

# Why the 7 Habits Matter In Our Industry and in Your Business

How many know what these 7 habits are?

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# The 7 Habits



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# Be Proactive

Proactive people carry their own weather with them.

Stephen R. Covey

22 CENTURY

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# Be Proactive

- How many of you dreamed of filling your current role as a child?
- If you ask that question of great athletes, great musicians, and astronauts – most would say they did
- Like a sailboat without a rudder, many just wind up where the wind blows.

22 CENTURY

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## Begin With the End in Mind



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## Begin With the End in Mind

- Your Funeral
  - What do people say
  - Start now to create that future
  - Make decisions that lead in that direction
- Leaving Your Business
  - What will your last day there be like
  - What does the business look like
  - Who is taking over your business

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## Begin With the End in Mind



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## Begin With the End In Mind

- How many of you know how to get to Las Vegas?
  - New Mexico
- Different destinations
- Different routes

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## Begin With the End in Mind

- Start making decisions that will get you there
- What does your business look like in:
  - 10 years
  - 5 years
  - 1 year
- Proactively create plans that take you there

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## Put First Things First

Make time for planning: Wars are won in the general's tent.

Stephen R. Covey



audible.com

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## Put First Things First

- As a leader in your business ask yourself this question:
- Do I spend more time working in my business or on your business?

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## Put First Things First

If the big rocks don't go in first,  
they aren't going to fit in later.

Stephen R. Covey

audible.com

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## Put First Things First

- Short [Video](#)

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## Put First Things First

- What are your big rocks?
- What are the things that will move your business in the direction you want it to move?
- Do you schedule time every week to work on them?
- Do you let other things disrupt that time?

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## Put First Things First

Most of us spend too much time  
on what is urgent and not enough  
time on what is important.

Stephen R. Covey

Quintology

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## Put First Things First

- Starting with the End in Mind be Proactive not Reactive and work on your business.
- Buy out time to take care of the Big Rocks:
  - Planning for the future
  - Building and training your managers and future managers

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## Put First Things First



If the big rocks don't go in first,  
they aren't going to fit in later.

Stephen R. Covey

quotefancy

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## Put First Things First

- Calendar Block Time
  - Block out a time for the important
  - Don't let urgent things get in the way
  - Schedule time to return phone calls and emails
  - Close your door and put phone on DND

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## Put First Things First

- Plan your day
  - Categorize what needs to be done
    - Importance
    - Urgency
  - Urgent and Important - top of the list
  - Important
  - Urgent

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## Sharpen The Saw

- A short [video](#) with a strong point:

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## Sharpen the Saw



We must never be too busy to  
take time to sharpen the saw.

— Stephen R. Covey

\* [quotebooks.com](#)

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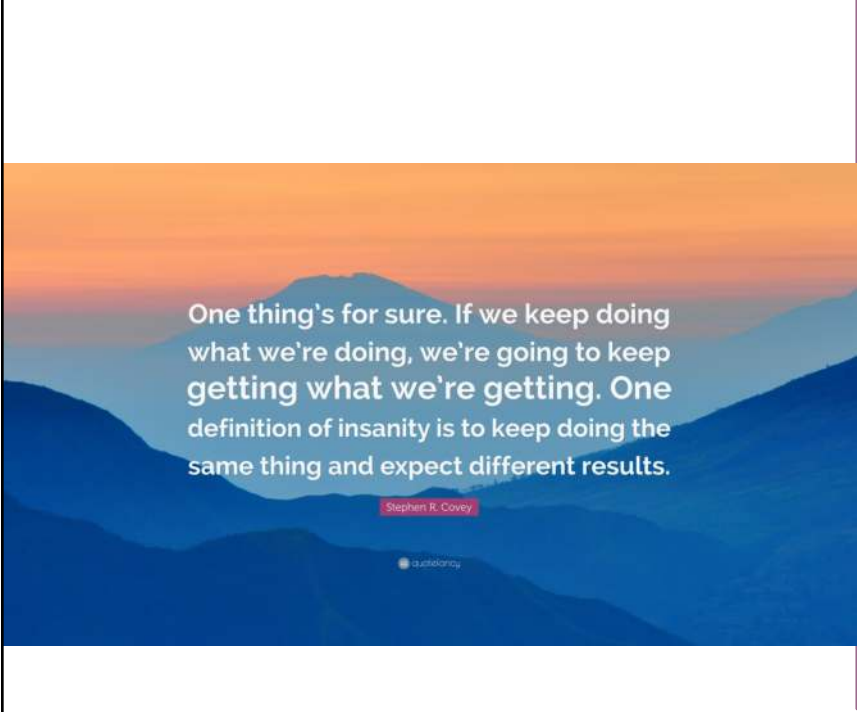
## Sharpen The Saw

- This includes many things
  - Rest
  - Exercise
  - Entertainment
- Constantly educating ourselves
- Prepare for future changes

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One thing's for sure. If we keep doing what we're doing, we're going to keep getting what we're getting. One definition of insanity is to keep doing the same thing and expect different results.

Stephen R. Covey

22 CENTURY

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## Sharpen The Saw

- The world is changing
- The business environment is changing
- Your business will change
  - For the better and survive
  - Failing to change means it will wither and die.

22 CENTURY

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## Sharpen The Saw

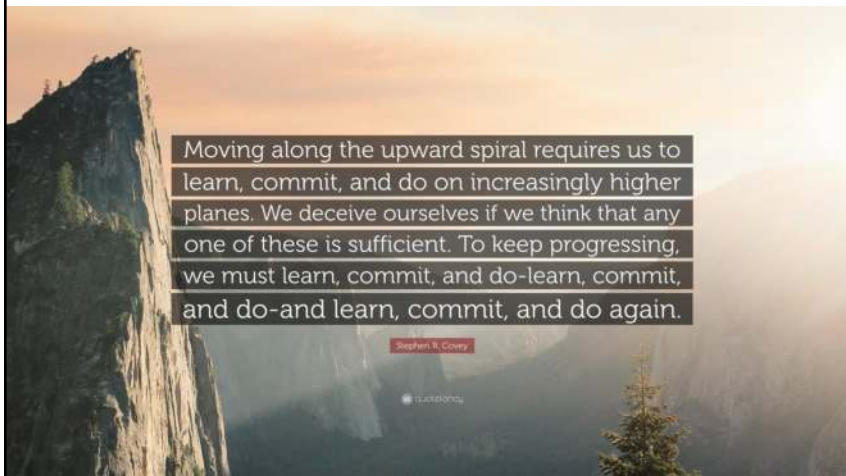
- Ways to Sharpen the Saw
  - Self Study – read books, listen to podcasts
  - Get Help – Great athletes hire coaches
- If you want your business to be better, you need to get better?
- It is a process

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## Sharpen The Saw



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## Sharpen The Saw

- As a leader you need to make sure your team sharpens the saw.
- Think about your management team
  - What have you done to help them improve.
  - The better your team is, the more time you have to work on your business.
  - If your team sharpens the saw of their team, they more time they have to work on improving your business

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## Sharpen The Saw

An empowered organization is one in which individuals have the knowledge, skill, desire, and opportunity to personally succeed in a way that leads to collective organizational success.

Stephen R. Covey



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## Sharpen The Saw

- Does your organization provide your employees
  - The knowledge
  - The Skill
  - The Opportunity
 to succeed
- Does your organization cultivate their desire to succeed ?

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## Apply the 7 Habits and Succeed



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## Be the Best

- I suggest that my service managers use the Tina Turner song “Simply the Best”
- In part it says “Simply the Best – Better than all the rest”

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