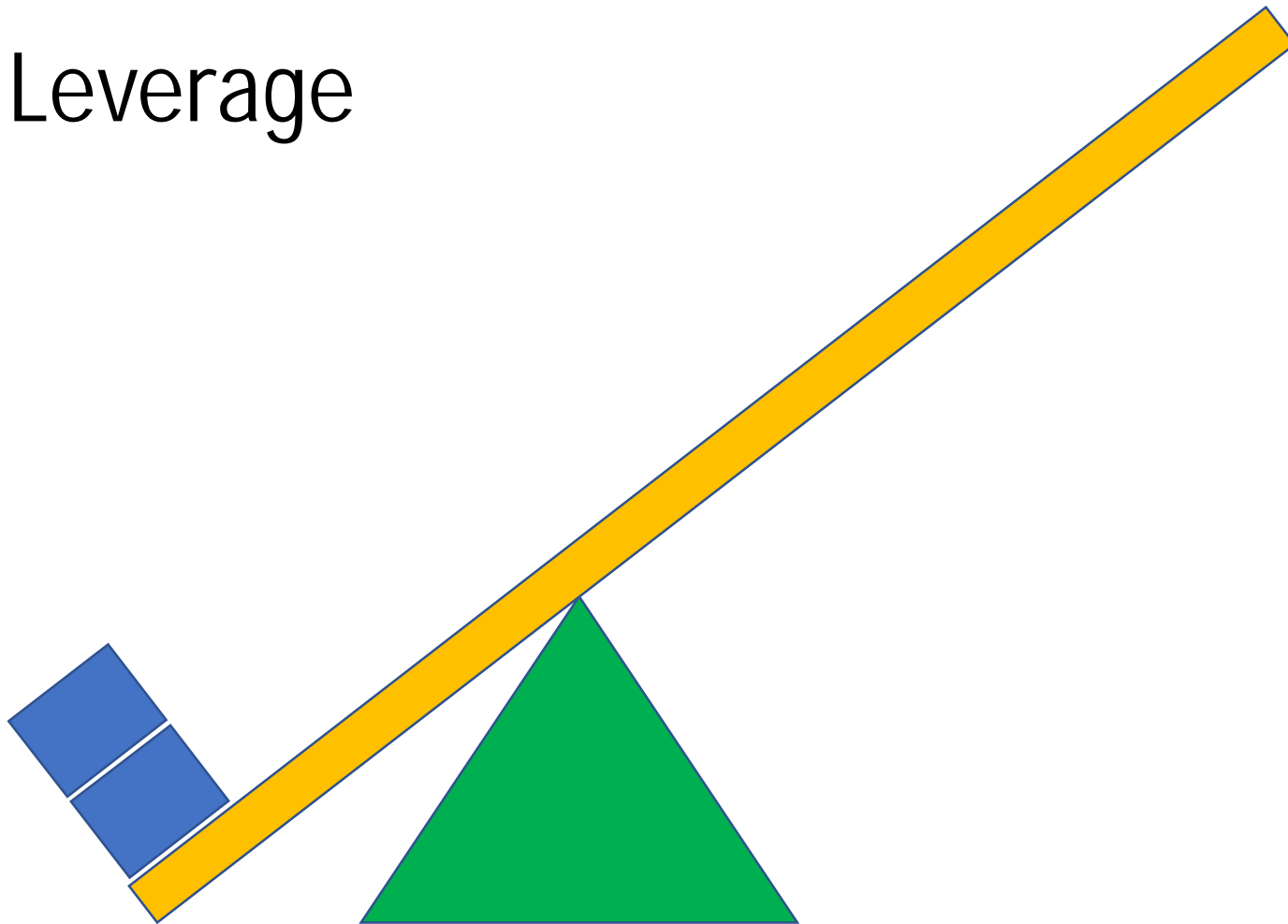
Leverage



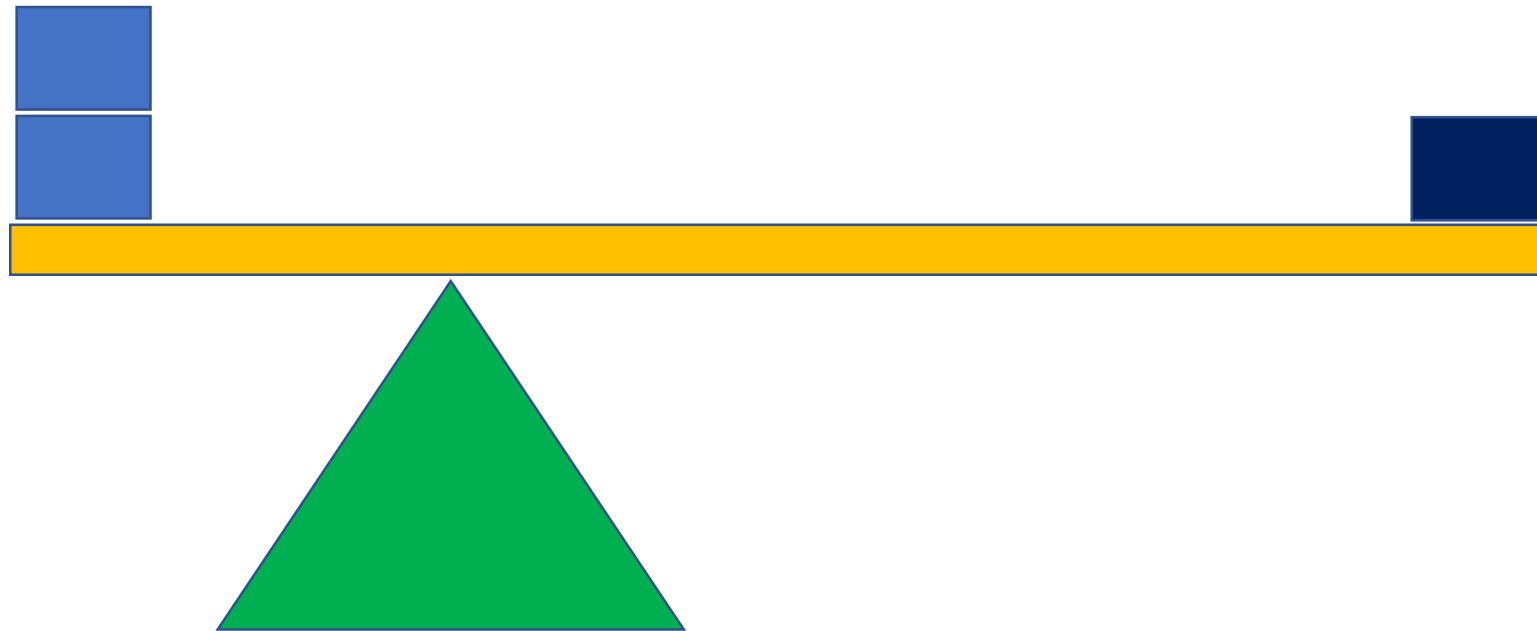
Leverage



Leverage



Leverage

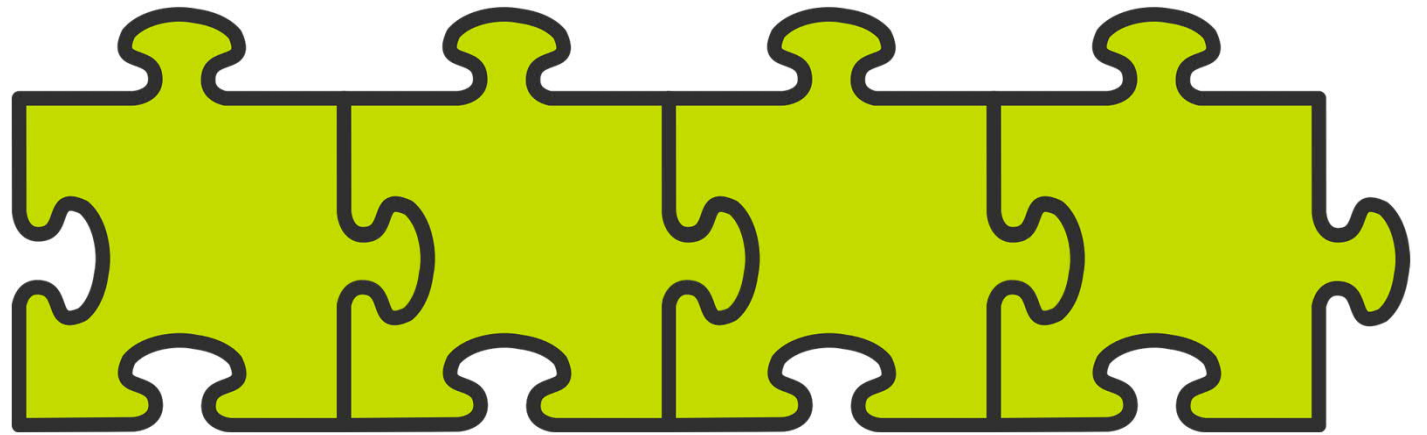


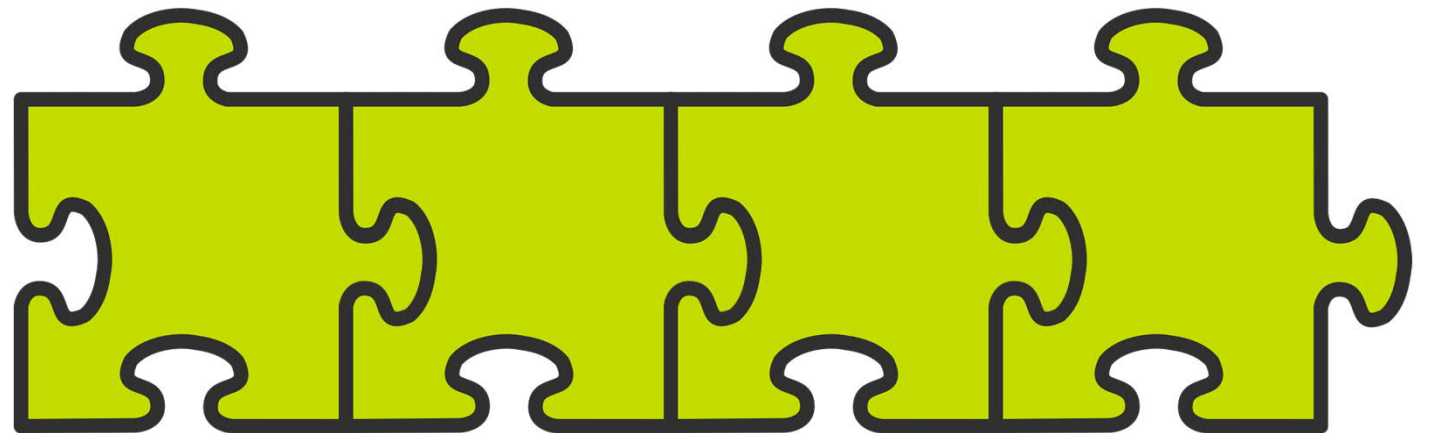
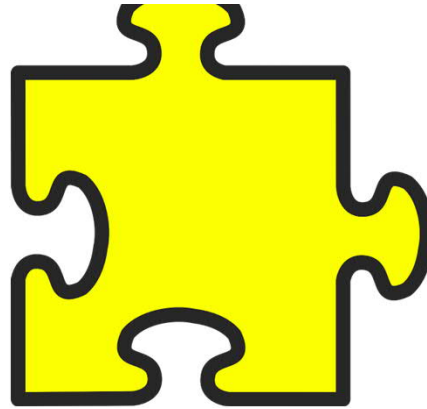
What tasks or activities give us LEVERAGE?

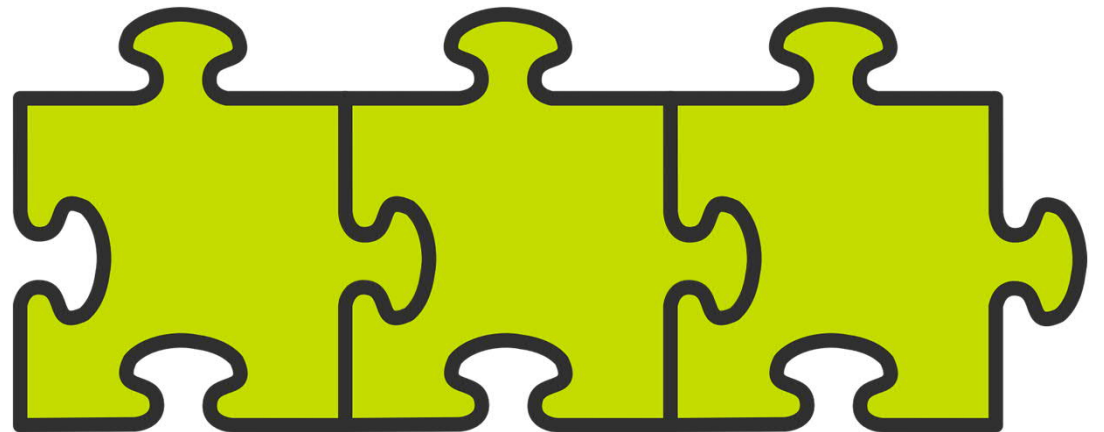
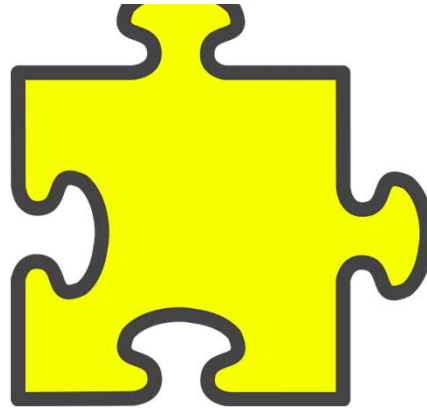
- Build a TEAM
- Delegate
- Scheduling
- Say NO to what you shouldn't do
- Automate wherever possible
- Rely on SYSTEMS
- Empower team to make decisions

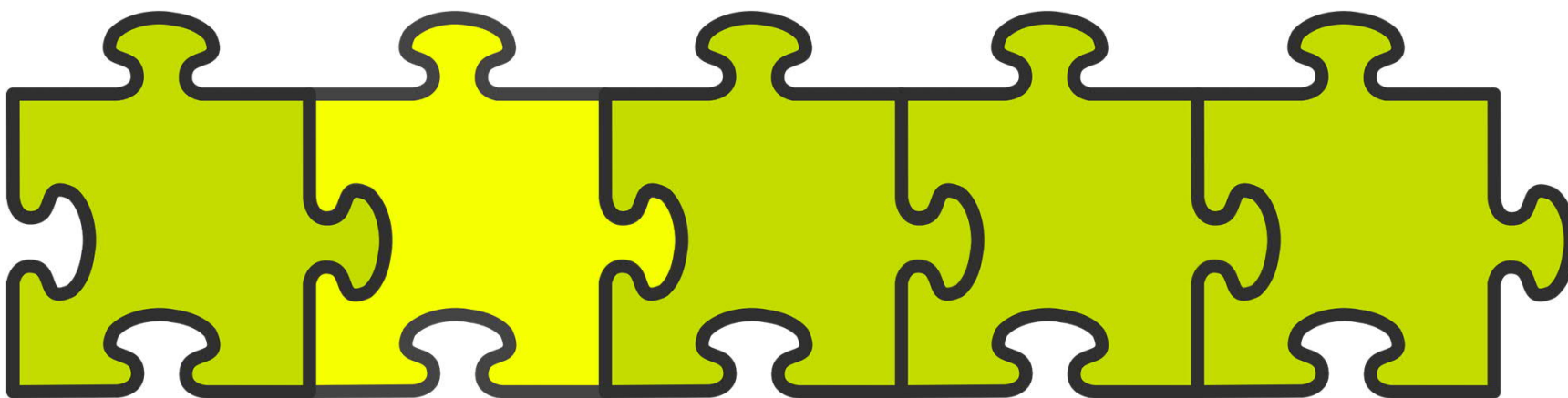
THINK ON IT...

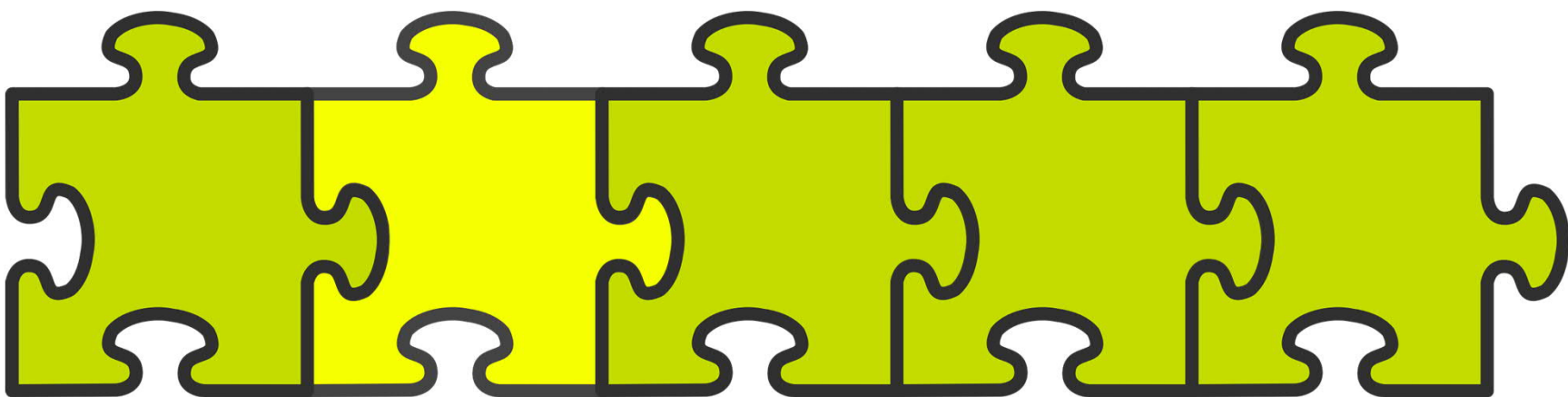
Once upon a time...

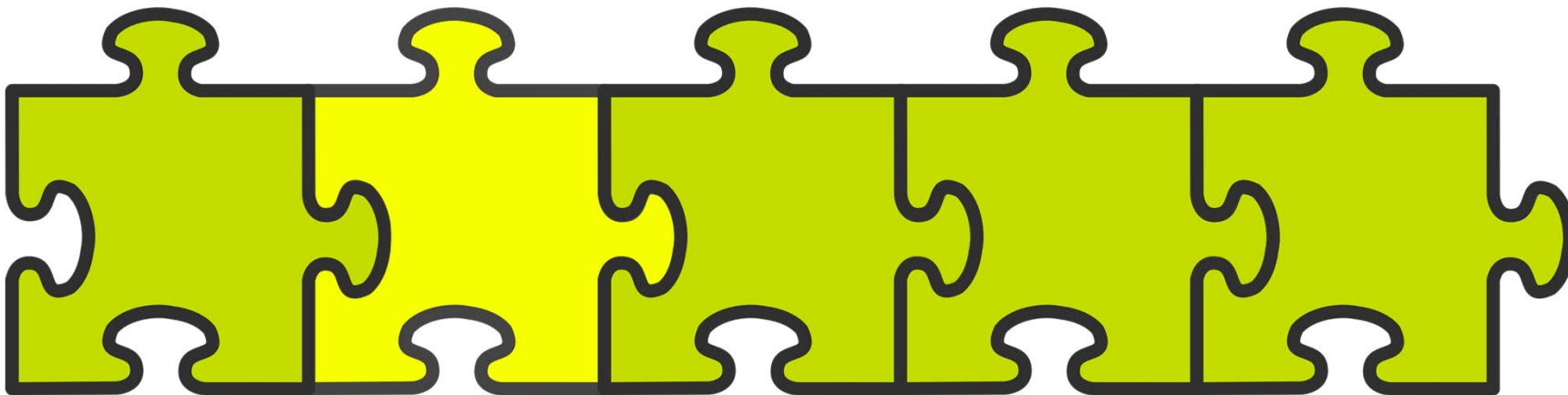
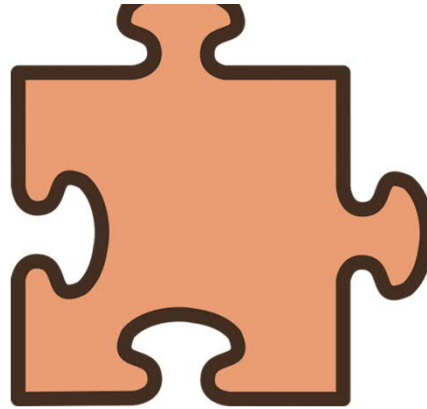


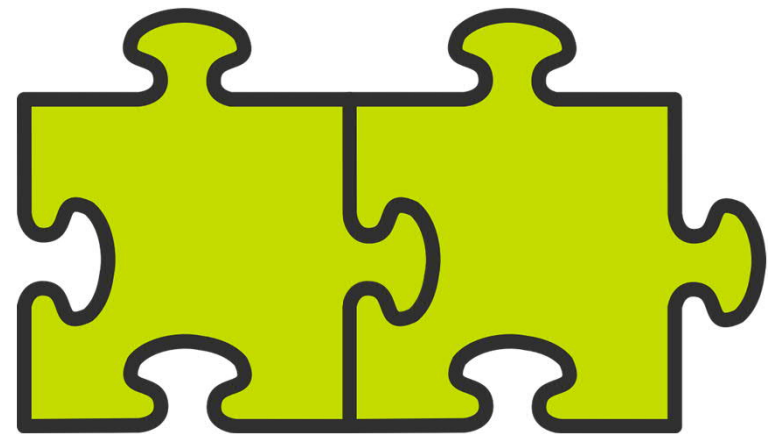
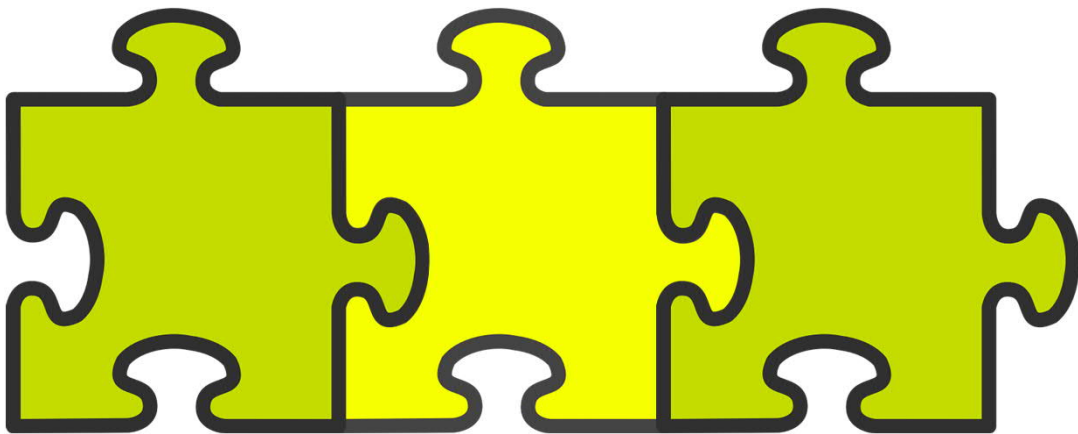
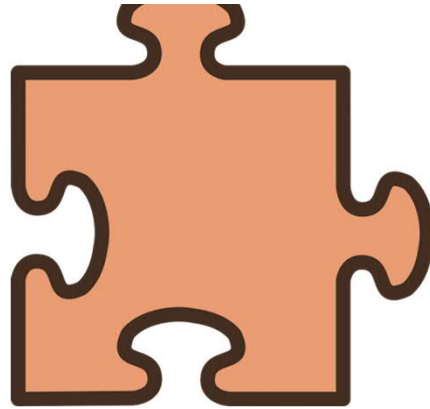


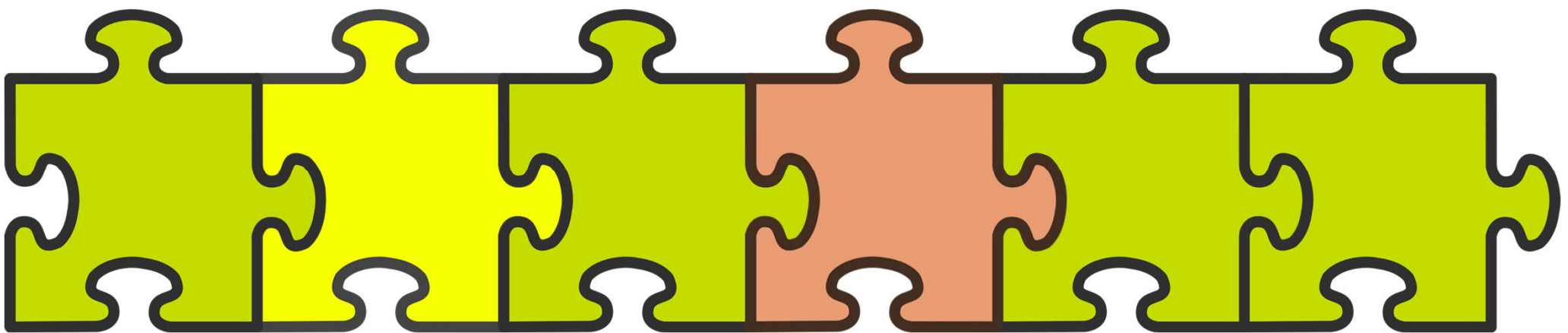


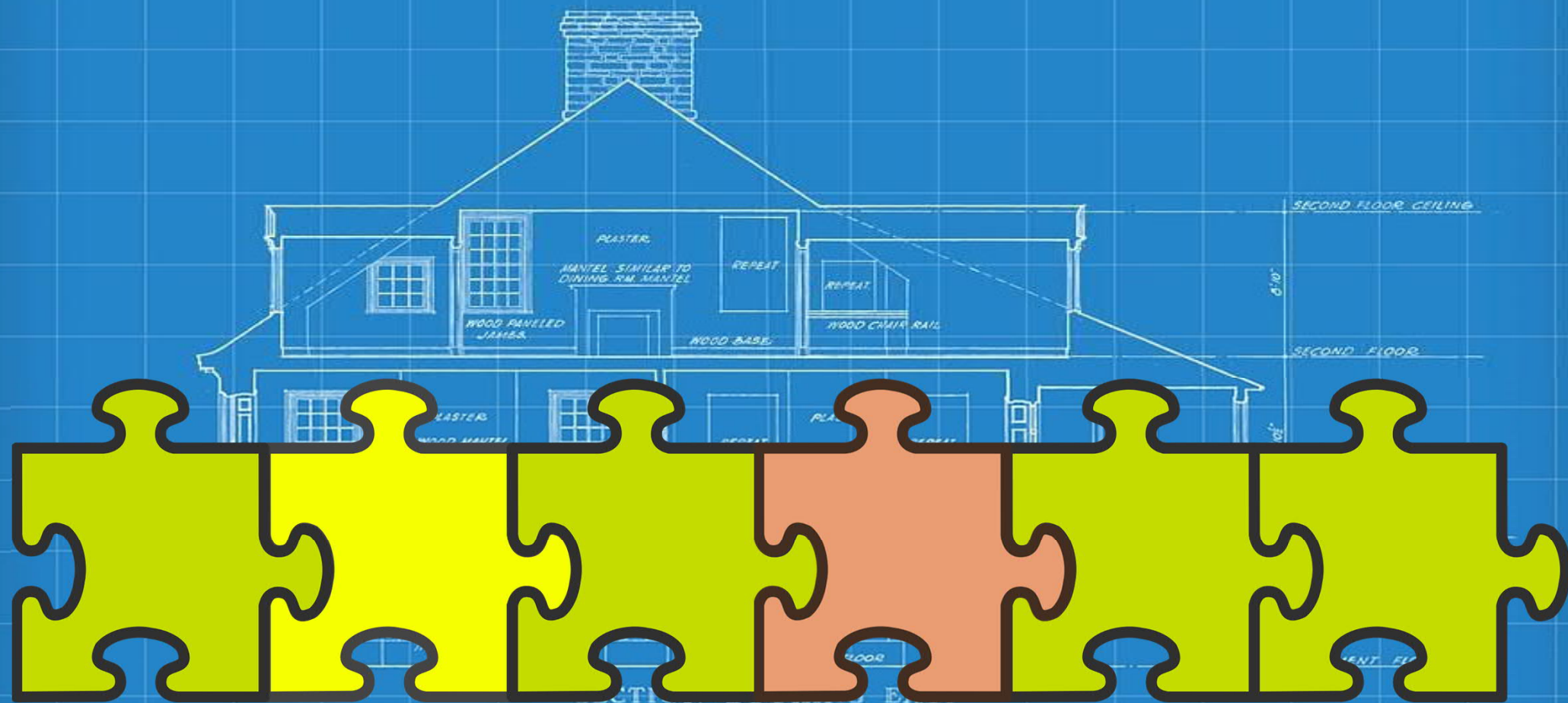


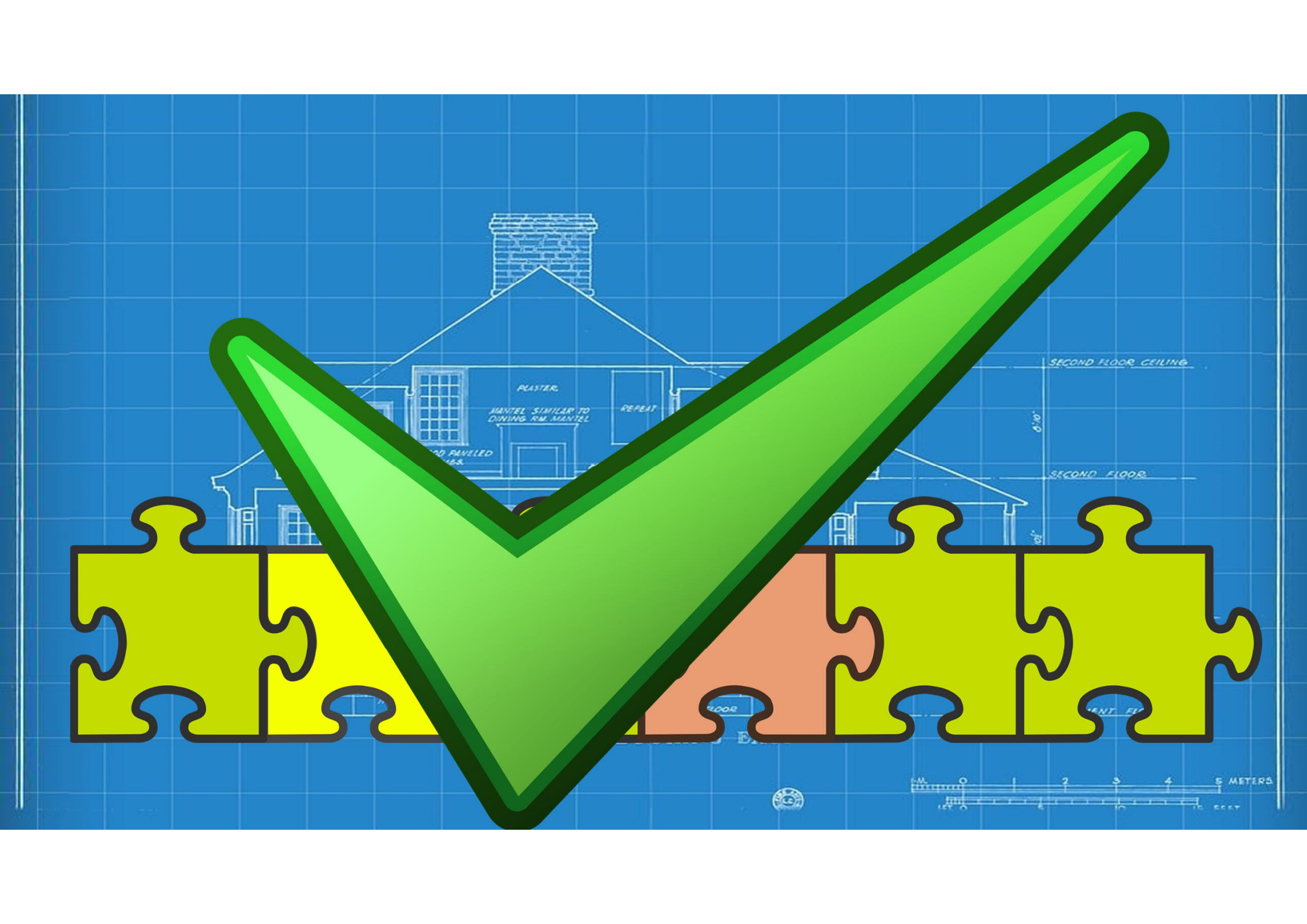












When would YOU prefer to find out what problems exist? ...

... and who has a crystal ball that tells you
when the problem might appear?

So it's **YOU** who need to identify the problems

Hmmm ... problems

The foundations of business

- RISK  ... those problems
- BENEFIT

Again, what tasks or activities give us LEVERAGE?

to manage the RISKS and contribute to the BENEFITS

- Build a TEAM
- Delegate
- Scheduling
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- Automate wherever possible
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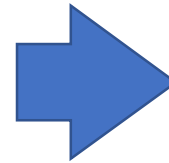
Failure to Manage
RISKS & BENEFITS
can mean you don't
achieve SUCCESS


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The Formula for Success

$$\text{Vision} + \text{Skills} + \text{Incentive} + \text{Resources} + \text{Action Plan} = \text{Success}$$

$$\text{Vision} + \text{Skills} + \text{Incentive} + \text{Resources} + \text{Action Plan} = \text{Confusion}$$

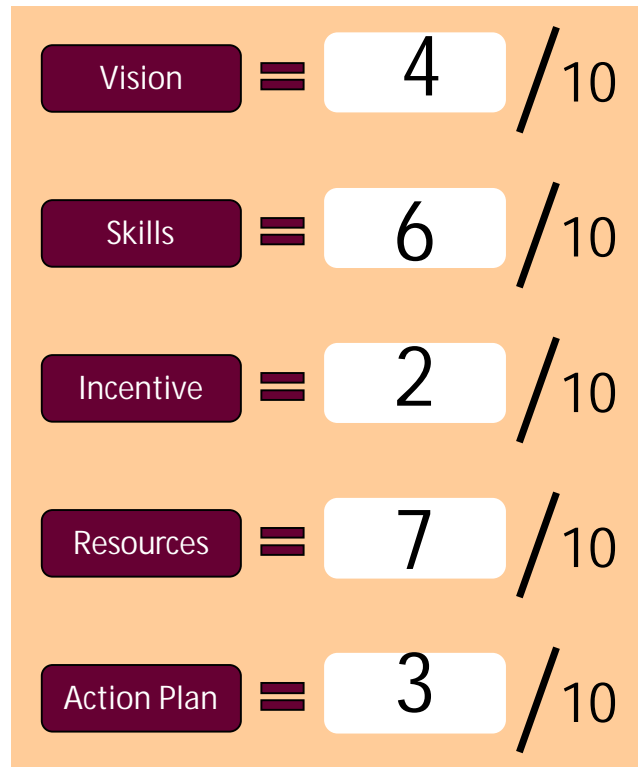
$$\text{Vision} + \text{Skills} + \text{Incentive} + \text{Resources} + \text{Action Plan} = \text{Anxiety}$$

$$\text{Vision} + \text{Skills} + \text{Incentive} + \text{Resources} + \text{Action Plan} = \text{Delays}$$

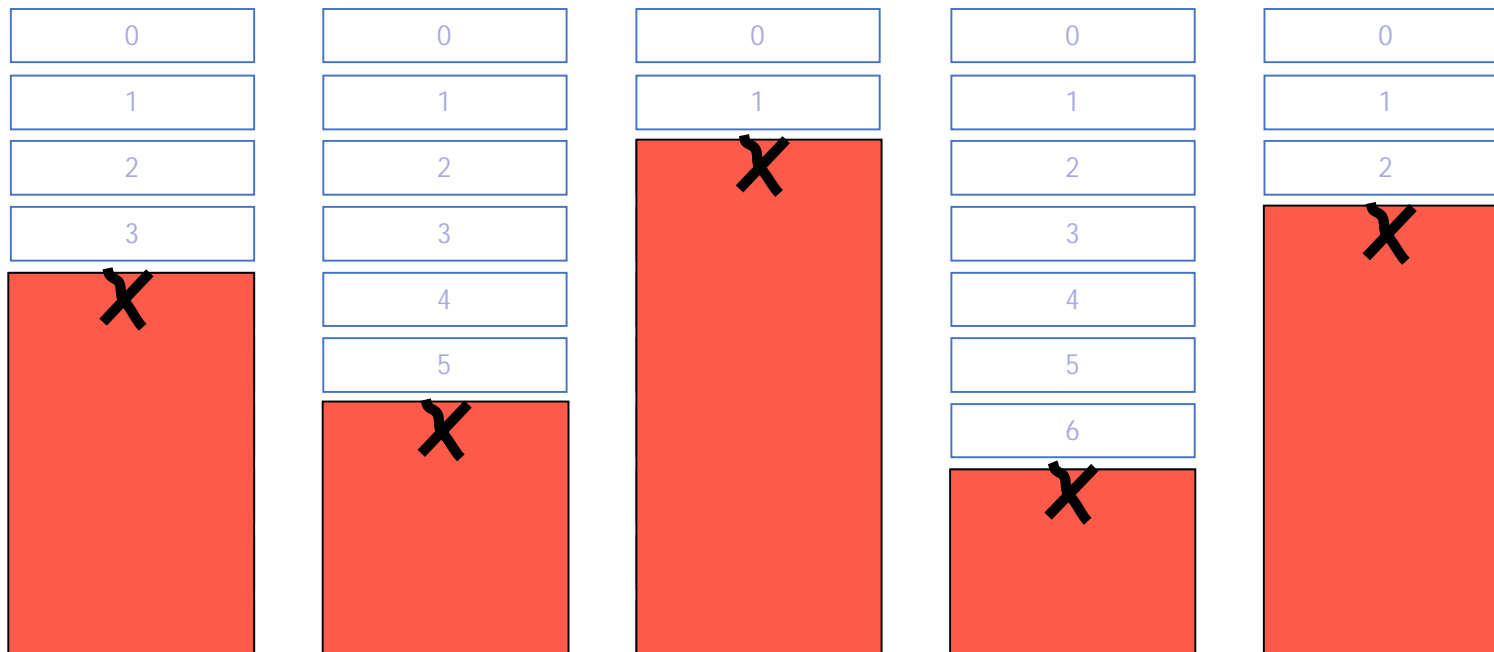
$$\text{Vision} + \text{Skills} + \text{Incentive} + \text{Resources} + \text{Action Plan} = \text{Frustration}$$


$$\text{Vision} + \text{Skills} + \text{Incentive} + \text{Resources} + \text{Action Plan} = \text{False Starts}$$

Successful Change



Unless I Take Care...





The Value of
Systems

VALUE =

$$\text{VALUE} = \frac{\text{Client DREAM OUTCOME} \times \text{CERTAINTY OF GETTING IT}}{\text{ELAPSED TIME} \times \text{EFFORT NEEDED}}$$

Planning

- Increased efficiency
- Better time management
- Improved communication
- Better decision-making
- Increased motivation

Increased Efficiency

When you plan your work, you are able to prioritise tasks and allocate resources in a way that maximises productivity. This can result in faster completion times and higher quality output.

Better Time Management

Planning work helps you to allocate time effectively, ensuring that you can complete tasks within deadlines and without rushing. This can also help to reduce stress and improve work-life balance.

Improved Communication

Planning work involves communicating with stakeholders and team members, which can help to ensure that everyone is on the same page and working towards the same goals. This can reduce misunderstandings and increase collaboration.

Better Decision-Making

Planning work requires considering different options and making informed decisions based on available information. This can result in better outcomes and reduced risks.

Increased Motivation

When you have a clear plan for your work, you are more likely to feel motivated to achieve your goals. This can help you to stay focused and committed, even when faced with challenges or setbacks.

So, how do you plan?

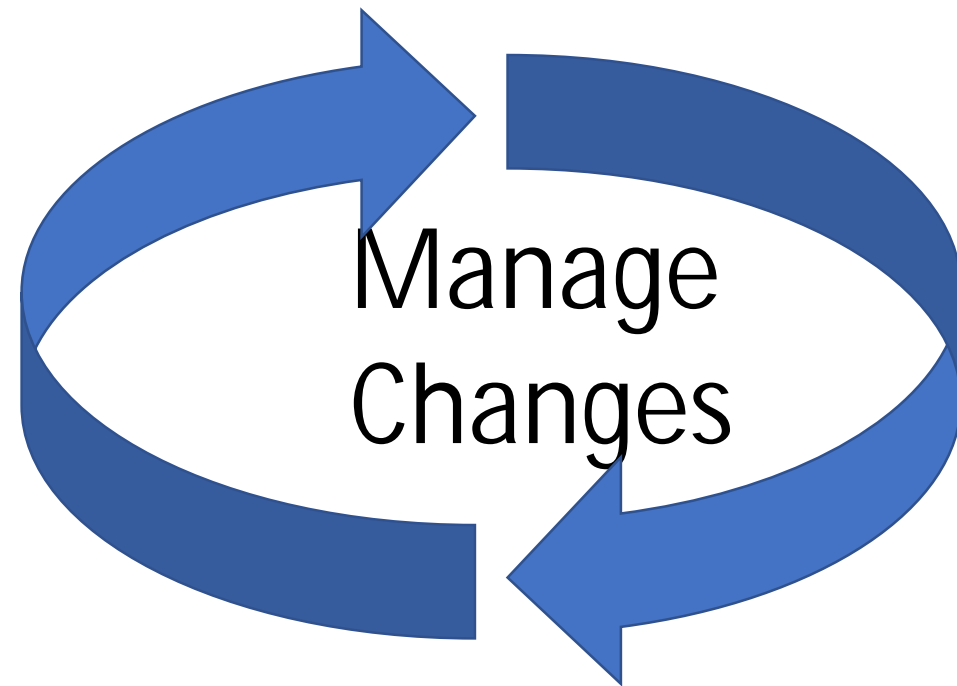


- Calendar
- BuilderTrend/etc
- Whiteboard
- Slack/Chat/etc

You will

ALWAYS GET THE OUTCOME YOU DESERVE

- Expected Outcome
- Modified Outcome
- Final Outcome



Discussion

