

Sabotage! Article #1

Are you accidentally (or maybe purposefully) weakening your own organization?

Of course not! Chances are, you have at least 15 solutions and theories on why other company leaders and business owners are struggling in their organizations and how you can help them. How in the world could you be messing things up for yourself?

The potential to develop a sustainable, viable business rests in so many business owners and entrepreneurs whom I know and with whom I work. Some of the most remarkable moments that I have enjoyed as a business coach and consultant are those moments when my clients discover their own business's potential and begin to break open the doors and knock down the walls preventing them from achieving their best.

My hope is that over the next few weeks, we, together, can uncover that same magic for you and your organization. Our progress will depend on your ability to take an honest look in the mirror. It's time to see the COVID shut down for what it really was – an opportunity for you and your organization to take serious inventory and relaunch stronger, faster and better, miles ahead of the condition in which you were “shut in” and “shut down”. The marketplace has long spent its patience with COVID and will no longer abide the many excuses that trail along.

Before I get into corrective and preventative steps – let me urge you to avoid the “reopen” pitfall. No one who is serious about their business can afford to just reopen. You and your team must plan your “relaunch”. Much like your soft opening before your grand opening back in the day, you need to start making some noise and getting the attention of those you hope to attract.

At some point in your plan, you will launch with a bang. Like a rocket piercing through the clouds, you and your company WILL blast through the market's cloudy silence with volumes that break the sound barrier. Your next 12-18 months will be all about attraction, attraction, attraction!!!

We will talk more about this another time. For now, make a list of the things that need to happen now and then let's talk about how to attract whatever those things are – (previous clients, new clients, new employees, new leaders...). Most importantly, let's get you back to setting real goals, achieving valued steps and gaining ground and market share once again.

This only happens as we conduct honest “self-evaluations”. This is not an opportunity for you to discourage or depress yourself and your team. This is an adventure of uncovering and discovering the multitudes of ways that you and your organization can fly higher than it has yet.

Let me begin the conversation for you by offering some glaring opportunities for correction and prevention. I promise to go deeper and offer more success tips in our next batch of articles, but for now, take a look at the reasons and ways that leaders sabotage their own leadership and thus sabotage their team and organization.

Things to “social distance” from immediately -

1. Suppressing your story.
2. Carrying the weight of the past into your promising future.
3. Making achievement
4. more important than the purpose and mission.
5. Trading a life of prosperity for success.
6. Refusing to handle personal issues.
7. Being fooled by the “shiny objects”.
8. Practicing the “closed” door policy – not allowing others to tell you the truth.
9. Failing to get outside your comfort zone.
10. Allowing your professional development to fall off.
11. Letting you and your personal life fall apart.
12. Evading the risks, devaluing the rewards.

Take some time to add to or create your own “social distancing” list and let's get to work. We have much to do as we relaunch that amazing organization of yours.

As always, if I can help, please reach out to me. You can reach me at andy@andyspringerconsulting.com and 707.953.6681. My website is www.andyspringerconsulting.com. Andy Springer, Business Consultant and Coach.