

Ian Berry's Rituals (standards)

Daily

Gratitude - before I do anything else write down what I'm grateful for in my journal. **Appreciation and Attitude** - maintain "attitude of gratitude" and core appreciation of myself regardless of what happens or doesn't happen. **Walk** - take a brisk 30 minute walk am for fitness and meditation. **Family time** - ensure such is a priority. **Relaxation** - take time out to relax after working in 90 minute focused bursts. **Just sit and think or just sit time** - build in to schedule. **Write** 500 words minimum.

Weekly

Play at least one round of golf, go to the gym, or do some activity away from work. Turn my phone off regularly. **Enjoy** at least 1 family member and/or friend "event". **Invest** "deep work" improving my presenting and performing, questioning, listening, and writing skills. **Post** 3 blogs and share and spread via Google+, LinkedIn and Twitter; comment/share/spread other people's posts. **Meet** in person, via telephone or Skype or Zoom, at least two people ready to do business or refer me to someone who is.

Monthly

Client work - keep to 3 days per week, preferably not Monday's or Friday's. Attract at least 3 clients to both sessions **first Monday online Accelerator**. Attract 3 prospective clients to **second Tuesday online event**. Attract 2 prospective clients to every **4th Wednesday master-class in Ballarat**. Check in with selection of clients to ensure **value is exceeding 10 times investment**.

Quarterly

Publish special report/blue paper, or ebook or handbook (with others wherever possible). **Present a seminar/master-class/board room briefing** for clients of clients to add value to them and to showcase my work.

Yearly

12 weeks holiday as "mini-retirements", scheduled in advance. **Publish** a work i.e. book, tool, technique, template, checklist, CD, DVD, video series, whatever, that my clients will value.

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Following our rituals/routines or sustaining standards leads to living a remarkable life, and doing work that is meaningful for us and highly valuable for others. HT to Derek Mills http://blog.ianberry.biz/2012/10/are-you-focused-on-goals-or-standards_15.html

"Consider the postage stamp: its usefulness consists in the ability of sticking to one thing until it gets done." Josh Billings, 19th century humourist