



TIP OF THE WEEK

August 21, 2007

I heard this great quote recently and I don't know who originally said it. "People and their managers spend so much time trying to do things right that they don't spend enough time doing the right things." We often see organizations where people are so hooked on procedures and policies that they never take a step back and look at whether or not they are doing the things that will move the enterprise forward. Are they working on the things directly tied to their strategies and to their goals? Many times they're just crunching numbers, pushing papers or moving parts. It's critical to step back and decide if we are doing the right things to help us get to our goals, and not just trying to do a lot of things correctly.

Good luck. Work **ON** your business. Stay in touch.

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