

Let's talk Time Management

There are two skill sets that really define how successful you can be, Customer Relationship Management (Relationship Marketing) and Time Management. Let's discuss Time Management for a while and see if we can figure out something that could help. Another story from being on the road speaking, first remember all my contact info is all over the web so when somebody signing up to attend my presentations and wants to track me down to call me it's very easy.

I land in a city and head to my hotel and my cell phone rings, it's a REALTOR®, he sees I am doing a Contact Management class the next morning and a Time Management session in the afternoon. He starts asking details on the afternoon session and then these magic words come from his mouth, "I am trying to determine if I have time to attend your time management class". I chuckled, he realized what he just said and he told me he would be there! After the session was over he came up and thanked me and we had another laugh.

So, the next couple of articles/blogs I will make suggestions on how to get more time out of your day. Before we start here is some food for thought, if you decide to bring something into your life something has to go. Most of us are busy and we aren't sitting around with plenty of time on our hands. We do have another option, instead of booting something out of our life maybe if we can become more effective doing what we do now more time will be available.

Back in 2000 as I was starting my journey of being a speaker, presenter and instructor I needed a slogan, something when folks advertise I was coming to the area might help fill the room. I stole parts of the following from somebody, "Don't work harder work smarter with (whatever I was presenting)" All these years later it still holds true, Don't Work Harder, Work Smarter!

My next article/blog will address multitasking which always lights up a room because we all think we are good at it. I have been saving this article from Forbes magazine since June 11th, 2014. "What makes you more stupid – smoking marijuana, emailing while talking on the phone or losing a night's sleep?"

Researchers at the Institute of Psychiatry at the University of London studied 1,100 workers at a British company and found that multitasking with electronic media caused a greater decrease in IQ than smoking pot or losing a night's sleep.

This is article/blog number 9 in my "Raise the Bar" campaign. If you missed any of them you can find them on my FB Timeline, my FB page Dick Betts Blogs or my website.